



#### **ADDENDUM**

THIS IS A PUBLIC ANNOUNCEMENT FOR INFORMATION PURPOSES ONLY. THIS IS NOT A PROSPECTUS ANNOUNCEMENT AND DOES NOT CONSTITUTE AN INVITATION OR OFFER TO ACQUIRE, PURCHASE OR SUBSCRIBE FOR UNITS OR SECURITIES. NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, DIRECTLY OR INDIRECTLY OUTSIDE INDIA.



#### SATTRIX INFORMATION SECURITY LIMITED

CIN: U72200GJ2013PLC076845

Our company was incorporated as Sattrix Information Security private limited on September 16, 2013 at Ahmedabad as a private limited company under the provisions of Companies Act, 1956 with the Registrar of Companies, Ahmedabad, Gujarat. Subsequently, the name of the company was changed to "Sattrix Information Security Ltd." pursuant to a special resolution passed by the shareholders of the company at the Extra Ordinary General Meeting held on 30th October, 2023. A fresh certificate of incorporation consequent upon change of name was issued on November 7, 2023 by the Registrar of Companies, Ahmedabad, Gujarat. The Corporate Identity Number of our Company is U72200GJ2013PLC076845. For further details, pertaining to the change of name of our Company upon conversion, please refer the chapter "History and Certain Corporate Matters" on page no. 136 of this Draft Prospectus.

Registered Office 28, Damubhai Colony, Bhattha Paldi, Ahmedabad-380007, Gujarat, India Tel No.: +91-87358 25247;

Email: <a href="mailto:cs@sattrix.com">cs@sattrix.com</a>; Website: <a href="mailto:www.sattrix.com">www.sattrix.com</a>;

Contact Person: Ms.Rina Kumari, Company Secretary and Compliance Officer. Our Promoters: Mr. Sachhin Kishorbhai Gajjaer and Mrs. Ronak Sachin Gajjar

#### ADDENDUM TO THE DRAFT PROSPECTUS DATED MARCH 13, 2024: NOTICE TO THE INVESTORS ("THE ADDENDUM")

INITIAL PUBLIC OFFER OF UPTO 18,00,000 EQUITY SHARES OF FACE VALUE OF  $\overline{\epsilon}$  10 EACH ("EQUITY SHARES") OF SATTRIX INFORMATION SECURITY LIMITED (THE "COMPANY" OR "SISL" OR "THE ISSUER") FOR CASH AT A PRICE OF  $\overline{\epsilon}$  [ $\bullet$ ] PER SHARE (INCLUDING A SHARE PREMIUM OF  $\overline{\epsilon}$  [ $\bullet$ ] PER EQUITY SHARE) (THE "ISSUE PRICE"), AGGREGATING TO  $\overline{\epsilon}$  [ $\bullet$ ] LAKHS ("THE ISSUE"), OF WHICH UPTO 92,000 EQUITY SHARES OF  $\overline{\epsilon}$  10 EACH WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS MARKET MAKER RESERVATION PORTION I.E. ISSUE OF UPTO 17,08,000 EQUITY SHARES OF  $\overline{\epsilon}$  10 EACH IS HEREINAFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 26.47% AND 25.12%, RESPECTIVELY OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF THE COMPANY.

#### Potential Bidders may note the following:

1. In the sections offer document summary, risk factors, introduction-general information, capital structure, particular of the issue – object of the issue , basis for the issue price, about the company- industry overview, our business, our management, our promoter & promoter group, our group entities, financial statement- management's discussion and analysis of financial condition and results of operations, financial indebtedness, other regulatory and statutory disclosures provided herein below as a part of addendum modification have been updated.

The above is to be read in conjunction with the Draft Prospectus and accordingly their references in the Draft Prospectus stand amended pursuant to this Addendum. Please note that the changes pursuant to this Addendum will be appropriately included in the Prospectus, as and when filed with the RoC, the SEBI and the Stock Exchanges. All capitalized terms used in this Addendum shall, unless the context otherwise requires, have the meaning ascribed to them in the Draft Prospectus.

#### On behalf of SATTRIX INFORMATION SECURITY LIMITED

Sd/-

Ms. Rina Kumari

Company Secretary and Compliance Officer

Place: Ahmedabad Date: 06/05/2024

LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE
ADVISORS	Bigshare Services Pvt. Ltd.
ISK ADVISORS PRIVATE LIMITED	BIGSHARE SERVICES PVT. LTD.
501, A. N. Chambers, 130, Turner Road, Bandra West, Mumbai-400 050	1st Floor, Bharat Tin Works Building, Opp. Oasis, Makwana Road,
Tel No.: +91 – 22 – 26431003/+91–79–26464023	Marol, Andheri East, Mumbai – 400 059
Email: ncmpl@ncmpl.com	Tel No.: +91 – 22 – 62638200 Fax: +91 22 62638299
Website: www.iskadvisors.com	Email:ipo@bigshareonline.com; Website: www.bigshareonline.com
Investor Grievance Email: enquiry@ncmpl.com	Investor Grievance Email: investor@bigshareonline.com
Contact Person: Mr. Ronak I. Kadri	Contact Person: Mr. Babu Rapheal
SEBI Registration No. INM000012625	SEBI Registration No.: INR000001385
ISSUE OPENS ON	ISSUE CLOSES ON
[•]	[•]



## TABLE OF CONTENTS

SECTION	PARTICULARS	PAGE NO.
SECTION - II	OFFER DOCUMENT SUMMARY	1
SECTION - III	RISK FACTORS	2
SECTION - IV	INTRODUCTION	5
	GENERAL INFORMATION	5
	CAPITAL STRUCTURE	6
SECTION - V	PARTICULARS OF THE ISSUE	9
	OBJECTS OF THE ISSUE	9
	BASIS FOR ISSUE PRICE	21
SECTION - VI	ABOUT THE COMPANY	24
	INDUSTRY OVERVIEW	24
	OUR BUSINESS	34
	OUR MANAGEMENT	42
	OUR PROMOTERS, PROMOTER GROUP	47
SECTION - VII	FINANCIAL STATEMENTS	49
	MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS	49
	FINANCIAL INDEBTEDNESS	51
SECTION - IX	OTHER REGULATORY AND STATUTORY DISCLOSURES	53
SECTION - XII	OTHER INFORAMTION	60
	DECLARATION	60



## **SECTION II OFFER DOCUMENT SUMMARY**

## A. Summary of Business

Sattrix Information Security Limited is in the business to develop customer-centric cybersecurity solutions to protect customers from cyber-attacks. The company offers Managed Security Services, Assessments & Advisory, and Professional Services tailored to customer's needs. The expert team of the company provides monitoring, proactive threat detection, and rapid response. From vulnerability assessments to incident response, the company has niche services offerings in cyber security domain. The company's objective is to safeguard customer's organization against evolving cyber threats. Sattrix aim to deliver end-to-end cybersecurity services to enterprises in India, Middle East (UAE) and USA region.

Details of Revenue earned from India, UAE and USA is as follows:

(₹ in Lakhs)

Revenue as per Restated Financial Statement	31.10.2023	31.03.2023	31.03.2022	31.03.2021
INDIA	2624.38	3147.18	1907.34	1802.87
USA*	21.89	271.42	186.48	125.44
UAE*	102.83	240.66	199.75	183.49
Total	2749.10	3659.26	2293.57	2111.81

<sup>\*</sup>Revenue in USA & UAE is in US Dollars and Dirham converted into Indian Rupee at prevailing Exchange rate.

# F. Issue Shareholding of our Promoter and Promoter Group as a percentage of the paid-up share capital of the Company

Set forth is the Pre-Issue shareholding of our Promoter and Promoter Group as a percentage of the paid-

up share capital of the Company: -

Category of Promoter	Pre-	Issue
	No. of Shares	As a % of Pre- Issued Equity
A. Promoter		
Mrs. Ronak Sachin Gajjar	39,99,975	80.00
Mr. Sachhin Kishorbhai Gajjaer	10,00,000	20.00
Total (A)	49,99,975	100.00
B. Promoter Group	-	-
Nehal Suresh Bhardiya	5	0.00*
Karan Sureshbhai bhardiya	5	0.00*
Total (B)	10	0.00*
Total Promoter /Promoter Group Shareholding(A+B)	49,99,985	100.00
C. Public/Others	15	0.00*
Total (C)	15	0.00*
Total (A+B+C)	50,00,000	100.00

<sup>\*</sup>Note: Percentage holding of public shareholding is 0.001%, which is rounded off to two decimals.



## SECTION - III RISK FACTORS

#### **MATERIALITY**

The Risk factors have been determined based on their materiality, which has been decided based on following factors:

- 1. Some events may have material impact quantitatively;
- 2. Some events may not be material individually but may be material when considered collectively.
- 3. Some events may have an impact which is qualitative though not quantitative.
- 4. Some events may not be material at present but may have a material impact in the future.

## INTERNAL RISK FACTORS

#### Risk Factor 21 to be read as follows:

21. We have in past entered into related party transactions and we may continue to do so in the future. As of Financial Year ended on March 31st, 2023, we have entered into several related party transactions with our Promoters, individuals and entities forming a part of our promoter group relating to our operations. In addition, we have in the past also entered into transactions with other related parties. For further details, please refer to the chapter titled "Restated Consolidated Financial Information"-Notes to Financial Information-Note 28 - Related Party Transactions" beginning at page no. 164 of Draft Prospectus of Sattrix Information Security Limited. While we believe that all our related party transactions have been conducted on an arm's length basis, we cannot assure you that we may not have achieved more favourable terms had such transactions been entered into with unrelated parties. We confirm that the related party transactions are conducted on arm's length basis are in compliance with the provisions of Companies Act 2013 and other applicable laws. There can be no assurance that such transactions, individually or taken together, will not have an adverse effect on our business, prospects, results of operations and financial condition, including because of potential conflicts of interest or otherwise. In addition, our business and growth prospects may decline if we cannot benefit from our relationships with them in the future.

## We confirm that we will shift Risk Factor 26 to Top 15 Risk Factor in the Final Prospectus.

26. Our Company has not entered into any formal binding contracts with our clients and we may not have any firm arrangements which govern the provision of services of our Company. In the event our clients choose not to source their requirements by engaging us, our business, profitability and results of operations may be adversely affected.

We do not have long-term agreements with all our clients and instead rely on orders and intermediate invoices which govern the terms of provision of our services and solutions. Many of the orders we receive from our clients may specify a price, delivery schedule and invoice generation timelines and other miscellaneous terms and conditions. Upon receipt of such orders from our clients we provide them with quotations. However, as there are no formal binding contracts governing the arrangement between our Company and our clients, such orders may be cancelled or modified prior to their execution, and should such a modification, cancellation or termination take place against our interest, it may impact our profitability. Further, we do not usually have exclusivity arrangements with our clients. Consequently, there is no commitment on the part of the clients to continue to engage us and as a result, our revenues from period to period may fluctuate significantly due to the changes in our client's preferences and any subsequent modification, cancellation or termination of the orders places with us and we may be unable to procure repeat orders from our clients.



Additionally, due to the nature of the industry in which we operate, our clients have high and rigorous standards for quality as well as delivery schedules. Any failure to meet our client's expectations could result in the cancellation or non-renewal of orders. There are also a number of factors, other than our performance that could cause the loss of a client. Clients may demand price reductions, set-off any payment obligations, require indemnification for themselves or their affiliates, any of which may have an adverse effect on our business, financial condition, results of operations and future prospects.

## We confirm that we will shift Risk Factor 34 to Top 20 Risk Factor in the Final Prospectus.

34. Our Statutory Auditors have included a modification in the Audit Report on the special Purpose Consolidated Financial Statement for the financial year ended on March 31, 2023.

The Statutory Auditors of the Company have included a modification in the Audit Report on the special Purpose Consolidated Financial Statement for the financial year ended on March 31, 2023, wherein its mentioned that: -

- (a) The company has incurred certain expenditure to the tune of Rs. 16.32 Lakhs towards training and development of it's technical employees and recognised the same as Intangible Assets under development. However, such expenditure does not meet the recognition principles of Intangible Assets as per the provision of Accounting Standard 26 "Intangible Assets" and should have been expensed out in the statement of profit and loss in the year in which it is incurred.
  - Due to such accounting treatment the profit for the year and Intangible Assets under development has been increased by Rs. 16.32 Lakhs.
- (b) The company has given interest free unsecured loan to a body corporate which is in contravention with the provisions of section 186 of the Companies Act, 2013, primarily in terms of it being interest free. Had the company recognised interest at the bare minimum rate, prescribed in proviso 7 to Section 185 of the Companies Act, 2013, interest income to the tune of Rs. 28.32 Lakhs in Financial Year 2022-23 would have been recognised.
  - Due to such, the profit for the year and Interest Accrued is reduced by Rs. 28.32 Lakhs.
- (c) The company has, till date, not recorded the gratuity liability on actuarial basis which is not in accordance with the requirement of Accounting Standard 15 'Employee Benefits'.
  - Due to such, the profit for the year is reduced by Rs. 12.78 Lakhs/-.
- (d) During the year the holding company has not correctly consolidated its subsidiary companies due to which the retained earnings of the group is under stated by Rs. 12.27 Lakhs.

The Peer review Auditors has further reported that the restated consolidated financial information has been made after giving effect to the matter(s) giving rise to modifications in respect of the above matter in restatement consolidated financial statement.

For further details, kindly refer section titled "Financial Information of the Company" beginning on Page 164 of this Draft Prospectus.



## We confirm that we will shift Risk Factor 35 to Top 10 Risk Factor in the Final Prospectus.

35. We have experienced negative operating cash flows in the past. Any operating losses or negative cash flows in the future could adversely affect our results of operations and financial conditions.

As per our Restated Financial Statements, our cash flows from operating activities are as set out below: -

(₹ in Lakhs)

			For The Year Ended 31st March,						
Partic	ulars		31st Oct, 2023	2023	2022	2021			
			(Consolidated	(Consolidated)	(Consolidated)	(Consolidated)			
			)						
Net	cash	from	362.67	252.16	(146.31)	229.54			
operating activities (A)									

Cash flow of a company is a key indicator to show the extent of cash generated from operations to meet capital expenditure, pay dividends, repay loans and make new investments without raising finance from external resources. Any operating losses or negative cash flows could adversely affect our results of operations and financial conditions. If we are not able to generate sufficient cash flows, it may adversely affect our business and financial operations. Further, the company is having positive cash accrual for the Fiscal 2022 of Rs.246.44 (Cash Accrual is calculated as Profit after Tax plus Depreciation & Amortization).

For further details regarding cash flow please refer chapter titled "MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS" beginning on Page no.201.



## **SECTION – IV INTRODUCTION**

## **GENERAL INFORMATION**

## **BRIEF COMPANY AND ISSUE INFORMATION**

Registered Office	Address: 28 Damubhai Colony Bhattha Paldi, Ahmedabad, Gujarat, India, 380007 Tel No: +91 79681 96800 Email: info@sattrix.com Website: www.sattrix.com
	For details relating to, "History and Corporate Structure" of our company please refer page 136 of this Draft Prospectus.
Date of Incorporation	September 16, 2013
Company Registration No.	076845
Company Identification No.	U72200GJ2013PLC076845
Address of Registrar of Companies	Address: : ROC Bhavan, Opp. Rupal Park Society, Behind Ankur Bus Stop, Naranpura, Ahmedabad – 380013 Tel:+91 079 27438531 Fax:+91 079 27438371
Issue Programme	Issue Opens on: [●] Issue Closes on: [●]
Designated Stock Exchange	BSE Limited SME Platform of BSE Limited ("BSE SME")
Company Secretary & Compliance Officer	Ms. Rina Kumari  Address: 28, Damubhai Colony, Bhattha Paldi, Ahmedabad- 380007  Gujarat, India  Tel No: +91 87358 25247  Email: cs@sattrix.com  Website: https://www.sattrix.com



## **CAPITAL STRUCTURE**

## 8. Shareholding pattern of our Company

The following is the shareholding pattern of the Company as on the date of this Draft Prospectus:

	older (II)	er (III)	shares held (IV)	shares held (V) g Depository		held (VI)	neld (VI) otal No. of 2, 1957)(VIII)As a		held Class o	f Voting Righ I in each of securities (IX)		Outstanding ncl. Warrants) (X)	ding as a % assuming Full securities (as a% of Diluted Capital)(XI)=(VII)+(X) s a % of (A+B+C2)	Lo In	mber of ocked shares (XII)	Oth encu	of shares edged Or erwise mbered XIII)	d in De-mat form
Category (I)	Category of Share-holder (II)	No. of Share-holder (III)	of fully paid-up equity	of Partly paid-up equity	No. of shares Underlying Depository Receipts (VI)	Total Nos. Shares held $(VII) = (IV) + (V) + (VI)$	Shareholding as a % of total No. of Shares (calculated As per SCRR, 1957)(VIII)As % of (A+B+C2)	No	o. of vot Right	ing	Total As a ‰of(A+B+C)	No of Underlying Outstanding Convertible securities (incl. Warrants) (X)	Share Holding as a % assuming Full convertible securities (as a% of Diluted Share Capital)(XI)=(VII)+(X) As a % of (A+B+C2)	No (a)	As a %of total share s held (b)	No (a)	As a % of total share s held (b)	No. of Equity shares held in De-mat form (XIV)
			, o	Z O.			Shares	Class- Equity	Clas s	Total								
(A)	Promoter & Promoter Group	4	49,99,985	-	-	49,99,985	100.00	49,99,985	-	49,99,985	100.00	-	-	1	-	-	-	49,99,985
(B)	Public	3	15	-	-	15	0.00*	15	-	15	100.00	-	-	-	-	-	-	15
(C)	Non- Promoter Non-Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(C1)	Shares Underlying DRs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(C2)	Shares held by Employee Trusts	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total	7	50,00,000	-		50,00,000	100.00	50,00,000	-	50,00,000	100.00	-	-	-	-	-	-	50,00,000

<sup>\*</sup> Note: Percentage holding of public shareholding is 0.001%, which is rounded off to two decimals



## 14. Pre-Issue and Post Issue Shareholding of our Promoter and Promoter' Group

i. Set forth is the shareholding of our Promoter and Promoter Group before and after the proposed Issue:

Category of Promoter	Pr	e-Issue	Post Issue		
	No. of	% Of Pre-	No. of	% of Post-	
	Shares	Issue Paid Up	Shares	Issue Paid Up	
		Capital		Capital	
A. Promoter					
Mrs.Ronak Sachin Gajjar	39,99,975	80.00%	39,99,975	58.82%	
Mr. Sachhin Kishorbhai Gajjaer	10,00,000	20.00%	10,00,000	14.71%	
Total	49,99,975	100.00%	49,99,975	73.53%	
Total (A)					
B. Promoter Group (as defined by SEBI	_	-	-	-	
(ICDR) Regulations)					
Nehal Bhardiya	5	0.00%*	5	0.00%*	
Karan Bhardiya	5	0.00%*	5	0.00%*	
Total (B)	10	0.00%*	10	0.00%*	
C. Public					
Rina Kumari	5	0.00%*	5	0.00%*	
Mayur Rathod	5	0.00%*	5	0.00%*	
Namrata Mandhane	5	0.00%*	5	0.00%*	
Total (C)	15	0.00%*	15	0.00%*	
Total (A+B+C)	50,00,000	100.00%	50,00,000	73.53%	
1. Other Persons, Firms or Companies	-	-	-	-	
whose shareholding is aggregated					
for the purpose of disclosing in the					
Draft Prospectus under the heading					
"Shareholding of the Promoter					
Group".					
Total Promoter & Promoter Group	49,99,985	100.00%	49,99,985	73.53%	
Holding					
Total Pre-Issue Share Capital	50,00,000	100.00%			
IPO			18,00,000	26.47%	
Total Post-issue Paid up Share Capital		. 1	6,800,000	100.00%	

<sup>\*</sup>Note: Percentage holding of public shareholding is 0.001%, which is rounded off to two decimals.



ii. Except as mentioned below, there were no shares purchased/sold by the Promoter(s) and Promoter Group, directors of our Company and their relatives during last six months from the date filing this Draft Prospectus

Date of allotment / transfer	Name of allotee / transferee	Party category	No. of Equity Shares allotted / transferred	Face Value (₹)	Issue Price/ Trans fer Price (₹)	Nature of transaction
	Mrs. Ronak Sachin Gajjar	Promoter	39,92,000	10	0	
24-10-2023	Mr. Sachin Kishorbhai Gajjaer	Promoter	9,98,000	10	0	Bonus Issue
						Transfer
		Promoter				from Ronak
27-10-2023	Mr.Karan Bharadiya	Group	5	10	10	Gajjar
		Promoter				Transfer
	Mrs.Nehal Rathod	Group	5	10	10	Ronak Gajjar

None of the members of the Promoter Group, Directors and their immediate relatives have financed the purchase by any other person of Equity shares of our Company other than in the normal course of business of the financing entity within the period of six months immediately preceding the date of this Draft Prospectus.



# SECTION V – PARTICULARS OF THE ISSUE OBJECTS OF THE ISSUE

## **DETAILS OF THE FUND REQUIREMENT**

## 1) Capital Expenditure:

Sattrix Information Security Ltd. operates within the highly specialized and technically demanding realm of the cybersecurity domain, a niche area that demands constant agility and the acquisition of new skills to meet evolving customer needs. The company recognize the importance of providing an office environment that is not only architecturally appealing but also conducive to productivity, creativity, and overall well-being.

The company is planning to relocate to new office premise at Krish Cubical, B, Block 10th Floor Nr. Govardhan Party Plot Avalon Hotel Road Off Sindhubhavan Road Thaltej Ahmedabad-380059. The company is in process of finalizing the terms of Leave and Liscense Agreement. The company will execute the said agreement by April 2024. The proposed office space has total carpet area of 9,731 sq. ft. (approx.) and the lease period will be 06 years excluding fitout period of 75 days. Currently we have about 145 employees divided between two office units and staff deployed at client place. The new office premise will have a seating Capacity of about 178 employees to bring the entire team under one office location. Further, the said office premise will have Reception area, Conference room, server room, Staff Meeting room, cabins for management staff and other utilities including pantry area, storage space.

We propose to set up Operations Center (SOC) and Network Operations Center (NOC) within the said leased office. These centers operate round-the-clock to serve our global clientele. These centers will be equipped with a range of specialized equipment, including high-resolution monitors, CCTV, access control, computers for data processing, VOIP connectivity for seamless communication, and other peripheral devices, ensuring our ability to deliver unparalleled service excellence.

The said office once fully setup and operational it will help us bringing all our functional departments like Operations department, Product development department, sales and marketing department, Customer support department and Administration department under one roof, which will help us overall ease of managing our business operations more and use our resources more efficiently. We have clear plans to move the office operations in the manner that it will not affect our business operations. Our Management does not foresee any major impact on our revenues and operations if there is any delay in setting up of new premise. Further, if any delay in implementing the capital expenditure and shifting our office from our current location to the proposed new office premise will not have any major liability with regard to our current business operations.



## a. Furniture, Fixtures & Air Conditioning for new office at Ahmedabad:

We are required to make the furniture of our office to create an infrastructure to install our IT support equipments that includes networking cables provisions for installing fire safety systems. The work stations and cabins are to be designed in a way that it gives proper sitting environment to our engineers and to facilitate video conferencing and remote working set up. Major cost of furniture and fixture is with regard to electrification and setting up modular furniture for our business operation area.

## 1) Summary of the quotations for Furniture, Fixtures for new office:

Name of the supplier/ agency	TVASTTR ARCHITECTS LLP
Address	603, Shivalik Abaise, Opp Shell Petrol Pump,
	Near to Axis Bank, Prahalad Nagar, Ahmedabad -
	380 015
Terms	(1) 50% advance 40% material supply and remaining
	on work complete.
	(2) Change in any design and detailed after executed
	work that will charge extra to client

Sr No.	Description	Amount (Rs.)
1	Carpentary Works	56,60,450
2	Modular Furniture	36,39,600
3	Glass partition & door with fabric film	27,39,600
4	main wooden flooring, carpet & casual sit out carpet & pantry vinyl	3,02,370
5	Gypsum ceiling	10,54,500
6	Colour, texture & polish work	10,92,700
7	Electrification work	15,75,000
8	Lightings & fan	6,32,000
9	wooden blinds	7,56,580
10	Glass partition & door with fabric film	36,39,600
11	Design Charges	20,00,000
	Total	1,94,52,800
	Add: GST @18 %	35,01,504
	Total (Inclusive of Tax)	2,29,54,304



## Note:

- 1. Our management has not yet placed any firm order for the above-mentioned quotation and is subject final negotiations
- 2. The quotations mentioned above do not include cost of freight, insurance, transportation and /or any other applicable government taxes as these can be determined only at the time of placing of orders.
- **3.** The quotation is received on 01st February 2024 and the same is valid for a period of 2(Two) months until 01st April 2024.

## 2) Summary of the quotations for Air Conditioning for new office:

We require to maintain air conditioning in our office premise as we will be installing computer systems, other IT hardware systems which needs air conditioning. We require to maintain a certain low degree temperature in our server system storage area, and therefore we require higher air conditioning capacity in our server storage area. We will be installing more than 35 server in our server room which needs 24 hours air conditioning, power backup and high speed internet connectivity.

Name of the supplier/ agency	Aroma Air Conditioning
Address	Shop No. 4, Murlidhar Complex, Opp. Sarswati School, Maninagar
	Char Rasta, Maninagar, Ahmedabad.
Terms	Terms of payment:
	(1) For Equipment: 100% Advance
	(2) For Installation: 50 % advance, 40 % against delivery of material at
	site & 10 % against testing & commissioning in favor of "Aroma
	Air Conditioning"
	Delivery of Equipment:
	The units shall be delivered within 4 to 6 weeks from the date of
	receiving confirm P.O. alongwith advance payment.

	SCHEDULE OF EQUIPMENT / PRICE BID					
	DESCRIPTION - DAIKIN	QTY	UOM	RATE	AMOUNT	
Sr.						
				Rs.	Rs.	
A	Supply of Variable Refrigerant System					
1	VRV X COOLING ONLY (TOP DISCHARGE ODU)		NOS.			
1.0	RXQ20ARY6 (3 PHASE ODU)	2		3,92,383	7,84,766	
a	BHFP22P1006 (DOUBLE ODU CONNECTION KIT)	1		8,430	8,430	
l	In-door units					
2	Wall Mounted Split Type Unit.		NOS.			
1.0	1.67 TR (FXAQ50)	1		23,413	23,413	
3	Ceiling Compact Cassette Unit.		NOS.			
1.0	1.07 TR (FXZQ32) (IN BUILD DRAIN PUMP)	4		44,665	1,78,658	
2.0	1.67 TR (FXZQ50) (IN BUILD DRAIN PUMP)	1		49,553	49,553	
4	Ceiling Mounted Round Flow Cassette Unit.		NOS.			
1.0	1.33 TR (FXFSQ40) (IN BUILD DRAIN PUMP)	1		37,085	37,085	
2.0	1.67 TR (FXFSQ50) (IN BUILD DRAIN PUMP)	1		38,431	38,431	
3.0	2.67 TR (FXFSQ80) (IN BUILD DRAIN PUMP)	4		44,452	1,77,808	
4.0	3.33 TR (FXFSQ100) (IN BUILD DRAIN PUMP)	3		45,444	1,36,332	
5	Ceiling ONE Way Cassette Unit.		NOS.			
1.0	1.07 TR (FXKQ32) (IN BUILD DRAIN PUMP)	3		48,065	1,44,195	
2.0	2.10 TR (FXKQ63) (IN BUILD DRAIN PUMP)	2		53,449	1,06,898	
6	Remote & Receiver Controllers.					
1.0	Cordless Remote For Split Cordless	1		4,073	4,073	
2.0	Remote For Cassette	9		4,392	39,529	
3.0	Cordless Remote For Compact Cassette	5		5,313	26,565	
4.0	Cordless Remote For One-Way Cassette	5		4,463	22,315	



					Julli 1X
7	Refnet Joints.			! !	
1.0	Refnet joints to connect copper piping of the indoor unit to the	24		3,967	95,209
	main circuit line complete with nitrile rubber insulation.			<b>├</b>	
		67			
	SUB TO	OTAL -1 ( HIGH SID	E) for VRV I		18,73,258 5,24,512
<u>GST @ 28%</u>					
	SUB TOTA	L -1 ( HIGH SIDE )	for VRV IN I	NR with GST	23,97,770
	Installation of Variable Re	frigerant Syster	n		
Sr.	DESCRIPTION	QTY	UNIT	RATE	AMOUNT
No.	DESCRIPTION	211		I IZZI E	711100111
В	Installation of Variable Refrigerant System				
1	Out-door units				
1.0	20 HP (TOP Discharge Cooling Only)	2	NOS.	40,000	80,000
2.0	OLD ODU Unit Installation	1	Lot	50,000	50,000
3.0	OLD Units Dismental	1	Lot	50,000	50,000
2	In door units		NOS.		
1.0	Installation of VRV indoor Units	28		8,000	2,24,000
3	Installation of the following components of VRV system:				
1.0	All refrigerant piping for indoor & outdoor units neatly brazed.	1	Lot	6,00,000	6,00,000
2.0	Control cables between indoor and outdoor unit laid in PVC pipe and clamped .	1	Lot	1,86,000	1,86,000
3.0	Rigid PVC drain Piping with insulation	1	Lot	1,14,000	1,14,000
4.0	Testing & Commissioning charges alongwith topping-up of refrigerant	1	Lot	1,00,000	1,00,000
4	M.S ODU Stand				
1.0	M.S Structure for installing VRV outdoor units (Table Top type stand)	CLIEN	T'S SCOPE		
2.0	liftting & shiftting & transportation	1	lot	70,000	70,000
3.0	Minor Civil Work	1	lot	25,000	25,000
		TC	TAL - 2 WI	THOUT TAX	14,99,000
				GST @ 18%	2,69,820
SUB TOTAL -1+2 for VRV IN INR with GST					17,68,820
TOTAL PROJECT COST WITH TAX					41,66,590

#### Note:

- 1. Our management has not yet placed any firm order for the above-mentioned quotation and is subject final negotiations
- **2.** The quotations mentioned above do not include cost of freight, insurance, transportation and /or any other applicable government taxes as these can be determined only at the time of placing of orders.
- **3.** The quotation is received on 28th January 2024 and the same is valid for a period of 2(Two) months i.e. until 28th March 2024.

## Requirement for Air Conditioning:

Following is the Total Number of AC Units which are to be installed in the proposed new office unit as per the above quotation. Approximately total carpet area of the office premise is 9,731 sq. ft.

Particulars	Units
Number of AC units	20
Number of ODU units	3
Total	23

**Note:** We require to maintain a certain temperature in our server cabin area, hence we require higher cooling capacity for our server cabin area.



## Estimated implementation schedule

Following table shows the proposed implementation schedule along with the status of the process for implementation:

Sr.		Proposed		Status
no.	Particulars Particulars	Time line		
		Start date	End date	
1	Identification of premise as per	01st February	29 <sup>th</sup> February,	Completed
	requirements	2024	2024	
2	Designing and planning by professional	01st February	29 <sup>th</sup> February,	Completed
		2024	2024	
3	Inviting quotation and Finalizing of	01st March	31st March 2024	In-process, the
	Quotations	2024		company has invited
				quotations and is in
				progress to finalize
				the same.
4	Signing of lease deed	01st April 2024	30 <sup>th</sup> April, 2024	In-process, the
				company has
				identified the
				premise and will
				execute the lease
				deed after due diligence.
5	Placing orders	01st April 2024	31st May, 2024	Pending
6	Fit-out of office furniture	01st June 2024	01st August, 2024	Pending
7	Approvals and licenses to be obtained	01st August	31st August, 2024	Pending, we will
′	for the new rented office building	2024	31 /1ugust, 2024	apply for change in
	for the new reflect office building	2021		address in GST and
				apply for Shops and
				Establishment
				licenses once we
				receive the
				possession of the
				leased premise.
8	Commencement of Operations from the	01 <sup>ST</sup>		Pending, we will be
	new rented office premise	September		gradually shifting
		2024		from our existing
				office without
				disturbing our
				current operations.

# b. Purchase and Installation of IT equipment, computer hardware, server, SAN storage, CCTV cameras, video conferencing equipment, networking (LAN) and other equipment

Currently, our data center operates with limited performance. However, to effectively cater to a growing customer base, both domestically and internationally, the imperative lies in upgrading to a high-performance data center equipped with all requisite infrastructure. The purchase and installation of IT equipment, SAN storage, servers, security protocols, networking infrastructure, and cabling constitutes a meticulous process aimed at interconnecting and optimizing the functionality of multiple computer systems, devices, servers, or networks.



The Capital expenditure for the aforesaid purpose will benefit us in seamless communication, efficient processing of large datasets, secure data storage, and collaborative resource sharing. Moreover, it enables seamless coordination and communication between customers and service providers, transcending geographical limitations while ensuring end-to-end data privacy and security, thereby fostering increased collaboration and teamwork.

The proposed Installation of IT equipment, computer hardware, server, SAN storage, CCTV cameras, video conferencing equipment, networking (LAN) and other equipment is to be done at our proposed new office situated at Krish Cubical, B Block, 10th Floor, Nr. Govardhan Party Plot Avalon Hotel, Off Sindhubhavan Road, Thaltej-380059, Ahmedabad along with the Furnishing of the office as mentioned in Point (a) of Objects of the issue. As we are in the business of providing cybersecurity services, we are expected to maintain strong surveillance over our workspace. Further, to maintain the infrastructure as per the requirements of our clients which includes access control monitoring for both physical access and digital access, CCTV surveillance, Data privacy and other security measures. In addition, we also require to install power back up system to provide 24/7 power connectivity. Our office needs to have fire and smoke detection system to protect our IT infrastructure for damage caused due to fire. Therefore, our capital expenditure for setting up our new office premise includes furnishing along with the IT equipment to be maintained to fulfill the requirements of our business.

Summary of the quotations for capital expenditure to be incurred IT equipment, computer hardware, server, SAN storage, CCTV cameras, video conferencing equipment, networking (LAN) and other equipment:

Name of the supplier/ agency	Jalaram Enterprise
Address	3 Dakornath Soceity, Opp. SLM, Nr. Vinjol Crossing, Vatva,
	Ahmedabad
Terms	Payment Terms – Advance
	Installation charges are extra.

Sr. No.	Description	Quant ity	Basic Amou nt	GST	Total Amount (Includi ng GST)
1	32 Channel NVR with 4 sata support	1	25,250	4,545	29,795
1.1	POE SW - 32 Port	1	18,250	3,285	21,535
1.2	IP IR Dome camera -4 MP with inbuilt Audio	28	1,14,800	20,664	1,35,464
	Seagate Make surveillance HD - 6/8 tb (for recording up to		17,750	3,195	20,945
1.3	30 days)	1			
2	Access control device at reception	1	1,70,000	30,600	2,00,600
2.1	Biometric/RF for 11 Doors (IN/out)	22	1,87,000	33,660	2,20,660
3	Wireless Access Points	8	1,40,000	25,200	1,65,200
4	UPS: 60 KVA	1	4,20,000	75,600	4,95,600
4.1	Exide Battery 65AH 12 V	40	1,88,000	52,640	2,40,640
4.2	Battery Rack & Link Set	1	42,500	7,650	50,150
5	Network Rack : 42 U	1	29,850	5,373	35,223
6	Cisco Switch : CBS350-48T-4G	4	2,10,000	37,800	2,47,800
	0.000 0111011 0.00000 101 10	1	6,40,000	1,15,2	7,55,200
7	Cisco Fiber Switch 24 Port	2		00	
8	Fire & Alarm Panel	1	4,600	828	5,428
8.1	Smoke Detectors	58	49,300	8,874	58,174
8.2	Call Points	6	3,300	594	3,894



0.2	TTtXAZ:th-Elh		5,100	918	6,018
8.3	Hooter With Flash	2	•		
8.4	Fire Extinguisher 6 KG	1	1,550	279	1,829
8.5	CO2 4.5 KG	1	4,450	801	5,251
			2,40,000		2,83,200
9.1	Video Wall Installation & Accessorries	4		43,200	
10			1,18,000	21 240	1,39,240
10	Tap Scheduler for Meeting Rooms Logitech	1	1 20 000	21,240	1 (2 040
11	VoIP Phones	40	1,38,000	24,840	1,62,840
11	VOII THORIES	40	15,90,000	2,86,2	
12	HP Pavilion X360 14S-EK1021-TU	20	13,70,000	00	18,76,200
			22,12,500	3,98,2	
13	Workstations: CPU, Monitor, Keyboard & Mouse	25	, ,	50	26,10,750
			6,25,000	1,12,5	7,37,500
13.1	DELL S2422HG 24" CURVE MONITO	50		00	
14	LAN Cables Patch Cord D-Link 1 Mtr	200	31,000	5,580	36,580
15	LAN Cables Patch Cord D-Link 2 Mtr	220	38,500	6,930	45,430
			1,10,000		1,29,800
16	Noise cancelling headphones	50		19,800	
			33,59,500	6,04,7	
17	SAN Storage HPE MSA-2050 SFF	1		10	39,64,210
			1,60,000		1,88,800
18	SAN Switch HPE 5130-24G 4SFP, 10GBE+EI	1		28,800	
10	OCCI. MACC. 1 O.B. DC1001.		90,000	1 < 200	1,06,200
19	Offline NAS Synology 8 Bay DS1821+	1	1,10,000	16,200	1,29,800
19.1	NAS Hard Drive 12 TB	5	1,10,000	19,800	1,29,000
17.1	TVASTIAI UDIIVC 12 1D		12,08,500	2,17,5	
20	FortiGate Firewall Subscription 5 Years	1 1	12,00,000	30	14,26,030
	*		7,70,000	1,38,6	9,08,600
24	Windows Licenses Desktop & laptop	70	·	00	
			18,00,000	3,24,0	
25	Server Hard-Drives (SSD)	15		00	21,24,000
			34,90,000	6,28,2	
26	Dell Server Power Edge R550 Server	5		00	41,18,200 2,16,86,7
1,83,62,700 33,24,					
Total 086					
Add: Miscellaneous/Additional Charges					
Total Project Cost with Tax					
Total Hojett Cost With Lax					

## Note:

- 1) Our management has not yet placed any firm order for the above-mentioned quotation and is subject final negotiations.
- 2) The quotations mentioned above do not include cost of freight, insurance, transportation, Installation and /or any other applicable government taxes as these can be determined only at the time of placing of orders.
- 3) The quotation is received on  $19^{th}$  February 2024 and the same is valid for a period of 2(Two) months until  $19^{th}$  April 2024.



## Estimated implementation schedule

Following table shows the proposed implementation schedule along with the status of the process for implementation:

Sr.		Proposed		Status
no.	Particulars	Time line	- 11	
		Start date	End date	
1	Identification of premise as per requirements	01st February 2024	29 <sup>th</sup> February, 2024	Completed
2	Feasibility and finalizing the requirement of IT Infrastructure required to be set up	February 2024	29 <sup>th</sup> February, 2024	Completed
3	Inviting quotation and Finalizing of Quotations of IT equipment, computer hardware, server, SAN storage and other equipment.	March 2024	April 2024	In-process, the company has invited quotations and is in progress to finalize the same.
4	Signing of lease deed for the new rented office premise where the IT Infrastructure is to be installed	01st April 2024	30th April, 2024	In-process, the company has identified the premise and will execute the lease deed after due diligence.
5	Placing orders for all equipment to be installed	01st April 2024	31st May, 2024	Pending, once the finalized the quotations by end of April 2024 we will place the final order and make initial payments to vendors.
6	Installation of all required equipment including electrification.	1st June 2024	1st August, 2024	Pending, once the orders will be placed the vendors will approximately take 2 months for complete set up including electrification.
7	Commencement of Operations from the new rented office premise	01 <sup>st</sup> August, 2024	01 <sup>st</sup> September 2024	Pending, we will be gradually shifting from our existing office without disturbing our current operations.



## 2) Business Expansion Cost:

## A) Development of New Product & Technology:

Sattrix Information Security endeavors to create in house Intellectual Property (IP) in the form of advanced software. We propose to use Rs.756.00 lakhs of net IPO Proceeds to develop the said Product & Technology (i.e. advanced software) to offer specialized service to our clients. The said Product aims to protect cyber threats using latest technology like Artificial Intelligence (AI) and Machine Learning (ML). The propose product will have specialized service which will play a crucial role in mitigating cyber threats, protecting online users, and safeguarding the interests of businesses, brands, and individuals. By removing malicious content and disrupting cybercriminal infrastructure, these services help reduce the impact of cyber-attacks, prevent financial losses, and uphold trust and integrity in the digital ecosystem. To derive the cost of proposed product development (i.e. Advanced Software), management of the company has prepared a feasibility study and worked out a minimum viable plan to develop the product in-house. Based on the feasibility study the breakdown of the estimated expenses related to the development of advanced software is follows:

The breakdown of the estimated expenses related to the same is follows:

Sr.	Particular	Amount (INR in Lakhs)
No		
1	Manpower Cost (36 resources (this includes	
	developers, admin, UX/UI, Hadoop, security expert,	756.00
	project manager, product manager, technology skilled	
	resources)(1)	

(1) Break-up of Estimated Manpower Cost for the year is as under:

Sr.				Estimated	Amount to be
No	Item	Count	Estimated Cost (₹	Total Cost (₹	funded from Net
			in Lakhs)	in Lakhs) for	Proceeds
			Per month	year	(₹ in Lakhs)
1	Human Resource cost	01	1,50,000	18,00,000	18,00,000
2	Content developer	02	2,50,000	30,00,000	30,00,000
3	Java Developer	02	2,80,000	33,60,000	33,60,000
4	Sr. Developer - Python	08	20,00,000	2,40,00,000	2,40,00,000
5	Ui/Ux developer	04	5,80,000	69,60,000	69,60,000
6	Hadoop admin	04	6,00,000	72,00,000	72,00,000
7	Hadoop developer	03	4,50,000	54,00,000	54,00,000
8	Security expert- Dark Web	05	6,20,000	74,40,000	74,40,000
9	Sr. Quality Assurance Tester	02	4,00,000	48,00,000	48,00,000
10	Product Manager	02	6,00,000	72,00,000	72,00,000
11	Product Lead	01	1,20,000	14,40,000	14,40,000
12	Performance Testing	01	1,50,000	18,00,000	18,00,000
13	ITSM Portal Admin	01	1,00,000	12,00,000	12,00,000
	Total	36		7,56,00,000	7,56,00,000



## Estimated implementation schedule

Following table shows the proposed implementation schedule along with the status of the process for implementation:

	nplementation:			
Sr.		Proposed		Status
no.	Particulars Particulars	Time line		
		Start date	End date	
1	Hiring of Manpower	01st June, 2024	31st July, 2024	To be initiated after
				management makes
				firm plan for
				business expansion
2	Finalizing product architecture and	1st August,	31st August, 2024	After hiring of
	other technical product framework	2024		manpower detailed
				product
				architectural
				framework will be
				designed along with
				senior management
3	Training and Induction Programme	1st August,	31st August, 2024	By the time our new
		2024		office premise is
				furnished and read
				to start operations.
4	Working on developing the advanced	01st	31st December,	The team will be
	software	September	2024	developing the
		2024		software as per the
				product framework.
				The said process will
				take approximately
				four months.
5	Testing the software and bug-fixing	01st January,	28 <sup>th</sup> February,	Once the product is
		2025	2025	developed it will
				have testing phase.
6	Beta testing and launch of product	01st March,	30th April, 2025	As per the standard
		2025		norms of IT product
				development the
				product will be
				launched for beta
				testing.
7	Final Product testing and official	01st May, 2025	01st June, 2025	The final product
	commercial launch with continual	-		will be offered to
	technical support requirement			clients and required
				customization and
				support will be
				provided.

## Note:

Our timelines are to develop a one-time product which will be offered to customers after customization to meet the requirements of the customer. Regular and routine updates, addition of features will be done by technical support staff as per the requirement and change in technology over the period of time to keep the product upgraded.



## B) Other Business Expansion Cost:

Sattrix Information Security wants to expand its business into new edge business unit. We propose to utilize Rs.212.00 Lakhs from net proceeds as a part of business expansion. Our new edge business excels in providing tailored solutions that seamlessly integrate technology components to enhance organizational efficiency and performance. The company is strategically bringing aboard seasoned professionals to spearhead the expansion of our new edge business and broaden its service portfolio, catering to the evolving needs of customers worldwide. By leveraging the expertise of senior resources, the company wants to establish a significant presence in key international markets, further solidifying our reputation as a trusted partner in safeguarding digital assets and addressing complex cybersecurity challenges.

To fulfil this objective, it is imperative to strategically acquire top-tier talent. By bringing onboard exceptional professionals, the company wants establish substantial growth in both revenue and profitability. Investing in talent acquisition is fundamental to realizing our overall objective. The said Business expansion cost is to be incurred to promote and sale our existing service offerings and the new product design in the market.

The breakdown of the estimated expenses related to the same for a year is follows:

Sr. No	Particular	Amount (INR in Lakhs)
1.	Manpower Cost (7 resources - Sales VP, Presales,	
	Technology Consultant, Delivery Head, Managed	212.00
	Security Head)	

## The breakup of other business expansion cost for the year is given below:

Item	Per month	Count	Total Cost (Rs. In Lakhs)
Sales VP	7,12,000	1	85.44
Presales	1,25,000	2	30.00
Technology Consultant	1,40,000	2	33.60
Delivery Head	3,00,000	1	36.00
Managed Security Head	2,25,000	1	27.00
Total		7	212.04

## Estimated implementation schedule

# Following table shows the proposed implementation schedule along with the status of the process for implementation

Sr.	Particulars	Proposed Time line		Status
		Start date	End date	
1	Hiring of Manpower	01 <sup>st</sup> June, 2024	31st July, 2024	To be initiated after management makes firm plan for business expansion
2	Training and Induction Programme	1st August, 2024	31st August, 2024	By the time our new office premise is furnished and read to start operations.



3	Allocating marketing budget for	01st	30st September,	To start after
	product and services	September	2024	training and
		2024		induction
				programme
4	Participating in international	01st October,	31st December,	As and when the
	tradeshows, events, showcasing	2024	2024	events are scheduled
	product to existing customers and			by the marketing
	targeting new customers.			team.
5	Onboarding new customers and	01st January, 20	25	We expect the leads
	providing sales and support services			to be converted and
				onboarding process
				of customers begins.



## **BASIS FOR ISSUE PRICE**

## 5) Comparison of Accounting Ratios with Listed Industry Peers

Name of the Company	Consolidated / Standalone	CMP* (₹)	Basic EPS (₹)	P/E Ratio	Face value (₹ per share	NAV (₹ per share)	RoNW (%)	Revenue from Operations (₹ in Lakh)
Sattrix	Consolidated	[•]	8.00	[•]	10	23.88	40.61	3,659.27
Information								
Security Ltd.								
Listed Peers	Listed Peers							
Systango	Consolidated	278.25	12.76	21.81	10	42.02	22.70	5234.01
Technologies								
Limited								
Dev	Consolidated	95.90	4.08	23.50	5	18.78	21.71	12,415.52
Information								
Technology								
Ltd.								

<sup>\*</sup>CMP for our Company is considered as Issue Price.

#### : www.bseindia.com

## **Notes:**

- (I) The figures of Sattrix Information Security Ltd. are based on Consolidated Financial Statements as restated as on March 31, 2023.
- (II) Current Market Price (CMP) is the closing price of peer group scripts as on March 13, 2024.
- (III) The figures for the peer group are based on the consolidated audited financials for the year ended March 31, 2023.
- (IV) Source Annual report of the company for the year 2023. P/E Ratio is based on the CMP of the respective scrip's.
- (v) NAV per share is computed as the closing net worth divided by the closing outstanding number of paid up equity shares as adjusted with the effect of Bonus Issue.
- (vi) RONW has been computed as net profit after tax divided by closing net worth.

<sup>\*\*</sup> Source: www.nseindia.com



## 6) Key Performance Indicators

The KPIs disclosed below have been used historically by our Company to understand and analyze the business performance, which in result, help us in analyzing the growth of our company.

The KPIs disclosed below have been approved by a resolution of our Audit Committee and the members of the Audit Committee have verified the details of all KPIs pertaining to our Company. Further, the members of the Audit Committee have confirmed that there are no KPIs pertaining to our Company that have been disclosed to any investors at any point of time during the three years period prior to the date of filing of this Draft Prospectus. Further, the KPIs herein have been certified by G. K. Choksi & Co. by their certificate.

We have described and defined the KPIs, as applicable, in "Definitions and Abbreviations" on page no. 10f this Draft Prospectus.

	31st October,	31st March	31st March	31st March
Particulars	2023*	2023	2022	2021
Revenue from Operations (₹ in Lakhs)	2,749.11	3,659.27	2,293.58	2,111.82
EBITDA (₹ in Lakhs)	324.52	489.80	265.74	329.07
EBITDA Margin (%)	11.80%	13.39%	11.59%	15.58%
Profit After Tax (₹ in Lakhs)	216.42	400.12	214.13	193.83
PAT Margin (%)	7.87%	10.93%	9.34%	9.18%
ROE (%)	16.60%	40.61%	32.11%	42.39%
ROCE (%)	23.12%	42.67%	28.59%	50.43%

<sup>\*</sup>Not Annualized

#### **Notes:**

- 1) Revenue from Operations means the Revenue from Operations as appearing in the Restated Financial Information.
- 2) EBITDA refers to profit for the year, as adjusted to exclude (i) other income, (ii) depreciation and amortization expenses, (iii) finance costs and (iv) tax expenses.
- 3) EBITDA Margin refers to the percentage margin derived by dividing EBITDA by revenue from operations.
- 4) "ROE" means return on equity, which represents Profit after tax during the relevant year divided by Average Equity. Average equity is calculated as average of opening and closing balance of total equity (Shareholders' funds) for the year.
- 5) "ROCE" means return on capital employed, which represents EBIT (Earnings before Interest and Tax) during the relevant year as a percentage of capital employed. Capital employed is the total of all types of capital, other equity, total borrowings, total lease liabilities and deferred tax liabilities (net) less deferred tax assets (net) as of the end of the relevant year.

## **Explanation for KPI metrics:**

Revenue from	Revenue from Operations is used by our management to track the revenue profile
Operations	of the business and in turn helps to assess the overall financial performance of our
	Company and volume of our business
EBITDA	EBITDA provides information regarding the operational efficiency of the business
EBITDA Margin (%)	EBITDA Margin (%) is an indicator of the operational profitability and financial
	performance of our business
PAT	Profit after tax provides information regarding the overall profitability of the
	business.



PAT Margin (%)	PAT Margin (%) is an indicator of the overall profitability and financial
	performance of our business.
RoE (%)	RoE provides how efficiently our Company generates profits from shareholders'
	funds.
RoCE (%)	RoCE provides how efficiently our Company generates earnings from the capital
	employed in the business.

## (7) Financial

The Company in consultation with the Lead Manager believes that the Issue price of  $\P$  [ $\bullet$ ] (including a Share premium of  $\P$  [ $\bullet$ ] per Equity Share) per share for the Public Issue is justified in view of the above parameters. The investors may also want to peruse the Risk Factors and Financials of the company including important profitability and return ratios, as set out in the Financial Statements included in this Draft Prospectus to have more informed view about the investment proposition. The Face Value of the Equity Shares is  $\P$  10 per share and the Issue Price is [ $\bullet$ ] times of the face value i.e.  $\P$  [ $\bullet$ ] (including a Share premium of  $\P$  [ $\bullet$ ] per Equity Share) per share.

## (8) Peer group comparison of revenue, PAT, EBIT, Return on Capital employed.

The comparison with peer groups such as revenue, PAT, EBIT, Return on Capital employed is as follows:

Particulars	Sattrix Information	Systango Technologies	Dev Information	
	Security Ltd.	Limited	Technology Ltd.	
Revenue (Rs.in lakhs)	3659.27	5234.01	12,415.52	
PAT(Rs.in lakhs)	400.12	1399.19	902.08	
EBIT(Rs.in lakhs)	551.16	1725.65	1,125.62	
Return on capital	42.67%	25.01%	28.34%	
employed (%)				

23



## SECTION VI - ABOUT THE COMPANY

## **INDUSTRY OVERVIEW**

The information in this chapter includes extracts from publicly available information, data, and statistics and has been derived from various government publications and industry sources. The data may have been re-classified by us for the purposes of presentation. The information may not be consistent with other information compiled by third parties within or outside India. Industry sources and publications generally state that the information contained therein has been obtained from sources it believes to be reliable, but their accuracy, completeness and underlying assumptions are not guaranteed, and their reliability cannot be assured. Industry and government publications are also prepared based on information as of specific dates and may no longer be current or reflect current trends. Industry and government sources and publications may also base their information on estimates, forecasts and assumptions which may prove to be incorrect.

Before deciding to invest in the Equity Shares, prospective investors should read this entire Draft Prospectus, including the information in the sections "Risk Factors" and "Restated Financial Statements" on pages 23 and 132, respectively of the Draft Prospectus. An investment in the Equity Shares involves a high degree of risk. For a discussion of certain risks in connection with an investment in the Equity Shares, please see the section 'Risk Factors' on page 23 of the Draft Prospectus. Accordingly, investment decisions should not be based on such information.

## GLOBAL ECONOMIC OVERVIEW

Economic activity was surprisingly resilient through the global disinflation of 2022–23. As global inflation descended from its mid-2022 peak, economic activity grew steadily, defying warnings of stagflation and global recession. Growth in employment and incomes held steady, reflecting supportive demand developments—including greater-than-expected government spending and household consumption—and a supply-side expansion amid, notably, an unanticipated boost to labor force participation. The unexpected economic resilience, despite significant central bank interest rate hikes aimed at restoring price stability, also reflects the ability of households in major advanced economies to draw on substantial savings accumulated during the pandemic.

Global headline inflation is expected to fall from an annual average of 6.8 percent in 2023 to 5.9 percent in 2024 and 4.5 percent in 2025, with advanced economies returning to their inflation targets sooner than emerging market and developing economies. The latest forecast for global growth five years from now—at 3.1 percent—is at its lowest in decades.

(Source: World Economic Outlook, Steady but Slow: Resilience amid Divergence, April, 2024 URL: https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024)

## Growth resilient in major economies.

Global growth is projected at 3.1 percent in 2024 and 3.2 percent in 2025, with the 2024 forecast 0.2 percentage point higher than that in the October 2023 World Economic Outlook (WEO) on account of greater-than-expected resilience in the United States and several large emerging market and developing economies, as well as fiscal support in China. The forecast for 2024–25 is, however, below the historical (2000–19) average of 3.8 percent, with elevated central bank policy rates to fight inflation, a withdrawal of fiscal support amid high debt weighing on economic activity, and low underlying productivity growth. Inflation is falling faster than expected in most regions, in the midst of unwinding supply-side issues and restrictive monetary policy. Global headline inflation is expected to fall to 5.8 percent in 2024 and to 4.4 percent in 2025, with the 2025 forecast revised down.

With disinflation and steady growth, the likelihood of a hard landing has receded, and risks to global growth are broadly balanced. On the upside, faster disinflation could lead to further easing of financial conditions. Looser fiscal policy than necessary and than assumed in the projections could imply temporarily higher



growth, but at the risk of a more costly adjustment later on. Stronger structural reform momentum could bolster productivity with positive cross-border spillovers. On the downside, new commodity price spikes from geopolitical shocks—including continued attacks in the Red Sea—and supply disruptions or more persistent underlying inflation could prolong tight monetary conditions. Deepening property sector woes in China or, elsewhere, a disruptive turn to tax hikes and spending cuts could also cause growth disappointments.

(Source: World Economic outlook, Moderating Inflation and Steady Growth Open Path to Soft Landing, January-2024, IMP URL: <a href="https://www.imf.org/en/Publications/WEO/Issues/2024/01/30/world-economic-outlook-update-january-2024">https://www.imf.org/en/Publications/WEO/Issues/2024/01/30/world-economic-outlook-update-january-2024</a>)

## GLOBAL PROSPECTS AND POLICIES

#### Disinflation amid Economic Resilience

Economic activity was surprisingly resilient during the global disinflation of 2022–23. Growth in employment and incomes has held steady as favorable demand and supply developments have supported major economies, despite rising central bank interest rates aimed at restoring price stability. As inflation converges toward target levels and central banks pivot toward policy easing, a tightening of fiscal policies aimed at curbing high government debt levels, with higher taxes and lower government spending, is expected to weigh on growth. The pace of expansion is also expected to remain low by historical standards as a result of factors including the long-term consequences of the COVID-19 pandemic, Russia's invasion of Ukraine, weak growth in productivity, and increasing geoeconomics fragmentation.

In late 2023, headline inflation neared its prepandemic level in most economies for the first time since the start of the global inflation surge (Figure 1.1). In the last quarter of 2023, headline inflation for advanced economies was 2.3 percent on a quarter-over-quarter annualized basis, down from a peak of 9.5 percent in the second quarter of 2022. For emerging market and developing economies, inflation was 9.9 percent in the last quarter of 2023, down from a peak of 13.7 percent in the first quarter of 2022, but this average was driven by high inflation in a few countries; for the median emerging market and developing economy, inflation declined to 3.9 percent. This progress notwithstanding, inflation is not yet at target in most economies.

As global inflation descended from its peak, economic activity grew steadily, defying warnings of stagflation and global recession. During 2022 and 2023, global real GDP rose by a cumulative 6.7 percent. That is 0.8 percentage point higher than the forecasts made at the time of the October 2022 World Economic Outlook (WEO) (Figure 1.2). The United States and several large emerging market and middle-income economies displayed the greatest overperformance, with aggregate demand supported by stronger-than-expected private consumption amid still-tight—though easing—labor markets. Households in advanced economies supported their spending by drawing down accumulated pandemic-era savings. Larger-than-expected government spending further supported the expansion of aggregate demand in most regions. The overall budgetary stance—measured by the structural fiscal balance—was more expansionary than expected, on average. Among large economies, the additional budgetary support, compared with October 2022 WEO forecasts, was estimated at 2 percent of GDP in the United States and 0.2 percent of GDP in the euro area, whereas in China,1 the fiscal stance was mildly tighter than expected, by 0.7 percent of GDP. The euro area also displayed the smallest upside growth surprise, reflecting weak consumer sentiment and the lingering effects of high energy prices. In parallel, global headline inflation declined broadly in line with expectations, averaging just 0.1 percentage point more than predicted in the October 2022 WEO for 2022 and 2023. However, in lower-income countries, inflation was on average higher than expected, reflecting cases in which pass-through into domestic prices from international food, fuel, and fertilizer costs, as well as from currency depreciation, was greater than expected. Price pressures in some lower-income countries were significant. These factors also caused these economies to grow more slowly than expected, suggesting a negative supply shock. In China, inflation fell unexpectedly, with the decrease reflecting sharply lower domestic food prices and pass-through effects on underlying (core) inflation.

(Source: World Economic Outlook, Steady but Slow: Resilience amid Divergence, April, 2024 URL: https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024)



#### WORLD ECONOMIC OUTLOOK - STEADY BUT SLOW: RESILIENCE AMID DIVERGENCE

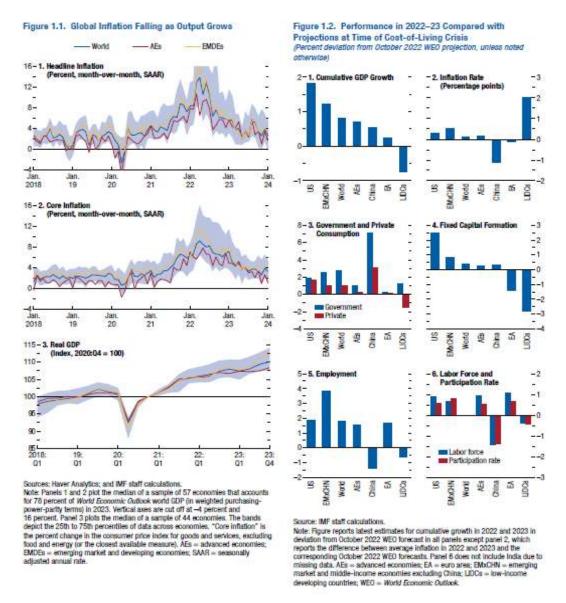


Figure 1.1: Global Inflation falling as Output grows and 1.2: Performance in 2022-23 compared with projections at time of cost-of-living crisis

(Image Source: World Economic Outlook, Steady but Slow: Resilience amid Divergence, April, 2024 URL: <a href="https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024">https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024</a>)

## Interest Rates Restrictive, but Set to Fall

To counter rising inflation, major central banks have raised policy interest rates to levels estimated as restrictive. As a result, mortgage costs have increased and credit availability is generally tight, resulting in difficulties for firms refinancing their debt, rising corporate bankruptcies, and subdued business and residential investment in several economies. The commercial real estate sector, including office markets, is under especially strong pressure in some economies, with rising defaults and lower investment and



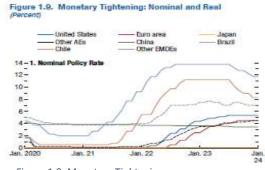
valuations, reflecting the combined effects of higher borrowing costs and the shift toward remote work since the pandemic .

However, despite concerns, a global economic downturn caused by a sharp rise in policy rates has not materialized, for several reasons. First, some central banks—including the European Central Bank and the Federal Reserve—raised their nominal interest rates after inflation expectations started to rise, resulting in lower real rates that initially supported economic activity (Figure 1.9). The Bank of Japan has continued to keep policy rates near zero, resulting in a steady decline in real interest rates. By contrast, the central banks of Brazil, Chile, and several other emerging market and developing economies raised rates relatively quickly, resulting in earlier increases in real interest rates. Second, households in major advanced economies were able to draw on substantial savings accumulated during the pandemic to limit the impact of higher borrowing costs on their spending (Figure 1.10). Third, changes in mortgage and housing markets over the prepandemic decade of low interest rates have limited the drag of the recent rise in policy rates on household consumption in several economies. The average maturity and share of mortgages subject to fixed rates increased, moderating the near-term impact of rate hikes. At the same time, there is substantial heterogeneity in the degree of the monetary policy pass-through to mortgages and housing markets across countries.

Nevertheless, the cooling effects of high policy rates are intensifying in several economies. Fixed-rate mortgages are resetting, the stock of pandemic savings available to soften the impact on households has declined in advanced economies, and with inflation expectations falling, real policy rates are rising even where central banks have not changed nominal rates.

At the same time, with inflation moving toward targets, market expectations that policy rates will decline have generally contributed to a decline in long-term borrowing rates, rising equity markets, and an easing in overall global financial conditions since last October, although funding is still more expensive than before the pandemic. Central banks that raised policy rates earlier, including those in Brazil and Chile, have already cut them substantially since the second half of 2023. With expectations of lower interest rates in advanced economies, the appetite for assets in emerging market and developing economies has picked up, and sovereign spreads on risk-free government debt have fallen from their July 2022 peaks toward their prepandemic levels (Figure 1.11). Accordingly, more governments that earlier faced severe funding shortages are accessing international debt markets this year.

(Source: World Economic Outlook, Steady but Slow: Resilience amid Divergence, April, 2024 URL:https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024)



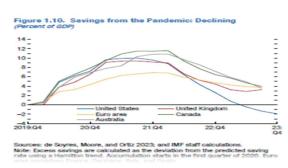


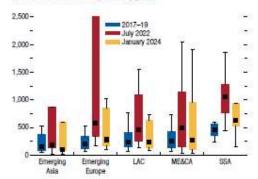
Figure 1.9: Monetary Tightening

Figure 1.10: Savings from the pandemic

(Image Source: World Economic Outlook, Steady but Slow: Kesilience amid Divergence, April, 2024 URL:https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024)



Figure 1.11. Sovereign Bond Spreads in Emerging Market and Developing Economies (Basis points; distribution by economy group)



Sources: Bloomberg Finance L.P.; and IMF staff calculations.
Note: For each region, the box denotes upper and lower quartiles and black
marker shows neckan. Whishers show maximum and minimum values within the
boundary of 1.5 times the interquartile range from the upper and lower quartiles.
Y-axis is out off at 2,500 basis points. LAC = Latin America and the Cartibbean
MESCA = Middle East and Central Asia; SSA = sub-Salaran Africa.

Figure 1.11: Sovereign Bonds Spreads in Emerging Market and Developing Economies

(Image Source: World Economic Outlook, Steady but Slow: Resilience amid Divergence, April, 2024 URL:https://www.imf.org/en/Publications/WEO/Issues/2024/04/16/world-economic-outlook-april-2024)

## INDIAN ECONOMY OVERVIEW

While the world is still in the woods, the probability of a recession this year has trimmed. Labor markets in several advanced countries remain tight, while the largest economy, the United States, is seeing a rebound in consumer confidence and spending. Risk spreads are declining on both sides of the Atlantic after the recent banking crisis in the United States.

## **India GDP Growth:**

A decade ago, India's economy underwent a rollercoaster ride when the US Federal Reserve (Fed) first hinted at raising policy rates and oil prices breached the US\$90/barrel threshold. The current account deficit (CAD) in fiscal year 2013 was 4.7% of GDP (and it reached 6.1% of GDP in one of the quarters), and the foreign exchange reserve stood at approximately US\$292 billion. Inflation stood at 10%, and the fiscal deficit was around 4.5%. Spooked by weakening economic fundamentals, investors quickly started withdrawing funds from the capital markets and consequently, the rupee depreciated significantly against the US dollar in 2013, losing over 20% of its value.

Fast forward 10 years to now, US Fed policy rates stand at 4.5% and oil prices are hovering around US\$85/barrel—but that is where the similarities end. India's CAD has narrowed to 1.9% of GDP in fiscal 2023 (and is expected to go down further in the next fiscal), while foreign exchange reserves have nearly doubled to US\$568 billion. Current inflation stands at 5%, and the fiscal deficit is targeted to be 5.9% of GDP in fiscal year 2024.

(Source: India Economic Outlook, January 2024, Deloitte insights, URL: <a href="https://www2.deloitte.com/us/en/insights/economy/asia-pacific/india-economic-outlook-01-2024.html">https://www2.deloitte.com/us/en/insights/economy/asia-pacific/india-economic-outlook-01-2024.html</a>)

#### Infusing technology:

India's digital economy grew 2.4 times faster between 2014 and 2019, generating about 62.4 million jobs. As its know-how and capabilities were enhanced, India started creating newer and more complex products and solutions for its large consumer market, which not just worked as a testing ground but also soon presented



opportunities to scale up. Government policy and initiatives also fostered innovation by building the required infrastructure and ensuring security and responsiveness.

Solutions from technology-led know-how resulted in greater financial inclusion (through innovative modes of digital payments such as unified payments interface [UPI]), formalization of credit (with account aggregator networks), and plugging revenue leakages (using online tax platforms and FASTag), among others.

For example, the introduction of online e-filing platforms and simplified income tax return forms like ITR-1 (Sahaj) have made filing taxes easier and more accessible. There has been a surge in the number of income tax filers and increased tax compliance, as digitization has made it easier to scrutinize income, wealth, and tax returns filed more efficiently. While strong growth and economic activity have largely contributed to higher tax collections, plugging loopholes through digitization has also helped (figure 1). Compliance with goods and services tax (GST) rules has also improved direct income tax collections, as digital information improved coordination across tax departments.

Another example is FASTag. Since its implementation in 2017, toll revenues have gone up 9.2 times to INR 413 billion in fiscal 2023, while over 10 years, average waiting times have come down from 734 seconds to 47 seconds, saving INR 700 billion worth of fuel.

(Source: India Economic Outlook, January 2024, Deloitte insights, URL: <a href="https://www2.deloitte.com/us/en/insights/economy/asia-pacific/india-economic-outlook-01-2024.html">https://www2.deloitte.com/us/en/insights/economy/asia-pacific/india-economic-outlook-01-2024.html</a>)

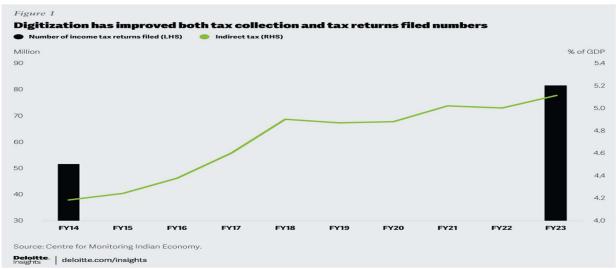


Figure 1: Digitalization has improved both tax collection and tax returns filed numbers

(Image Source: India Economic Outlook, January 2024, Deloitte insights,)

Figure 2 presents a summary of a few of the highlights in digitization over the past decade.



Figure 2 India's progress in digitization over the past decade FY24 (till Nov) Parameters (in mn/bn) FY14 FY16 FY18 FY22 FY23 Total beneficiaries (mn) 214.3 314.4 450.6 486.5 56% of the accounts belong to women Jan Dhan (PMJDY) Rural/semi-urban beneficiaries (mn) 132 185 301 324.5 Aadhar numbers generated (mn) 999 1207 1330 1363 Aadhar-linked bank accountss (mn) 255 591.5 774 780 Aadhar UPI transaction by volume (mn) 17.86 904.87 45967.53 83751.14 81399 UPI transaction by value (in INR bn) 69.52 1098.32 84175.73 139206.75 125164 (technology stack) CoWin registration (bn) 139.4 Digilocker users (mn) Saved approximately INR Tag issuance (mn) 1.63 16.8 67.7 700 billion in wasted fuel **FASTag** Toll revenue (in INR bn) 44.7 413.42 expenses caused by waiting at the toll plazas Waiting time at toll (seconds) 480 47

\*Data for this variable is for the month January 2023 and November 2023 and not for FY.

Sources: UIDAI-Aadhaar, PMJDY, NPCI-UPI, NPCI-FASTag, PIB-FASTag, CoWin, Digilocker, ONDC, PIB-ONDC, and BharatNet.

**Deloitte.** deloitte.com/insights

BharatNet

Open Network for Digital Commerce (ONDC)

Figure 2: India's progress in digitalization over past decade

Gram panchayats connected

Retail merchants enrolled\*

Total transactions by volume

(*Image Source:* India Economic Outlook, January 2024, Deloitte insights,)

#### The near-term outlook

Improving fundamentals have buoyed the outlook and it is expected that India to grow between 6.9% and 7.2% through fiscals 2023 to 2024 in the baseline scenario, followed by 6.4% and 6.7% over the next year (figure 3) (for more on the baseline and pessimistic scenarios, see sidebar). High inflation is expected to persist till the second half of fiscal 2024 due to high food and volatile oil prices and soften thereafter (figure 4).

100

800+

1.2

232000

(Dec 2017)

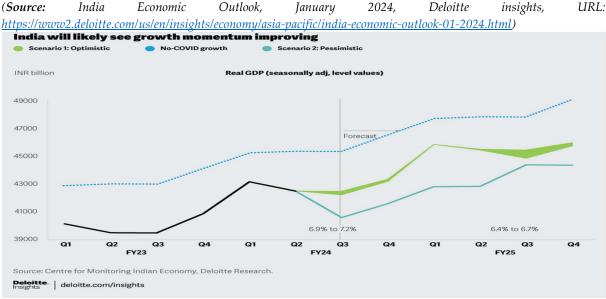


Figure 3: India will see growth momentum improving

(Image Source: India Economic Outlook, January 2024, Deloitte insights,)



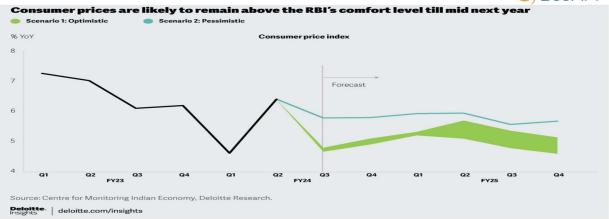


Figure 4: Consumer prices are likely to remain above the RBI's Comfort level till mid next year

(Image Source: India Economic Outlook, January 2024, Deloitte insights,)

#### Government of India's Measures/ Initiative for Economic Growth:

India continues to be one of the fastest-growing economies of the world. The country's second quarter growth, 7.6 per cent, has been then highest in the world and India's GDP growth for the April-June quarter was 7.8 per cent.

Putting into effect the roadmap for making India a \$5 trillion economy, the Government continues to focus on growth at the macro level and complementing it with all-inclusive welfare at the micro level, promoting digital economy and fintech, technology-enabled development, energy transition and climate action and relying on a virtuous cycle of investment and growth.

The G20 Finance Track under India's leadership addressed critical global issues, including the strengthening of Multilateral Development Banks (MDBs) through the G20 Independent Expert Group's comprehensive report. The DEA played a pivotal role in fostering cooperation on crypto-assets, with the International Monetary Fund (IMF) and the Financial Stability Board (FSB) developing a Synthesis Paper adopted as the G20 Roadmap on Crypto Assets in October 2023.

During the G20 Indian Presidency, India steered the G20 agenda and hosted the Summit. The G20 consists of two parallel tracks: the Finance Track and the Sherpa Track. Finance Ministers and Central Bank Governors lead the Finance Track, while Sherpas lead the Sherpa Track. The high point of the Leaders' Summit was that a global consensus was arrived at in the form of New Delhi Leaders' Declaration (NDLD).

The DEA also played a role in financial sector reforms, including the launch of the NSE IFSC-SGX Connect and the transition to a T+1 settlement cycle, positioning India as a pioneer in global securities markets. (Source: <a href="https://pib.gov.in/PressReleaseIframePage.aspx?PRID=1990745">https://pib.gov.in/PressReleaseIframePage.aspx?PRID=1990745</a>)

## **GLOBAL CYBER SECURITY INDUSTRY**

The Global Cyber Security Market size is projected to grow from USD 190.4 Billion in 2023 to USD 298.5 billion by 2028 at an annual growth rate (CAGR) of 9.4% during the forecast period.

(Source: Cyber Security Market, Markets & Markets <a href="https://www.marketsandmarkets.com/Market-Reports/cyber-security-market-505.html">https://www.marketsandmarkets.com/Market-Reports/cyber-security-market-505.html</a>)



#### LATEST TRENDS

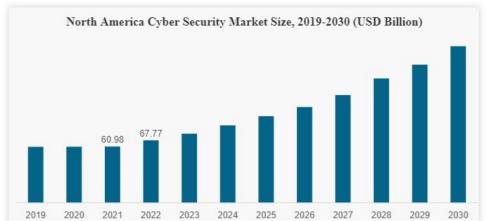


Figure 1: North America Security Market Size

(Image Source: Fortune Business Insights: Cyber security market Published on April, 2024 URL: <a href="https://www.fortunebusinessinsights.com/industry-reports/cyber-security-market-101165">https://www.fortunebusinessinsights.com/industry-reports/cyber-security-market-101165</a>)

**Cybersecurity Trends** 

#### 1. Cloud Security Evolution

Cloud security is always a priority, with organizations focusing on securing their cloud-native environments and addressing the challenges of misconfigurations and data exposure. Technologies like CASBs and CSPM will gain prominence.

#### 2. Biometric and Behavioral Authentication

Secure authentication methods, such as facial recognition and fingerprint scanning, will evolve to offer more robust security, with liveness detection and behavioral analytics to prevent spoofing. Multi-modal biometric authentication will become more prevalent.

## 3. Cybersecurity Workforce Development

Efforts to address the cybersecurity skills shortage will intensify. More comprehensive training programs, certifications, and partnerships between academic institutions and the private sector will be established to nurture a skilled cybersecurity workforce.

#### 4. International Cybersecurity Collaboration

Collaboration between governments, international organizations, and cybersecurity experts will intensify to address global cyber threats effectively. Cybersecurity information sharing and coordinated responses to cyber incidents will become more common.

## 5. Zero Trust Security Models

Adopting Zero Trust Architecture (ZTA) will expand further as organizations recognize the limitations of traditional perimeter-based security models. ZTA's principles of continuous verification and the principle of "never trust, always verify" will become more widespread to secure sensitive data and resources.

#### 6. Privacy Regulations and Data Protection

Privacy regulations will continue evolving, and organizations must adapt to stricter data protection requirements. Consumer data privacy and consent management will become more significant, and businesses must ensure compliance with global data privacy laws

(**Source**: 20 Emerging Cybersecurity Trends to Watch Out in 2024 Published on April, 2024 URL: <a href="https://www.simplilearn.com/top-cybersecurity-trends-article">https://www.simplilearn.com/top-cybersecurity-trends-article</a>)





## India Cybersecurity Industry Market Size

Revenue in the Cybersecurity market is projected to reach US\$2.90bn in 2024. Cyber Solutions dominates the market with a projected market volume of US\$1.51bn in 2024. Revenue is expected to show an annual growth rate (CAGR 2024-2028) of 13.31%, resulting in a market volume of US\$4.78bn by 2028. In global comparison, most revenue will be generated in the United States (US\$78,310.0m in 2024.

(**Source:** *Statista report on Cybersecurity India* 2024 *Url:* <a href="https://www.statista.com/outlook/tmo/cybersecurity/india">https://www.statista.com/outlook/tmo/cybersecurity/india</a>)

The increasing demand for digitalization and scalable IT infrastructure and the ongoing need to tackle risks from various trends, such as third-party vendor risks, the evolution of MSSPs, and the adoption of a cloud-first strategy, lead to the rising demand for the market.

- The rise in malware and phishing threats among enterprises, the increased adoption of IoT, and the BYOD trend propel the cyber security market forward. Also, the increased demand for cloud-based cybersecurity solutions positively impacts market growth. Increased adoption of mobile device applications and platforms, the need for strong authentication methods, and transformation in the traditional antivirus software industry are expected to provide lucrative opportunities for market expansion during the forecast period.
- The demand for Security Information and Event Management (SIEM) technology and services has
  increased due to the rise in cyber-attacks and data breaches across the country. SIEM technology and
  services gather real-time security events from various data sources and events to identify threats and
  produce responses to security incidents. Large corporations used to focus their efforts on risk avoidance.
- Cybersecurity requirements are growing faster than the budgets allocated to meet them. Most small businesses need more money and IT security expertise to implement enhanced cybersecurity solutions to protect their networks and IT infrastructures from various cyber-attacks. Limited capital funding can impede some small and medium-sized businesses from embracing the cybersecurity model.
- Lastly, to combat the spread of COVID-19, many organizations were forced to implement work-from-home policies. Remote working, on the other hand, increases the risk of various cyber-attacks, such as intrusions, man-in-the-middle (MITM) attacks, and spear phishing, hence leading to a rising demand for cyber hygiene practices to ensure robust security policies and practices amid the COVID-19 pandemic. Also, due to the pandemic crisis, the demand for cybersecurity solutions skyrocketed in healthcare, manufacturing, and government.

(**Source:** Mordon Intelligence article titled India Cybersecurity Market Size & Share Analysis - Growth Trends & Forecasts (2023 - 2028) Url: <a href="https://www.mordorintelligence.com/industry-reports/india-cybersecurity-market">https://www.mordorintelligence.com/industry-reports/india-cybersecurity-market</a>)



#### **OUR BUSINESS**

#### **Our Competitive Strengths**

## 1. Qualified and Experienced Promoters & Employees

Our Promoter have substantial experience in IT industry of approximately a decade. Our Company is managed by a team of experienced and professional personnel, exclusively focused on different aspects of the industry. The team is comprised of personnel having operational experience and they are capable of creating and facing the challenges of growth within our Company. We believe that our management team's experience and their understanding of our industry will enable us to continue to take advantage of both current and future market opportunities. Our Management's experience and knowledge enables us in addressing and mitigating various risks inherent in our business, including competition.

## 2. Diversified Client Base

Our reach and presence in the industry can be comprehended by looking at our distinguished list of clienteles. They have been dealing in their respected disciplines from years and we are honoured having considered by them as their technical solution providers throughout. Our clients are spread across wide variety of sectors. Our strategy is to seek new customers and at the same time secure additional engagements from existing customers by providing timely and improved services.

We believe that our current capabilities and plans for the future will ensure that we are well positioned to attract and develop new customer relationships. Business from new customers is accepted upon consideration of factors such as alignment of capabilities and customer expectation, volume of business and future business, potential for close partnership with long-term association, and an analysis of upfront costs.

# 3. Proactive approach to provide Cyber security solutions using modern technology and adaptive to changing requirement of the client

By combining a proactive mindset with a deep understanding of modern cybersecurity technologies and an adaptive approach to client requirements, Sattrix aim to provide holistic and effective cybersecurity solutions that empower clients to navigate the ever-changing landscape of cyber threats.

## 4. Geographical presence in growing markets like Middle East and North America.

By strategically leveraging a strong geographical presence in the growing markets of the Middle East and North America, Sattrix has Extensive knowledge of the Middle East and North America markets, including regulatory landscapes, cultural nuances, and economic trends. Sattrix aim to drive sustainable business growth, forge valuable partnerships, and position the organization as a key player in these dynamic and expanding regions.

Sattrix Information Security has two subsidiaries Sattrix Information Security Incorporation and Sattrix Information Security DMCC in the US (Delaware) and UAE (Dubai) respectively. Promotors has got rich experience of around decade working in the UAE, KSA and Bahrain region including the GCC countries and Africa managing those regions and handling multiple customers. Americas is the largest contributors for cybersecurity business till today. It is very important to penetrate into that market to get better recognition as well as better margins. Both the regions Sattrix has customers and partners whom they work with to acquire customers.



# SWOT ANALYSIS RELATED TO THE BUSINESS AND RISK FACTOR FOR WEAKNESSES AND THREATS

#### Strength

- Experienced promoters with track record in information / cyber security services.
- Good suitable professionally managed organization for IT security services in place, empaneled/ approved by reputed clients in India and abroad.
- Demand for information/ cyber security services is increasing globally and the company is having presence in India, Middle east/gulf and western world to expand the business.

#### Weakness

 Need employees with technical qualification & experience for the business which has high employees' turnover.

(Mitigation: We have mutually acceptable retention policy and we are able to retain key staff for long period.

Note: Please refer to risk factor no. 31 on page number 34 of the draft prospectus regarding inability to hire, retain, train, and motivate qualified personnel.

Our business requires use of many licensed software. Increase in cost of such software will adversely
affect our profitability.

(Mitigation: We are using required licensed software & considering the cost at the time of taking order to mitigate the effect of increase in license cost.)

## Opportunity

• Information technology, artificial intelligence and use of IT services in increasing globally at very fast speed & therefore, IT security and cyber security is likely to have multifold growth which will offer good opportunity for optimum utilization of our capabilities & optimize the profit.

Business in India is growing and we are also increasing our business in USA & UAE to cover gulf region. Our present set up is expected to give fast growth of business in USA & gulf region.

#### **Threat**

Increase in competition may adversely affect the pricing of our services.
 (Mitigation: We are empaneled /approved by major user of our services in organized sector and we are confident that we will continue to render good services at mutually acceptable pricing.)

Note 1: Please refer to risk factor no. 33 on page number 35 of the draft prospectus regarding competition from established as well as new businesses.

IT industry is having high staff turnover of skilled professional. In future we may face problem of trained people leaving the organization and we have to replace the same.
 (Mitigation: We have good retention policy by offering training, career & incentives. Our HR management is confident of retaining the required skilled manpower.)

Note 2: Please refer to risk factor no. 1 on page number 21 of the draft prospectus regarding retention of highly-skilled IT professionals.



## LIST OF COMPUTER SYSTEM, SOFTWARE, HARDWARE USED FOR BUSINESS

## LICENSE USED BY THE COMPANY

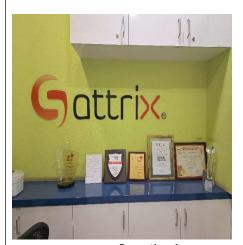
Sr. No.	Name Of License Used by an Employee	Type of license	Qty	Purpose	Cost₹
1.	Microsoft	O365 Business Standard, O365 Business Basic	45, 246 (total is 291)	For Email Services	5,93,700
2.	Trend Micro	End Point Protection	136	Anti -Virus Protection	2,41,700
3.	Nessus	VAPT	1	Vernability Assistance and Penetration	2,64,935
		TOTAL	428		1,100,335

## PICTURES OF OFFICE WITH STAFF

Pictures of office with staff are as follows:



Picture With Office Staff



Reception Area



Work Station Area



Sales & Marketing Team





Senior Staff Cabins



Conference Room



**Quality Control Department** 



**Customer Support Team** 



Directors' Cabin



Waiting Area

## Revenue from Domestic and International market

The revenue bifurcation between our domestic and international revenue is as under:

Revenue as per Restated FS	31.10.2023	31.03.2023	31.03.2022	31.03.2021
INDIA	2624.38	3147.18	1907.34	1802.87
USA*	21.89	271.42	186.48	125.44
UAE*	102.83	240.66	199.75	183.49
Total Export	124.72	512.08	386.23	308.93
Total	2749.1	3659.26	2293.57	2111.81

<sup>\*</sup>Revenue in USA & UAE is in US Dollars and Dirham converted into Indian Rupee at prevailing Exchange rate.



#### Note:

- 1. Domestic and International markets are handled separately from customer acquisition standpoint. Sattrix has two-dimensional customer acquisition strategy at this point. Domestic (India), we work with OEM (original equipment manufacturer) as their extended arm to provide consulting and professional services as white labelled partner due to which we get connected with customers and provide them implementation and management support. Also, we have lean sales team who will get directly connected with customers through different channel and pitch our services / offerings. Based on the requirement customer provides we stitch the solution and propose it to customer along with commercials and try to close the deal.
  - International market (rest of India), our model is to work with local partners. We work with local partners to expand our business into the respective region and work closely on joint GTM (go to market) strategy.
- 2. The company does not maintain any break up of revenue with regard to product segment and industry segment.

## Details of top 1,5,10 customers and suppliers to the company

#### **Top 1 Customer**

#### (₹ in lakhs)

	April – October 2023		FY 2	FY 2022-23		FY 2021-22		FY 2020-21	
Particulars	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue	
Top 1 Customer									
Concentrix Daksh Services India Pvt. Ltd.	111.93	4.07%	146.16	3.99%	200.27	8.73%	166.55	7.89%	
Total	111.93	4.07%	146.16	3.99%	200.27	8.73%	166.55	7.89%	

## **Top 5 Customers**

#### (₹ in lakhs)

							( TIL IAKIIS)	•
	April – October 2023		FY 2	FY 2022-23 FY 2		021-22	FY 2020-21	
Particulars		% of		% of		% of		% of
	Amount	Total	Amount	Total	Amount	Total	Amount	Total
		Revenue		Revenue		Revenue		Revenue
Top 5 Customers								
Concentrix Daksh	111.93	4.07%	146.16	3.99%	200.27	8.73%	166.55	7.89%
Services India Pvt.								
Ltd.								
National Payment	69.55	2.53%	260.68	7.12%	112.52	4.91%	82.98	3.93%
Corporation of India								
M.H. Alshaya Co.	74.64	2.72%	118.39	3.24%	267.93	11.68%	315.12	14.92%
W.L.L.								
Ramco System Ltd.	54.53	1.98%	194.56	5.32%	98.11	4.28%	13.72	0.65%
Niva Bupa Health	46.90	1.71%	48.68	1.33%	346.82	15.12%	-	0.00%
Insurance Company								
Ltd.								
Total	357.55	13.01%	768.47	21%	1025.65	44.72%	578.37	27.39%



# **Top 10 Customers**

# (₹ in lakhs)

							(CIII Iakiis)	
	_	April – October 2023		022-23	FY 2	021-22	FY 2	020-21
Particulars	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue
Top 10 Customers								
Concentrix Daksh Services India Pvt. Ltd.	111.93	4.07%	146.16	3.99%	200.27	8.73%	166.55	7.89%
National Payment Corporation of India	69.55	2.53%	260.68	7.12%	112.52	4.91%	82.98	3.93%
M.H. Alshaya Co. W.L.L.	74.64	2.72%	118.39	3.24%	267.93	11.68%	315.12	14.92%
Ramco System Ltd.	54.53	1.98%	194.56	5.32%	98.11	4.28%	13.72	0.65%
Niva Bupa Health Insurance Company Ltd.	46.90	1.71%	48.68	1.33%	346.82	15.12%	-	0.00%
Fullerton India Credit Company Ltd.	44.76	1.63%	50.96	1.39%	25.73	1.12%	59.30	2.81%
WNS Global Services Pvt. Ltd.	43.50	1.58%	76.14	2.08%	28.91	1.26%	67.98	3.22%
RSA Security and Risk Ireland Ltd.	29.23	1.06%	85.24	2.33%	63.23	2.76%	4.69	0.22%
NTT India Pvt. Ltd.	27.03	0.98%	28.66	0.78%	27.51	1.20%	67.52	3.20%
SBI Cards and Payment Services Ltd.	16.99	0.62%	34.69	0.95%	118.71	5.18%	36.76	1.74%
Total	519.06	18.88%	1044.16	28.53%	1289.74	56.24%	814.62	38.58%

# Top 1 Supplier

# (₹ in lakhs)

	FY April 2023- October 23	FY 2022-23	FY 2021-22	FY 2020-21
Particulars	Amount	Amount	Amount	Amount
Top 1 Supplier				
Ivalue Infosolution Pvt Ltd	1,539.25	972.51	458.78	163.40
Total	1,539.25	972.51	458.78	163.40



## **Top 5 Suppliers**

(₹ in lakhs)

	FY April 2023- October 23	FY 2022-23	FY 2021-22	FY 2020-21
Particulars	Amount	Amount	Amount	Amount
Top 5 Suppliers				
Ivalue Infosolution Pvt Ltd	1,539.25	972.51	458.78	163.40
Technobind Solution Pvt Ltd	2.57	259.88	136.90	216.34
Technobind Solutions	-	-	108.94	203.23
Singapore Pte Ltd.				
Redington (India) Ltd.	175.47	154.09	-	-
Alstonia Consulting LLP	-	232.50	-	-
Total	1,717.29	1,618.98	704.62	582.98

#### **Utilities**

#### **HUMAN RESOURCES**

Our Company believe that our employees are key contributors to our business success and its ability to maintain growth depends to a large extent on our strength in attracting, training, motivating and retaining employees. Our comprehensive hiring process includes aptitude tests, technical evaluations, and interviews with both technical and HR representatives, culminating in a final managerial interview. We focus on attracting and retaining the best possible talent. Our Company looks for specific skill-sets, interests and backgrounds that would be an asset for its kind of business.

We place a strong emphasis on providing ongoing training opportunities to enhance the skills of our personnel and foster their ongoing growth and development. Our focus on employee engagement helps to maintain a positive and productive work environment.

As on October, 2023 our Company has 145 employees on payroll. Bifurcation is as follows:

Sr. No	Category	Number of employees
1	Administration	02
2	Finance & Accounts	02
3	HR	02
4	Talent acquisition	02
5	Marketing & Sales	07
6	IT Support & Help desk team	23
7	Managed SOC Service (External and Internal)	88
8	Professional IT Service	18
9	IT Audit and Compliance	01
	Total	145

#### Note:

Internal means technical staff who is seated at our office and providing support service to client External means technical staff who is seated on client premise.

For the details regarding the expertise in areas of business and number of years in service please refer to Page no. 151 of the Draft Prospectus



# Properties

The details of own and leasehold properties, which we occupy for our business operations, are as under:

Sr.	Details of	Name of Lessor &	Amount &	r our business operati	Area
				Purpose	Tireu
No. 1.	premises  28, Damubhai Colony, Opp. Anjali Brts Bus Stop, Bhattha, Paldi, Ahmedabad, Gujarat -380007	Lessee Licensor: Smt. Bhanuben Kishorbhai Gajjar Licensee: M/s. Sattrix Information Security Private Limited (Authorised Representative Ms. Ronak Sachin Gajjar, PAN: AIBPG2444H)	Tenure of Rent Tenure from 12 <sup>th</sup> September, 2023 to 11 <sup>th</sup> August, 2024 Rent: Rs. 35,000 per month from 12 <sup>th</sup> September, 2023 to 11 <sup>th</sup> August, 2024 Renewal of the Leave & License Agreement on each completion of 11 <sup>th</sup>	To carry Business Services related to Information Technology such as Cyber security, Cloud data consultancy etc.	77.89 sq. mt
2.	516-517, Shivalik Shilp , Iscon Cross Road,S G Highway, Satellite Ahmedabad- 380015, Gujarat, India	,	Month  Tenure from 1st April, 2020 to 31st March 2029  Rent: Rs. 60,000 per month from from 1st April, 2020 to 31st March 2029	To carry Business Services related to Information Technology such as Cyber security, Cloud data consultancy etc.	183.18 sq. mt
3.	44th Floor, Mazaya Business Avenue-BB2, JLT, Dubai, UAE	Licensor: M/s. Park Avenue Offices DMCC  Licensee: M/s. Sattrix Information Security DMCC*	Tenure from 1st October 2023 to 30th September 2024  Rent: AED 15,000 per Annum (Excluding Taxes & other cost) from 1st October 2023 to 30th September 2024  Renewal of the Agreement on each completion of 12th Month	as Cyber security, Cloud data consultancy etc.	Business Centre Co-work Space

<sup>\*</sup>Note: M/s. Sattrix Information Security DMCC is wholly owned subsidiary of Sattrix Information Security Limited. For further details of our group companies/ subsidiaries, please refer to heading Our Group companies under chapter titled about the company beginning on the Page no.160



#### **OUR MANAGEMENT**

#### **BRIEF BIOGRAPHIES OF OUR DIRECTORS**

## Mr. Sachhin Kishorbhai Gajjaer

Mr. Sachhin Kishorbhai Gajjaer, 46 years old is one of the founding members of Sattrix Information Security. He holds a degree in Computer Engineering from Dr. Babasaheb Ambedkar Marathwada university and has an MBA degree in Information Technology. He has more than 15 years of experience in solution architecting, information security management, risk & compliance management, information security strategy and planning in government, private and public sector enterprises. He possesses very strong project management skills and an impeccable track record of delivering complex projects on time and within budget. Prior to cofounding Sattrix, Sachhin worked as the Practice Head and CTO for one of the Public Listed companies in Mumbai. He has the unique distinction of having cleared almost all information security related certifications and his previous experience also includes stints at Communard in Dubai, Accenture, Microsoft R&D and HCL Comnet in India.

From year 2013, he is appointed as director in Sattrix Information Security Private Limited.

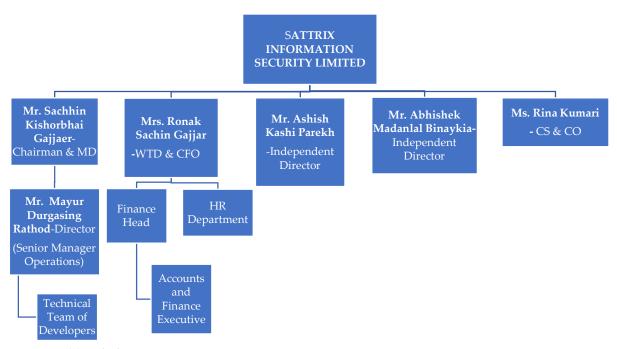
### Mrs. Ronak Sachin Gajjar

Mrs. Ronak Sachin Gajjar, aged 43 years, is also a founding member of Sattrix Information Security. She holds master's degree in business in Human Resource Management from Bhundelkhand university, Jhansi. She is high Result oriented professional with over 13 years of experience in the field of Human Resources Management and her Inhouse HRM expertise, currently the company holds itself to the highest ethical and corporate standards, the Company is not only committed to the success of its organization but also to the well-being of its employees, customers, and the communities they serve. Her dedication to sustainability, diversity, and social responsibility is unwavering. She also has privilege and much valued experience to manage Appraisal and Compensation planning for NASA through her previous organisational experience in MNC. Since 2018, She is Director in Sattrix Information Security Private Limited.



## **Management Organization Structure**

## 1. ORGANIZATION CHART



**Terms & Abbreviations** 

CFO : Chief Financial Officer

CS & CO : Company Secretary and Compliance Officer

MD : Managing Director WTD : Whole Time Director

## **Details of Senior Management and Technical Personnel**

Seri	Name of	Date	Designatio	Qualificat	Other courses	Prior	Experie	Total
al	the	of	n	ion	certifications	experie	nce with	experie
No.	employee	Joini				nce	Sattrix	nce
		ng						
1	Mayur	23-	Manager -	MCA	Microsoft	2.0	5.7	7.7
	Rathod	Jul-18	Software		Certified			
			Developm		Professional			
			ent					
2	Balaji	4-Jun-	Vice	NA	1. Executive	27.0	2.8	29.8
	Subramania	21	President -		Leadership			
	m		Global		Programme			
			Sales and		Nanyang			
			Strategy		Polytechnic,			
					Singapore GE			
					2. Executive			
					Leadership			
					(MBA)			
					programme			



3	Mohan Madwachar	1- Apr- 24	Country Manager - Sales	MBA - Project Manageme nt	1. Institute for Security & Open Methodologie s (ISECOM) Certified 2. Certified Wireless Network Administrato r (CWNA) 3. BS7799 Lead Auditor	29.2	0.0	29.2
4	Bhavik Patel	1-Oct- 14	Regional Head - Operations	NA	1. Advanced diploma in Computer Hardware and Networking 2. CCNA 3. Lead Implementer Professional ISO/ IEC 27001:2013	5.0	9.5	14.5
5	Achyut Vaidya	30- Oct- 23	Manager - Digital Marketing	NA	Post Graduate Certification in Digital Marketing & Communicati on (Online Program)	11.0	0.4	11.4
6	Dev Khatwa	27- Jul-20	CISO - Complianc e and Audit	MBA - HR	1. Entrepreneur ship Development Programme - CED 2. Lead Auditor Professional ISO/ IEC 27001:2013	5.3	3.7	9.0
7	Ekta Rajguru	8-Jan- 24	Manager - Finance & Accounts	M.Com	CA Inter	13.0	0.2	13.2



	T		T	1				
8	Sudhanshu Singh	27- May- 19	Cybersecu rity Engineer (L3) - Managed SOC	NA	1. Dell SecureWorks XDR Administrato r 2. Dell SecureWorks VDR Administrato r 3. Microfocus ArcSight Technical Certification 4. Microfocus Fortify Technical Certification 5. Microfocus ArcSight Sales Certification 6. Microfocus Fortify Sales Certification 7. Splunk Sales Engineer - SE1	0.0	4.8	4.8
9	Abhisheksi ngh Christian	17- Nov- 20	Assistant Manager - Managed Infrastruct ure Support	NA	CCNA	3.3	3.4	6.7
10	Ankit Shah	19- Feb- 18	Cybersecu rity Specialist - Profession al Services	NA	1. Splunk Enterprise Certified Architect 2. Splunk Enterprise Certified Admin 3. Splunk Core Certified Power User	0.0	6.1	6.1
11	Naveen Kumar	14- Mar- 24	Officer - PMO	NA	Certified ScrumMaster	9.5	0.0	9.5

0	t-t-	Г	X
U	LL		

12	Harish	5-Jul-	Regional	MBA -	1. Executive	29.0	1.7	30.7
	Mhalas	22	Head -	Marketing	Development			
			Sales &		Program on			
			Strategy -		Strategic			
			Middle		Management			
			East &		2. Diploma in			
			Africa		Sales &			
					Marketing			
					Management			
					3. Diploma in			
					Systems			
					Management			



## **OUR PROMOTERS, PROMOTER GROUP**

## 2. OUR PROMOTER GROUP

## D. In case promoter is an individual:

Nature of Relationship	Entity and Relation
Any Body Corporate in which 20% or more of the equity share capital is held by promoter or an immediate relative of the	Entity:
promoter or a firm or HUF in which promoter or any one or more	1. Sattrix Software Solutions
of his immediate relatives is a member.	Private Limited
	2. Edifisat Private Limited
	Relation:
	Mr. Sachhin Kishorbhai Gajjaer
	And Mrs. Ronak Sachin Gajjar
	(Director and shareholder in both
	the Company)
Any Body corporate in which Body Corporate as provided above	NIL
holds 20% or more of the equity share capital.	
Any Hindu Undivided Family or firm in which the aggregate	NIL
share of the promoter and his immediate relatives is equal to or	
more than twenty percent of the total capital.	

## E. All Other persons included in Promoter Group:

None of the other persons forms part of promoter group for the purpose of shareholding of the Promoter Group under Regulation 2(1) (pp)(v) of SEBI (ICDR) Regulations, 2018.

## F. Wholly Owned Subsidiaries of the company are as follows:

- 1. SATTRIX INFORMATION SECURITY INCORPORATION
- 2. SATTRIX INFORMATION SECURITY DMCC



## GROUP ENTITIES OF OUR COMPANY

# **SUBSIDIARY FOREIGN ENTITIES**

# 3. Sattrix Information Security Incorporation

Name of the Company	SATTRIX INFO	ORMATION SEC	CURITY INC			
Category	Company Incor	Company Incorporated in USA				
Name of the Directors	Mr. Sachhin Kis	shorbhai Gajjaer				
Brief Description and	It is engaged in	n the business of	software develo	opment activi	ties. It offers	
nature of activity or	services such as	s cybersecurity se	rvices.			
Business						
Date of Incorporation	04/12/2020 (CEI	RTIFICATE OF IN	NC: 11/02/2020)			
PAN	N.A.					
Company (Employer	30-1232695					
Identification Number)						
Company Registration No.	30-1232695					
Website	www.sattrix.co	m				
Registered Office Address	8 THE GREEN	STE B DOVER D	E- 19901			
	State of Delawa	re, City of Dover	, County of Kent			
	Audited Finan	cial Information	(in USD \$)			
Particulars	FY 2023	FY 2023	FY 2022	FY 2021	FY 2020	
	(Apr-Sept) (Jan-Sept) (Jan-Dec) (Jan-Dec)					
Total Revenue	\$ 18,490					
Net Income	(-\$	(- \$	\$ 21,039.53	\$ 12,755.76	\$ 14,948.73	
	133,200.39)	1,02,276.14)				



# SECTION VII - FINANCIAL STATEMENTS RESTATED FINANCIAL INFORMATIONS

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

REVIEW OF RESULTS OF OPERATIONS FOR THE FINANCIAL YEAR ENDED MARCH 31, 2023, 2022 AND 2021

#### Other income

In Fiscal 2023, Other Income had increased by ₹ 55.11 lakhs or 555.05%, from ₹ 61.27 lakhs in Fiscal 2022 to ₹ 116.38 lakhs in Fiscal 2023. The increase was due to the increase in Interest income, Foreign Exchange Gain and written off of sundry balances etc. The increase in Interest income in Fiscal 2023 ₹ 35.97 lakhs compare to ₹ 28.08 lakhs in Fiscal 2022, Gain/ (Loss) on Foreign Currency Transactions in Fiscal 2023 ₹6.63 lakhs compare to ₹2.11 lakhs in Fiscal 2022 and written off of sundry balances in Fiscal 2023 ₹73.77 Lakhs compare to ₹ 2.78 Lakhs in Fiscal 2022.

#### **Purchase of Licenses**

Purchase of Licenses are primarily in relation to purchases Licenses for trading. In Fiscal 2023, Purchase of Licenses increased by ₹958.90 lakhs or 135.03%, from ₹710.12 in Fiscal 2022 to ₹1669.01 in Fiscal 2023. This was in line with the increased sales of products i.e., Sale of Licenses by our Company.

Our company deals with Original Equipment Manufacturer (OEMs) as reseller for their license products. We buy licenses from distributors like iValue, MTech and sells it to end customer. The name of licenses we mainly trade are Security Information and Event Management, Data Loss Prevention, Endpoint Detection and Response.



## OTHER MATTERS

# (Rs. In Lakhs)

	_	ril 2023- ber 23	FY 20	)22-23	FY 20	21-22	FY 20	20-21
Particulars	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue	Amount	% of Total Revenue
Top 5 Suppliers								
Ivalue Infosolution Pvt Ltd	1,539.25	55.99%	972.51	26.57%	458.78	20%	163.40	7.73%
Technobind Solution Pvt Ltd	2.57	0.10%	259.88	7.1%	136.90	5.96%	216.34	10.24%
Technobind Solutions Singapore Pte Ltd.	-		-		108.94	4.74%	203.23	9.62%
Redington (India) Ltd.	175.47	6.38%	154.09	4.21%	-		-	
Alstonia Consulting LLP	-		232.50	6.35%	-		-	
Total	1,717.29	62.46%	1,618.98	44.24%	704.62	3.72%	582.98	27.60%



#### FINANCIAL INDEBTEDNESS

9. H. Choksi & Co. Charlored Accountants

1201 - 901, North Tower, One42, Ohlonelei Joshi Marg. Opp. Jayantilel Park BRTS, CH. Ambi BRTS Road, Ahmedabad 380 054. Diel: 91 - 79 - 6819 8900 - 901; E-mail: info@kcco.com

#### STATEMENT OF FINANCIAL INDEBTEDNESS

The Board of Directors, Sattrix Information Security Limited (The "Company") 28, Damubhai Colony, Bhattha, Paldi, Ahmedabad. Gujarat, 380007.

Dear Sir/Madam,

Sub: Initial Public Offer of equity shares ("SME IPO") by Sattrix Information Security Limited ("The Issuer")

We, G. K. Choksi & Co, statutory auditor of the Company, based on our review of all relevant documents of the Company and further explanations and information provided by the management of the Company, which we believe to be true and correct to the best of our information and belief, the financial indebtedness of the company as at March 31, 2023 and October 31, 2023 are as mentioned below:

#### Secured Loans

(Amount in Rs.) Outstanding Sanctioned Outstanding Name of Rate of Security as on Repayment Terms as on 31st Purpose Amount Lender Interest Offered October 31, March 2023 (Rs.) 2023 Principal Repayment ICICI Bank Vehicle 10,05,960 9.30% 2,58,768 1,22,660 Note 1 Limited in 60 monthly Loan installments of Rs. 21,002/-ICICI Bank Vehicle 27,40,000 8.95% Note 1 Principal Repayment 25.52.628 Limited Loan in 60 monthly installments of Rs. 80,830/-ICICI Bank Working Note 2 Repayable on 1,10,89,976 1,50,00,000 MCLR Demand Limited Capital Spread

Note 1: Vehicle loans are secured against hypothecation of car.

Note 2: Working capital facilities from banks are secured by exclusive charge by way of hypothecation of current assets and receivables of the company and also secured by exclusive charge by way of hypothecation of immovable properties in the name of relative of the directors of the company.



708, Raheja Chambers, Free Press Journal Road, Nariman Point, Mumbal - 400 021. Dial : 91 - 22 - 6632 4446

514/515, Toistoy House, Toistoy Marg. Janpath, New Delhi - 110 001. Diel: 91 - 11 - 4371 7773 - 74

'Surya Bhavan', Station Road, Petlad - 388 450. Dial : 91 - 2697 - 224 108

Email: info@gkcco.com





#### B. Unsecured Loans

Purpose

Working

Capital (OD

Facility)

Name

of

Lender

ICICI

Limited

Place : Ahmedabad Date : 6th April 2024

(Amount in Rs.) Outstanding Outstanding as on 31st March 2023 as on October 31, 2023 Repayment Terms 81,06,383

(See Note 4)

Note 3 : OD facilities of the banks are secured by personal guarantees of directors of the company and cross collateralization by way of extension of equitable mortgage charge over the immovable properties of Directors of the

Security Offered

Note 3

Note 4: There is no overdrawn balance against the OD facility as on 31st October 2023.

Rate of Interest

Repo Rate + 4.5%

Spread

Sanctioned

Amount (Rs.)

2,25,00,000

Repayable on demand

FOR G. K. CHOKSI & CO. [Firm Registration No. 101895W] Chartened Accountants

POHIT CLUB ROHUT K. CHOKSI

Pertner
Mem. No. 031103
UDIN: 24031103BKDQFM6507



#### SECTION IX- OTHER REGULATORY AND STATUTORY DISCLOSURES

## Eligibility for the Issue

- (A) Our Company is an "Unlisted Issuer" in terms of the SEBI (ICDR) Regulation; and this Issue is an "Initial Public Issue" in terms of the SEBI (ICDR) Regulations.
- (B) Further, our Company confirms that it is not ineligible to make the Issue in terms of Regulation 228 of the SEBI ICDR Regulations, to the extent applicable. The details of our compliance with Regulation 228 of the SEBI ICDR Regulations are as follows:
  - i. Neither our Company nor our Promoters, members of our Promoter Group or our Directors are debarred from accessing the capital markets by the SEBI.
  - ii. None of our Promoters or Directors is Promoters or Directors of companies which are debarred from accessing the capital markets by the SEBI.
  - iii. Neither our Company nor our Promoters or Directors is a wilful defaulter.
  - iv. None of our Promoters or Directors is a fugitive economic offender.
- (C) This Issue is being made in terms of Regulation 229(1) of Chapter IX of the SEBI (ICDR) Regulations, 2018, as amended from time to time, whereby, an issuer whose post Issue face value capital does not exceed ten Crores rupees, shall issue shares to the public and propose to list the same on the Small and Medium Enterprise Exchange ("SME", in this case being the SME Platform of BSE).
- (D) In accordance with regulation 260 of the SEBI (ICDR) Regulations, this Issue will be 100% underwritten and shall not restrict to the minimum subscription level. The LM shall underwrite at least 15% of the total issue size.
- (E) In accordance with Regulation 268(1) of the SEBI (ICDR) Regulations, we shall ensure that the total number of proposed allottees in the Issue is greater than or equal to fifty, otherwise, the entire application money will be refunded forthwith. If such money is not repaid within eight days from the date our company becomes liable to repay it, then our company and every officer in default shall, on and from expiry of eight days, be liable to repay such application money, with interest as prescribed under section 40 of the Companies Act, 2013.
- (F) In accordance with Regulation 246 of the SEBI (ICDR) Regulations, we have filed draft offer document with SEBI as well as stock exchange (s). However, Board shall not issue any observation pursuant to Regulation 246(2) of the SEBI (ICDR) Regulations.
- (G) In accordance with Regulation 261 of the SEBI ICDR Regulations, we have entered into an agreement with the Lead Manager and Market Maker to ensure compulsory market making for the minimum period of three years from the date of listing of equity shares offered in this issue. For further details of the As per Regulation 229 (3) of the SEBI ICDR Regulations, our Company satisfies track record and/or other eligibility conditions of SME platform of the BSE in accordance with the Restated Standalone Financial Statements, prepared in accordance with the Companies Act and restated in accordance with the SEBI ICDR Regulations as below:

The Net worth and Cash accruals (Earnings before depreciation and tax) from operation of the Company as per the Consolidated Restated Financial statements for the **for the financial year ended 31**st **March, 2023** & for the seven-month ended 31st October, 2023 is as set forth below:



(₹ In lakhs)

Particulars	For the Seven Months Ended	For the financial year	
	31st October, 2023	ended 31st March, 2023	
Net Worth*	1389.23	1173.00	
Cash Accruals**	328.21	567.80	
Net Tangible Assets***	1127.44	1066.51	

<sup>\*&</sup>quot;Net Worth has been defined as the aggregate of the paid up share capital, share application money (excluding the portion included in other current liabilities) and reserves and surplus excluding miscellaneous expenditure, if any.)

10. The track record of the Company as per the Restated financial statements for the Seven Months Ended 31st October, 2023 and financial year ended March 31, 2023, 2022 and 2021 is as set forth below:

(₹ In lakhs)

Particulars	Seven Months Ended For the financial year e			st March
	31st October,2023	2023	2022	2021
Profit After Tax	216.42	400.12	214.13	193.83

- 1) Our Company has not been referred to the Board for Industrial and Financial Reconstruction (BIFR).
- 2) There is no winding up petition against the company, which has been admitted by a Court of competent jurisdiction or a liquidator has not been appointed.
- 3) There has been no change in the Promoters of the Company in the preceding one year from date of filing application to BSE for listing on SME segment.
- 4) Our company has entered into an agreement with both the depositories in order to facilitate mandatory trading of securities in demat form.
- 5) No material regulatory or disciplinary action has been taken by any stock exchange or regulatory authority in the past three years against the Company.
- **6)** We have a website: <u>www.sattrix.com</u>
- (H) As per Regulation 230 (1) of the SEBI ICDR Regulations, our Company has ensured that:
  - The Draft Prospectus has been filed with BSE and our Company has made an application to BSE for listing of its Equity Shares on the SME platform of the BSE. BSE is the Designated Stock Exchange.
  - Our Company has entered into an agreement dated August 10, 2023 with NSDL and agreement dated August 25, 2023 with CDSL for dematerialization of its Equity Shares already issued and proposed to be issued.
  - The entire pre-Issue capital of our Company has shares fully paid-up Equity Shares and the Equity Shares proposed to be issued pursuant to this IPO will be fully paid-up.
  - The entire Equity Shares held by the Promoters are in dematerialized form.

<sup>\*\*</sup>Cash accruals has been defined as the Earnings before depreciation and tax.

<sup>\*\*\*</sup> Net Tangible Assets has been defined as Total assets less Intangible assets/ Intangible assets under development & Total liabilities.



The entire fund requirements are to be financed from the Net Issue Proceeds, and there is no requirement to make firm arrangements of finance under Regulation 230(1)(e) of the SEBI Regulations through verifiable means towards at least 75% of the stated means of finance, excluding the amounts to be raised through the Issue. For details, please refer the chapter "Objects of the Issue" on page no. 77 of this Prospectus Our Company confirms that it will ensure compliance with the conditions specified in Regulation 230 (2) of the SEBI ICDR Regulations, to the extent applicable.

We further confirm that we shall be complying with all other requirements as laid down for such offer under Chapter IX of SEBI (ICDR) Regulations, as amended from time to time and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

## **Other Additional Requirements**

Sr. No.	Pa	rticulars		Details	
1.		The post issue paid up capital of the company (face value) shall			
2.	Company has Networth atlea financial years:	ast Rs. 1 crore fo		than Rs. 25 crores.  The Company has Net worth of Rs.1173 Lakhs and Rs.773 Lakhs in Fiscal 2023 and Fiscal 2022	
	Details	31st March,2023	31st March,2022	respectively. (i.e. 2 preceding full financial years) The	
	Paid-up share capital	Rs.1.00	Rs.1.00	Company has Net worth atleast	
	All reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account,	Rs.1172.00	Rs.772.00	Rs.1 crore for 2 preceding full financial years.	
	the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation	NIL	NIL		
	Total	Rs.1173.00	Rs.773.00		
	Note:  1. Cases in which a company of registered Proprie partnership firm/LLP need for preceding 2 (full) finan  2. The Net worth computation in SEBI (ICDR) Regulation  3. Kindly provide auditor/PC				



3. Company's Net Tangible Assets should be Rs 3 crores in last preceding (full) financial year.

DetailsAmount (Rs. In Lakhs)Net Assets1194Less: Intangible Assets128Net Tangible Assets1066

Company's Net Tangible Assets in Fiscal 2023 (i.e. in Last (full) financial year) Rs.1066 Lakhs which is more than Rs.3 crores.

#### Note:

- 1. Net tangible assets computation will be as per the definition given in SEBI (ICDR) Regulations.
- 2. Kindly provide auditor/PCS/PCA certificate for the same
- 4. The Issuer satisfies the exchange's criteria of track record of 3 years which is as follows:

a) Where the applicant company has taken over a proprietorship concern/ registered partnership firm/ LLP, then the track record together with such proprietorship concern/ registered firm/ LLP should be atleast 3 years.

Provided, the applicant company seeking listing should have a track record of operations for atleast one full financial year and audited financial results for one full financial year.

Ot

b) Where the applicant company does not have a track record of 3 years, then the Project for which IPO is being proposed should be appraised and funded by NABARD, SIDBI, Banks (other than co-operative banks), Financial Institutions.

Provided, the applicant company seeking listing should have a track record of operations for atleast one full financial year and audited financial results for one full financial year.

Issuer

record of 3 years.

satisfies

exchange's criteria of track

the

#### 5. Earnings before Interest, Depreciation and tax

The company/ proprietorship concern/ registered firm/ LLP should have operating profit (earnings before interest, depreciation and tax) from operations for 2 out of 3 latest financial years preceding the application date.

Provided the company should have operating profit (earnings before interest, depreciation and tax) from operations for one full financial year preceding the application date.

For companies seeking listing where the project has been appraised and funded by NABARD, SIDBI, Banks (other than cooperative banks), Financial Institutions, it shall have positive operating profit (earnings before interest, depreciation and tax) from operations in one full preceding financial year.

Financial Year	EBIDT Amount (Rs. In
	Lakhs)
2022-23	606.00

The company is having operating profit (earnings before interest, depreciation and tax) from operations for 2 out of 3 latest financial years preceding the application date.



	2021-22	321.00	
	2020-21	337.00	
	2020 21	007.00	
6.	Leverage ratio of the company	Debt-to-Equity (D/E) Ratio:	
	may be granted to finance compa	anies	Debt to Equity = <u>Total Debt</u> Total Shareholder's Equity
			Based on Restated Consolidated Financial Statements: A) As on 31st March 2023:
			Debt to Equity = <u>194.55 lakhs</u> 1194.02 lakhs
			Debt to Equity = 0.16:1
			B) As on 31st October 2023:
			Debt to Equity = <u>26.75 lakhs</u> 1412.82 lakhs
			Debt to Equity = 0.02:1
7.	of trading against the promoter( promoters by any stock Exchaterminals.  The Promoter(s) or directors sha (other than independent direcompanies by the Exchange and of compulsory delisting is at suspended from trading on acco	regulatory action of suspension s) or companies promoted by the nge having nationwide trading all not be promoter(s) or directors of compulsory delisted the applicability of consequences tracted or companies that are unt of non-compliance.	suspension of trading against the promoter(s) or companies promoted by the promoters by any stock Exchange having nationwide trading terminals.  2) The Promoter(s) or directors are not promoter(s) or directors (other than independent directors) of compulsory delisted companies by the Exchange and the applicability of consequences of compulsory delisting is attracted or companies that are suspended from trading on account of non-compliance.  3) Directors are not disqualified/debarred by any of the
8.	principal to the debenture/bon	t of payment of interest and/or d/fixed deposit holders by the ers/ promoting company(ies),	Regulatory Authority.  We confirm that there are no pending defaults in respect of payment of interest and/or principal to the



		) = 0 0 1 11 1
		debenture/bond/fixed deposit
		holders by the applicant
		company, promoters/
		promoting company(ies),
		Subsidiary Companies
9.	a) In case of name change within the last one year, at least 50%	The Issuer company was
	of the revenue calculated on a restated and consolidated basis	incorporated as Sattrix
	for the preceding 1 full financial year has been earned by it	Information Security private
	from the activity indicated by its new name.	limited on September 16, 2013.
	b) The activity suggesting name should have contributed to at	The name of the Issuer company
	least 50% of the revenue, calculated on a restated and	was changed from "Sattrix
	consolidated basis, for the preceding one full financial year.	Information Security private
	Note:	limited" to "Sattrix Information
	In case of change in name in last one year Auditor certificate with	Security Ltd." pursuant to a
	break-up of revenue to be submitted.	special resolution passed by the
		shareholders of the company at
		the Extra Ordinary General
		Meeting held on 30th October,
		2023. A fresh certificate of
		incorporation consequent upon
		change of name was issued on
		November 7, 2023 by the
		Registrar of Companies,
		Ahmedabad, Gujarat.

# Other Requirements

Sr. No.	Particulars Particulars	Details
1.	The Issuer has a website.	https://www.sattrix.com/
2.	100% of the Promoter's shareholding in the Company should	We confirm that 100% of the
	be in Dematerialised form.	Promoter's shareholding in the
		Company are in Dematerialised
		form
3.	The Issuer has entered into an agreement with both	We confirm that The Issuer has
	depositories	entered into an agreement with
		both depositories. Date of
		Agreement with NSDL is 10th
		August 2023. Date of Agreement
		with CDSL is 25th August 2023.
4.	There should not be any change in the promoters of the	We confirm that there are no
	company in preceding one year from date of filing the	changes in promoters of the
	application to BSE for listing under SME segment	Issuer company in preceding one
		year from date of filing the
		application to BSE for listing
		under SME segment
5.	The composition of the board should be in compliance with	We confirm that The composition
	the requirements of Companies Act, 2013 at the time of in-	of the board of the issuer
	principle approval.	company is in compliance with
		the requirements of Companies
		Act, 2013



		,	
6.	The Company has not been referred to NCLT under IBC.	We confirm that The Issuer	
		Company has not been referred	
		to NCLT under IBC	
7.	There is no winding up petition against the company, which	We confirm that There is no	
	has been admitted by the court.	winding up petition against the	
	·	Issuer company.	



## **SECTION XII - OTHER INFORMATION**

## **DECLARATION**

I hereby certify and declare that all relevant provisions of the Companies Act, 2013 and the rules, or guidelines, or regulations issued by the Government of India or the rules, or guidelines, or regulations 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 and no statement made in this Addendum is contrary to the provisions of the Companies Act, 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957, the Securities and Exchange Board of India Act, 1992, or the rules made or the guidelines or regulations issued thereunder, as the case may be. We further certify that all the statements made in this Addendum are true and correct

Signed by the Directors of our Company					
Sr.	Name	Designation	Signature		
No.					
1	Mr. Sachhin Kishorbhai Gajjaer	Promoter / Managing	Sd/-		
		Director			
2	Mrs. Ronak Sachin Gajjar	Promoter / CFO	Sd/-		
3	Mr. Aashish Hemantbhai Kashiparekh	Non-Executive	Sd/-		
		Independent Director			
4	Mr. Abhishek Madanlal Binaykia	Non-Executive	Sd/-		
		Independent Director			
5	Mr. Mayur Durgaing Rathod	Non-Executive Director	Sd/-		
Signed by the Chief Financial Officer and Company Secretary /Compliance Officer of Our					
Company					
6	Mrs. Ronak Sachin Gajjar	Chief Financial	Sd/-		
		Officer/Executive Director			
		Director			
7	Ms. Rina Kumari	Company Secretary	Sd/		
		and Compliance			
		Officer			

Date: 06/05/2024 Place: Ahmedabad