

Ref. no. : Ethos/Secretarial/2023-24/75

Dated: November 14, 2023

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
Mumbai - 400 051

Scrip Code : 543532

Trading symbol : ETHOSLTD

ISIN : INE04TZ01018

Subject : Report of the Monitoring Agency with respect to utilization of proceeds of the Initial Public Offering of Ethos Limited for the quarter ended September 30, 2023

Dear Sir/Ma'am

Greetings from Ethos.

Pursuant to Regulation 41(4) of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirement) Regulations, 2018 and Regulation 32 (6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Monitoring Agency Report with respect to utilization of proceeds of the Initial Public Offering of the Company for the quarter ended on September 30, 2023, issued by CRISIL Ratings Limited, Monitoring Agency.

We would request you to please take the same in your records and oblige.

Thanking you

Yours truly
For **Ethos Limited**



Anil Kumar
Company Secretary & Compliance Officer
Membership no. F8023

Encl. : as above

— **ETHOS LIMITED** —

Registered Office:
Plot No. 3, Sector III, Parwanoo,
Himachal Pradesh - 173220, India

Corporate Office:
Kamla Centre, S.C.O. 88-89, Sector 8-C,
Chandigarh - 160009, India

Head Office:
Global Gateway Towers A, 1st Floor, MG Road,
Sector 26, Gurugram, Haryana - 122002, India

**Monitoring Agency Report
for
Ethos Limited
for the quarter ended September 30,
2023**

CRL/MAR/ETHOSLO/2023-24/1053

November 14, 2023

To

Ethos Limited

Plot no. 3, Sector- III, Parwanoo,
Himachal Pradesh - 173220

Dear Sir,

**Monitoring Agency Report for the quarter ended September 30, 2023 - in relation to the Initial Public Offer
("IPO") of Ethos Limited ("the Company")**

Pursuant to Regulation 41 of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018 ("**ICDR Regulations**") and Monitoring Agency Agreement dated April 21, 2022, entered with the Company, we enclose herewith the Monitoring Agency Report, issued by CRISIL Ratings Limited, as per Schedule XI of the SEBI ICDR Regulations towards utilization of IPO proceeds for the quarter ended September 30, 2023.

Request you to kindly take the same on records.

Thanking you,

For and on behalf of CRISIL Ratings Limited



Sushant Sarode

Director, Ratings (LCG)

Report of the Monitoring Agency (MA)

Name of the issuer: Ethos Limited

For quarter ended: September 30, 2023

Name of the Monitoring Agency: CRISIL Ratings Limited

(a) Deviation from the objects: Not applicable

(b) Range of Deviation: Not applicable

Declaration:

We declare that this report provides an objective view of the utilization of the issue proceeds in relation to the objects of the issue based on the information provided by the Issuer and information obtained from sources believed by it to be accurate and reliable. The MA does not perform an audit and undertakes no independent verification of any information/ certifications/ statements it receives. This Report is not intended to create any legally binding obligations on the MA which accepts no responsibility, whatsoever, for loss or damage from the use of the said information. The views and opinions expressed herein do not constitute the opinion of MA to deal in any security of the Issuer in any manner whatsoever. Nothing mentioned in this report is intended to or should be construed as creating a fiduciary relationship between the MA and any issuer or between the agency and any user of this report. The MA and its affiliates also do not act as an expert as defined under Section 2(38) of the Companies Act, 2013.

The MA or its affiliates may have credit rating or other commercial transactions with the entity to which the report pertains and may receive separate compensation for its ratings and certain credit-related analyses. We confirm that we do not perceive any conflict of interest in such relationship/interest while monitoring and reporting the utilization of the issue proceeds by the issuer.

We have submitted the report herewith in line with the format prescribed by SEBI, capturing our comments, where applicable. There are certain sections of the report under the title "Comments of the Board of Directors", that shall be captured by the Issuer's Management / Audit Committee of the Board of Directors subsequent to the MA submitting their report to the issuer and before dissemination of the report through stock exchanges. These sections have not been reviewed by the MA, and the MA takes no responsibility for such comments of the issuer's Management/Board.

Signature: 

Name and designation of the Authorized Signatory: Sushant Sarode

Designation of Authorized person/Signing Authority: Director, Ratings (LCG)

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1) Issuer Details:

Name of the issuer:	Ethos Limited
Names of the promoter:	a. Yashovardhan Saboo b. KDDL Limited and c. Mahen Distribution Limited
Industry/sector to which it belongs:	Retailer - watches/watch accessories

2) Issue Details

Issue Period:	Wednesday, May 18, 2022, to Friday, May 20, 2022
Type of issue (public/rights):	Initial Public Offer (IPO)
Type of specified securities:	Equity Shares
IPO Grading, if any:	NA
Issue size:	Upto Rs 40,226 lakh Issue size comprises of fresh issuance - gross proceeds of Rs 37,500 lakh (net proceeds of Rs 33,968.39 lakh*) and an offer for sale of Rs 2,726 lakh

*CRISIL Ratings shall be monitoring the net proceeds (refer note 1)

3) Details of the arrangement made to ensure the monitoring of issue proceeds:

Particulars	Reply	Source of information / certifications considered by Monitoring Agency for preparation of report	Comments of the Monitoring Agency	Comments of the Board of Directors
Whether all utilization is as per the disclosures in the Offer Document?	Yes	Management undertaking, Independent Chartered Accountant Certificate^, Final Offer Document, Bank Statements	No Comments	No Comments
Whether shareholder approval has been obtained in case of material deviations from expenditures disclosed in the Offer Document?	NA		No Comments	No Comments
Whether the means of finance for the disclosed objects of the issue has changed?	No		No Comments	No Comments

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Particulars	Reply	Source information certifications considered by Monitoring Agency for preparation of report	Comments of the Monitoring Agency	Comments of the Board of Directors
Is there any major deviation observed over the earlier monitoring agency reports?	No	Management undertaking, Independent Chartered Accountant Certificate^	No Comments	No Comments
Whether all Government/statutory approvals related to the object(s) have been obtained?	NA		No Comments	No Comments
Whether all arrangements pertaining to technical assistance/collaboration are in operation?	NA		No Comments	No Comments
Are there any favorable events improving the viability of these object(s)?	No		No Comments	No Comments
Are there any unfavorable events affecting the viability of the object(s)?	No		No Comments	No Comments
Is there any other relevant information that may materially affect the decision making of the investors?	No		No Comments	No Comments

NA represents Not Applicable

^Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

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4) Details of object(s) to be monitored:

i. Cost of the object(s):

Sr. No.	Item Head	Source of information/certifications considered by MA for preparation of report	Original cost (as per the Offer Document) (Rs in lakh)	Revised Cost (Rs in lakh)	Comments of the MA	Comments of the Board of Directors		
						Reason of Cost revision	Proposed financing option	Particulars of firm arrangements made
1	Repayment or pre-payment, in full or in part, of all or certain borrowings availed by the Company	Independent Chartered Accountant Certificate [^] , Management undertaking, Final Offer Document, Bank Statements	2,989.09	NA	No Revision	No Comments		
2	Funding working capital requirements of the Company	Independent Chartered Accountant Certificate [^] , Management undertaking, Final Offer Document, Bank Statements	23,496.22	NA	No Revision	No Comments		
3	Financing the establishment of new stores and renovation of certain existing stores		3,327.28	NA	No Revision	No Comments		
4	Financing the upgradation of enterprise resource planning software		198.01	NA	No Revision	No Comments		
5	General Corporate Purposes (GCP) [#]		3,609.87	3,958.35	Refer note	No Comments		

[^]Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

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#The amount utilised for general corporate purposes does not exceed 25% (Rs 9,375 lakh) of the Gross Proceeds from the fresh Issue.

Note 1: The actual cost incurred by the Company towards offer related expenses is lower against the estimated cost disclosed in the final offer document. Hence, the surplus proceeds available from offer expenses is added to GCP during the quarter ended September 30, 2022, and March 31, 2023, in following manner:

Particulars	Amount (Rs in lakh)
Net proceeds as per prospectus	33,620.47
Add: Surplus from offer expenses added to GCP resulting in increase in net proceeds during the quarter ended September 30, 2022	347.92
Revised Net Proceeds as at the quarter ended September 30, 2022	33,968.39
Add: Surplus from offer expenses added to GCP resulting in increase in net proceeds during the quarter ended March 31, 2023	0.56
Revised Net Proceeds as at the quarter ended March 31, 2023	33,968.95
Revised GCP as at the quarter ended March 31, 2023	3,958.35

ii. Progress in the object(s):

Sr. No.	Item Head#	Source of information / certifications considered by Monitoring Agency for preparation of report	Amount as proposed in the Offer Document (Rs in lakh)	Amount utilized (Rs in lakh)			Total unutilized amount (Rs in lakh)	Comments of the Monitoring Agency	Comments of the Board of Directors	
				As at beginning of the quarter	During the quarter	At the end of the quarter			Reasons for idle funds	Proposed course of action
1	Repayment or pre-payment, in full or in part, of all or certain borrowings availed by the Company	Independent Chartered Accountant Certificate [^] , Management undertaking, Final Offer Document, Bank Statements	2,989.09	2,989.09	-	2,989.09	-	Entire amount was utilized during the quarter ended December 31, 2022	No Comments	
2	Funding working capital requirements of the Company		23,496.22	12,870.77	4,920.93**	17,791.70	5,704.52	No Comments	No Comments	

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Sr. No.	Item Head#	Source of information/certifications considered by Monitoring Agency for preparation of report	Amount as proposed in the Offer Document (Rs in lakh)	Amount utilized (Rs in lakh)			Total unutilized amount (Rs in lakh)	Comments of the Monitoring Agency	Comments of the Board of Directors	
				As at beginning of the quarter	During the quarter	At the end of the quarter			Reasons for idle funds	Proposed course of action
3	Financing the establishment of new stores and renovation of certain existing stores		3,327.28	552.42	36.26	588.68	2,738.60	No Comments	No Comments	
4	Financing the Upgradation of enterprise resource planning software	Independent Chartered Accountant Certificate^, Management Undertaking, Final Offer Document, Bank Statements	198.01	-	-	-	198.01	No proceeds were utilised towards this object during the reported quarter.	No Comments	
5	General Corporate Purposes (GCP)		3,958.35*	3,165.26	215.96	3,381.22	577.13	No Comments	No Comments	
	Total		33,968.95	19,577.54	5,173.15	24,750.69	9,218.26			

^Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

*Refer '4(i) - Cost of the object' note for GCP of the report above.

**Includes Rs 1,341.56 lakh received from PYLANIA SA (Switzerland) as refund of advance on account of cancellation of PO issued for supply of watches. The outward remittance as an advance was given to PYLANIA SA vide bank ORM reference no. 0506223AP0000021 on January 9, 2023, for Rs 1,341.56 lakh (CHF 15,00,000). Exchange gain due to currency fluctuations of Rs 56.48 lakh has been transferred from Monitory bank account (SBI- 41360651526) to the Company's current account and does not form a part of the net proceeds.

#Brief description of objects:

Object of the Issue	Description of objects as per the offer document filed by the issuer
Repayment or pre-payment, in full or in part, of all or certain borrowings availed by the Company	The Company has entered into various financing arrangements from time to time, with various lenders and includes inter alia term loans and working capital facilities. Repayment/ pre-payment of these borrowings will help reduce issuer's outstanding indebtedness and debt servicing costs as a cash outflow on account of debt payment would be reduced and enable utilisation of issuer's accruals for further investment in its business growth and expansion.
Funding working capital requirements of the Company	Issuer is engaged in the business of operating a chain of luxury watch boutiques. As a part of business, Issuer is required to buy watches, pay lease rent for the stores Issuer is operating in. With the expansion of business in both product segment and geographical segment (increase in new store), requires more inventory for the stores. All these factors may result in increase in the quantum of working capital requirements.
Financing the establishment of new stores and renovation of certain existing stores	Issuer currently operates 50 stores in 17 different cities in India and plans to add 13 new stores to its portfolio and renovation of 6 existing stores.
Financing the upgradation of enterprise resource planning software	Issuer intends to upgrade ERP software in its stores.
General Corporate Purposes (GCP)	The general corporate purposes for which the issuer proposes to utilise Net Proceeds include investments in subsidiary of the Company, other capital expenditure requirements including for refurbishment, working capital requirements, meeting exigencies and expenses incurred by issuer in the ordinary course of business, as may be applicable.

iii. Deployment of unutilised IPO proceeds^:

S. No.	Type of investment and name of the entity invested in	Amount invested (Rs in lakh)	Maturity Date	Return on Investment (%)	Earnings (Rs in lakh)	Market Value as at the end of quarter (Rs in lakh)*
1	J&K Bank- FD-370050320000036	500.00	21-Oct-23	7.30	35.48	535.48
2	J&K Bank- FD-370050320000037	500.00	21-Oct-23	7.30	35.48	535.48
3	J&K Bank- FD-370050320000038	500.00	21-Oct-23	7.30	35.48	535.48
4	J&K Bank- FD-370050320000039	500.00	21-Oct-23	7.30	35.48	535.48
5	IndusInd Bank- FD-300937818908	3,000.00	21-Oct-23	7.50	213.28	3,213.28
7	SBI- FD-41793138509	1,000.00	29-Mar-24	7.85	40.00	1,040.00
8	SBI- FD-41793136657	1,000.00	29-Mar-24	7.85	40.00	1,040.00
9	SBI- FD-41793135745	1,000.00	29-Mar-24	7.85	40.00	1,040.00
10	SBI- FD-42307324992	200.00	14-Oct-24	4.75	0.01	200.01
11	SBI- FD-41793137719	1,000.00	29-Mar-24	7.85	40.00	1,040.00
12	SBI MA Account-41360651526	18.26	N.A.	N.A.	N.A.	18.26
	Total	9,218.26			515.21	9,733.47

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*The market value of Fixed deposits includes the interest accrued.

^On the basis of the management undertaking and Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

iv. Delay in implementation of the object(s)^ -

Object(s)	Completion Date		Delay (no. of days/months)	Comments of the Board of Directors	
	As per the Offer Document	Actual		Reason of delay	Proposed course of Action
Not Applicable					

^On the basis of the management undertaking and Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

5) Details of utilization of proceeds stated as General Corporate Purpose (GCP) amount in the offer document^:

S. No.	Item head	Amount utilized during the reported quarter (Rs in lakh)	Comments
1	Capital Expenditure	215.96	<p>The funds utilised hereunder are approved by the Board of Directors in their meeting held on November 14, 2023.</p> <p>The funds are utilized as per details given hereunder: -</p> <ol style="list-style-type: none"> Rs 63.29 lakh - Capital expenditure incurred for renovation of store at locations as below: <ul style="list-style-type: none"> - Chennai for carpet - Ludhiana for civil work and lights - Gurgaon for Interior design fee, furniture, carpet, UPS, CCTV etc. Rs 152.67 lakh- Capital expenditure incurred for new store at locations as below: <ul style="list-style-type: none"> - Delhi for Computer system AIO - Indore for civil work - Raipur for furniture - Surat for civil work and Furniture - Mumbai for Interior design and lights etc. - Gurgaon for furniture

^ On the basis of the management undertaking and Certificate dated November 01, 2023, issued by M/s Sultaniya Umesh & Company (Firms' Registration No. 326973E), Independent Chartered Accountant

§The general corporate purposes for which Company proposes to utilise Net Proceeds include investments in subsidiary of Company, other capital expenditure requirements including for refurbishment, working capital requirements, meeting exigencies and expenses incurred by Company in the ordinary course of business, as may be applicable.

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The quantum of utilisation of funds towards each of the above purposes will be determined by Board of Directors of the Company, based on the amount actually available under this head and the business requirements of Company, from time to time. In addition to above, Company may utilise the net proceeds towards other purposes relating to its business which are considered expedient and as approved periodically by Board of Director of the Company, subject to compliance with necessary provisions of the Companies Act and in accordance with the stated objectives and business of the Company. Company's management shall have flexibility in utilising any surplus amount.

Source: Final Offer document dated May 25, 2022, of Ethos Limited.

Disclaimers:

- a) *This Report is prepared by CRISIL Ratings Limited (hereinafter referred to as "Monitoring Agency" / "MA" / "CRL"). The MA has taken utmost care to ensure accuracy and objectivity while developing this Report based on the information provided by the Issuer and information obtained from sources believed by it to be accurate and reliable. The views and opinions expressed herein do not constitute the opinion of MA to deal in any security of the Issuer in any manner whatsoever.*
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