This is an abridged prospectus containing salient features of the Prospectus. You are encouraged to read greater details available in the Prospectus.

# THE DOCUMENT CONSISTS OF FOUR PAGES OF APPLICATION FORM ALONG WITH INSTRUCTIONS AND SIX PAGES OF ABRIDGED PROSPECTUS. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.

You may obtain a physical copy of the Application form and the Prospectus from Stock Exchange, Registrar to the Issue, Share Transfer Agents, Depository Participants, Stock Brokers, Underwriters, Bankers to the Issue, Investors' Associations or Self Certified Syndicate Banks. You may also download the Prospectus from the websites of SEBI, Stock Exchange and Lead Manager; that is www.sebi.gov.in; www.bseindia.com and www.afsl.co.in



#### NIRMITEE ROBOTICS INDIA LIMITED

CIN: U74999MH2016PLC284731

Registered Office: C/o Manisha Sales, D 3/2, Hingna MIDC, Nagpur – 440028.

Tel No.: +91 9422881677; Email: info@nirmiteerobotics.com; Website: www.nirmiteerobotics.com
Contact Person: Mr. Apurv Hirde, Company Secretary and Compliance Officer.

#### PROMOTERS OF OUR COMPANY

Mr. Jay Prakash Motghare, Mr. Kartik Eknath Shende and Mr. Rajesh Narendra Admane

## ISSUE DETAILS, LISTING AND PROCEDURE

Public Issue of 1,75,200 Equity Shares of Rs 10 each ("Equity Shares") of Nirmitee Robotics India Limited ("NRIL" or the "Company") for cash at a price of Rs. 185 per share (the "Issue Price"), aggregating to Rs 324.12 lakhs ("the Issue"), of which 9,600 equity shares of Rs 10 each will be reserved for subscription by Market Maker to the Issue (the "Market Maker Reservation Portion"). The Issue less the Market Maker reservation portion i.e. Issue of 1,65,600 equity shares of Rs 10 each is hereinafter referred to as the "Net Issue". The Issue and the Net Issue will constitute 29.19% and 27.59%, respectively of the post issue paid up equity share capital of the Company.

# These Equity Shares are proposed to be listed on the BSE Start-up segment under SME Platform of BSE Limited.

This IPO being Fixed Price Issue, the price per Equity Share is been fixed at Rs 185 per share of Face value of Rs 10 each and the minimum application size is 600 Equity Shares and in multiple of 600 Equity Shares thereafter and for which Pre-Issue advertisement shall be advertised in all editions of Financial Express (a widely circulated English national newspaper) and all editions of Jansatta (Hindi) (a widely circulated Hindi national newspaper) and in Nagpur edition of Mahasagar (a widely circulated Marathi newspaper). For details about the "Basis for Issue Price", please refer page no. 62 of the Prospectus.

#### Procedure:

If you wish to know about processes and procedures applicable to public issues, you may request for a copy of the General Information Document from Lead Manager (LM) or download it from the websites of BSE at www.bseindia.com and the LM www.afsl.co.in

## **ELIGIBILITY FOR THE ISSUE**

Whether the company is compulsorily required to allot at least 75% of the Net Issue to public, to QIBs - No

This being an Issue under Chapter IX of SEBI (ICDR) Regulations, 2018. The Company is Eligible for the Issue in terms of Regulation 229(1) of SEBI (ICDR) Regulations, 2018.

INDICATIVE TIMETABLE						
Issue Opening Date		Initiation of Allotment / Refunds / Unblocking of Funds				
Issue Closing Date		Credit of Equity Shares to Demat accounts of Allotees				
Finalisation of Basis of Allotment with the Designated Stock Exchange	April 16, 2020	Commencement of trading of Equity Shares on the Stock Exchanges	April 21, 2020			

#### **GENERAL RISKS**

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Company and this Issue, including the risks involved. The Equity Shares have not been recommended or approved by the Securities and Exchange Board of India ("SEBI"), nor does SEBI guarantee the accuracy or adequacy of the contents of the Prospectus. Specific attention of the investors is invited to "Risk Factors" at page 18 of the Prospectus and on page 8 of this Abridged Prospectus.

#### PRICE INFORMATION OF LEAD MANAGER

PRICE INFORMATION OF ARYAMAN FINANCIAL SERVICES LIMITED						
Offer Name	Name of the Merchant	+/- % change in closing price, [+/- % change in closing benchmark]				
Oner Name	Banker	30 <sup>th</sup> calendar days from listing	90 <sup>th</sup> calendar days from listing	180 <sup>th</sup> calendar days from listing		
Valencia Nutrition Ltd	Aryaman Financial Services Limited	0.00% [1.15%]	N.A.	N.A.		
Vishwaraj Sugar Industries Ltd		10.38% [5.58%]	50.33% [8.71%]	N.A.		
Galactico Corporate Services Ltd		0.00% [6.48%]	6.96% [7.05%]	N.A.		
Shiv Aum Steels Ltd		0.57% [4.56%]	2.27% [7.89%]	N.A.		
Transpact Enterprises Ltd		4.62% [2.81%]	1.54% [11.48%]	3.85% [5.40%]		
Meera Industries Ltd <sup>(1)</sup>		-6.04% [-4.32%]	-17.78% [-1.25%]	-45.56% [5.18%]		
Roopshri Resorts Ltd		1.25% [0.41%]	1.25% [1.34%]	12.00% [-0.13%]		

<sup>1)</sup> Equity Shares of Meera Industries Limited was listed on May 15, 2017 on BSE Limited. Aryaman Financial Services Limited was appointed as lead manager for the Further Public Issue by the Company on BSE Limited pursuant to which its additional shares were listed on June 26, 2019.

#### **Notes:**

- a) Since the listing dates of Valencia Nutrition Limited was January 06, 2020, information related to closing price and benchmark index as on the 90th calendar day and 180th calendar day from the listing date is not available.
- b) Vishwaraj Sugar Industries Ltd, Galactico Corporate Services Limited and Shiv Aum Steels Limited was October 15, 2019, October 09, 2019, October 01, 2019 and September 05, 2019 respectively, information related to closing price and benchmark index as on the 180th calendar day from the listing date is not available.
- c) The respective Designated Stock Exchange for each Issue has been considered as the Benchmark index for each of the above Issues.
- d) In the event any day falls on a holiday, the price/index of the immediate preceding working day has been considered. If the stock was not traded on the said calendar days from the date of listing, the share price is taken of the immediately preceding trading day.
- e) Source: www.bseindia.com and www.nseindia.com BSE Sensex and Nifty Fifty as the Benchmark Indices.
- f) Disclosures subject to 7 recent issues (initial public offerings) in current financial year and two preceding financial years managed by the Merchant Bankers

	Aryaman Financial Services Limited
	60, Khatau Building, Gr. Floor, Alkesh Dinesh Modi Marg,
Names of Lead Manager and contact	Fort, Mumbai - 400 001, Maharashtra, India
details	<b>Tel. No.:</b> +91- 22 - 6216 6999;
(Telephone and Email ID)	Email: ipo@afsl.co.in; Website: www.afsl.co.in
	Investor Grievance Email: feedback@afsl.co.in
	Contact Person: Shweta Kothari / Hiral Motani
	Bigshare Services Private Limited
	1 <sup>st</sup> floor, Bharat Tin works Building, Opposite Vasant Oasis,
Name of Registrar to the Issue and contact	Marol Maroshi Road, Marol, Andheri (East), Mumbai - 400059
details	<b>Tel. No.:</b> +91 – 22 – 6263 8200;
(Telephone and Email ID)	<b>E-mail:</b> ipo@bigshareonline.com; Website: www.bigshareonline.com
	Investor Grievance Email: investor@bigshareonline.com
	Contact Person: Mr. Babu Raphael
Name of Statutory Auditor	M/s. Amit Gharlute & Co., Chartered Accountants.
Name of Credit Rating Agency and the	NA
rating or grading obtained, if any	
Name of Debenture trustee, if any	NA

**Self Certified Syndicate Banks:** The list of banks is available on the website of SEBI at https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes. which is updated from time to time

The list of SCSBs through which Applications can be submitted by RIIs using the UPI Mechanism, including details such as the eligible Mobile Apps and UPI handle which can be used for such Applications, is available on the website of the SEBI at https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=40

**Registered Brokers:** You can submit Application Forms in the Issue to Registered Brokers at the Broker Centres. The details of such Broker Centres, along with the names and contact details of the Registered Brokers are available on the website of the Stock Exchange (www.bseindia.com). For further details, see section titled "*Issue Procedure*" beginning at page 182 of the Prospectus.

Details regarding website address(es)/link(s) from which the investor can obtain list of registrar to Issue and share transfer agents and depository participants who can accept application from investor (as applicable): The details of the Designated Registrar and Share Transfer Agents Locations and Designated Collecting Depository Participant Locations, along with their names and contact details are available on the website of the Stock Exchange (www.bseindia.com) and updated from time to time.

## PROMOTERS OF OUR COMPANY

Mr. Jay Prakash Motghare, aged 39 years is the founder Promoter and also a Whole-time Director of our Company. He holds Bachelors of Arts from Nagpur University. He was previously associated with Progeon Limited, ADFC Private Limited, GE Money, Citi Corporation Limited. He later founded our Company to carry out the activities for providing HVAC (Heating, Ventilation and Air Conditioning) Duct Cleaning Service and also acquired Affiliate Membership of ISHARE (Indian Society of Heating, Refrigerating and Air Conditioning Engineers. Now as a Whole-time Director of our Company he has been guiding force behind the growth and business strategy of our Company. He is currently responsible for day to day business activities of our company with a special emphasis on Research & Development, Formulation of Strategies, Business Development and Customer Relationship Management.

**Mr. Kartik Eknath Shende**, aged 47 years is Co-Promoter and Non-Executive Director of our Company since July, 2017. He is an Undergraduate. He was engaged in Snacks Manufacturing and distribution venture. Currently he is a founding member and Director of our Group Company - Vithobha Industries Limited, a company engaged in dealing of personal care products. As a Promoter Director, he is responsible for formulating various strategies and providing guidance for its implementation in our Company.

Mr. Rajesh Narendra Admane, aged 50 years is Co-Promoter and Non-Executive Director of our Company since October, 2016. He holds Bachelor's in Science (Technology) with specialization in Petroleum Refining and Petrochemical Technology. He was previously associated with Central India Chemicals as Chief Chemist and later he formed a partnership firm named Mid India Chemicals for manufacturing Liquid Chlorine. He is also founding member and Executive Director of (a) Ozone Research and Applications (India) Private Limited, a company engaged in the manufacturing of Ozone generator systems for water treatment and (b) Omniscient Treatment Technologies Private Limited, a company engaged in manufacturing of Air and Water treatment machines. He is also actively engaged in Socio environment initiatives. He is currently responsible for providing guidance for Technical know-how in our Company.

None of our Group Companies are listed on any Stock Exchange as mentioned on page 116 of the Prospectus.

#### **BUSINESS MODEL / BUSINESS OVERVIEW AND STRATEGY**

#### **Business Overview:**

Our Company is a tech based company making robots using robotic technology, and we are engaged in providing HVAC Duct Cleaning and Ozone sterilization services with these robots. Our Company makes custom- made robots— operated by machines that clean the inside of HVAC Air Ducts—by scrubbing, polishing, sucking, scraping and removal of the accumulated contaminants like dust, debris, bacteria, mold and even dead pests and rodents and provides the Ozone treatment to the ducts from the inside and thus sanitizes it for many more months to come. Our Company has its own fleet of patented, duct cleaning robots, which are employed in its service to do the inspection, cleaning and post-cleaning operations. All these robots are fitted with an advanced controller mechanism and a high resolution camera.

Over time these HVAC Air Ducts accumulate the above mentioned contaminants and if left unclean, these contaminants clog the air ducts and circulate air borne diseases throughout the facility. With a professional management team and a culture of innovation, learning, quality and deep service orientation; we provide professional cleaning services to provide fresh clean air, so that the people can live a healthier life.

Our purpose-built, duct cleaning robots can clean the most difficult to reach corners in any air duct, and give super clean and healthy air, which is not possible by any other physical cleaning process. Bad Indoor Air Quality (IAQ) affects the health of the employees and other visitors and majority of one's time is spent breathing indoor air.

Our Company is equipped and experienced to handle all kinds of HVAC Air Duct Cleaning, no matter whatever the complexity is. We serve a broad range of industries e.g.- we offer service to offices, convention centers, hospitals, train and we specialize in Buildings that house Sensitive Equipment like Data Centers.

We have built in-house training and development programs for continuous training needs identification and delivery. Our training covers on-site rules and regulations, processes; soft skills, Hard Skills across housekeeping, maintenance, customer services and environment, Health and Safety, fire etc.

We are certified by ISO 9001:2015. This certification allows us to implement Quality Management System and operating successfully in various regions. We are also certified by NADCA as a regular member for conducting air duct cleaning business in accordance with the mandatory code of ethics.

#### **Our Strategy:**

The key elements of our business strategy are as follows:

- Growing awareness among public and increasing our reach
- Further Investing in technology/ Research and development
- Operation Excellence
- Continue to focus on providing quality service

#### BOARD OF DIRECTORS

Sr. No.	Name	Designation	Experience including current/past position held in other firms
1.	Mr. Jay Prakash Motghare	Whole-time Director	For details please refer to page no. 5 of this Abridged Prospectus.
2.	Mr. Kartik Eknath Shende	Non Executive Director	For details please refer to page no. 5 of this Abridged Prospectus.
3.	Mr. Rajesh Narendra Admane	Non Executive Director	For details please refer to page no. 5 of this Abridged Prospectus.
4.	Ms. Mrunalini Chintamani Damle	Non Executive Director	She is Associate member of ICAI. She was previously associated with M/s Manisha Sales and currently is a Partner at M/s. A. M, Dabke & Associates, Chartered Accountants. She is currently responsible for guiding our Accounts and Finance Department.
5.	Mr. Manish Tarachan Pande	Non Executive Independent Director	He holds a B.com degree awarded by Nagpur University and is an Associate member of Institute of Company Secretaries of India. His previous associations include N.V Jain & Associates, Practicing Company Secretary; PVS Corporate Services and Midwest Gold Limited
6.	Pradeep Prakash Thadani	Non Executive Independent Director	He holds Degree of Bachelors in Engineering (Production). He was previously associated with Indiabulls Securities Limited, Dawnay Day AV Securities Private Limited and HDFC Bank, Axis Bank. He is currently the Promoter and Director of Psquare Money Private Limited.

## **OBJECTS OF THE ISSUE**

The Objects of the Net Issue is to raise funds for:

- (a) Redemption of Preference Shares
- (b) Security Deposit towards acquisition of Registered Office, R & D facility & assembling unit
- (c) General Corporate Purpose

The details of the proceeds of the Issue are set forth in the table below:

(Rs. in lakhs)

Sr. No.	Particulars Particulars	Amount	
1	Gross Proceeds from the Issue	324.12	
2	Less: Issue related Expenses	41.02	
	Net Proceeds from the Issue	283.10	

The fund requirements for each of the object of the Net Issue are stated as below:

(Rs. in lakhs)

Sr. No.	Objects of the Issue	Total Funds Required	Amount Deployed till Date	Amount to be financed from Net Proceeds of Issue	Estimated Net Proceeds Utilization in FY 2020- 21
1	Redemption of Preference Shares	175.00	Nil	175.00	175.00
2	Security Deposit towards acquisition of Registered Office, R & D facility & assembling unit		Nil	100.00	100.00
3	General Corporate Purpose	8.10	Nil	8.10	8.10
	Total	283.10	Nil	283.10	283.10

Details and reasons for non-deployment or delay in deployment of proceeds or changes in utilization of issue proceeds of past public issues/rights issues, if any, of the Company in the preceding 10 years – Not Applicable

Name of monitoring agency, if any - Not Applicable

Terms of Issuance of Convertible Security, if any - Not Applicable

# **Shareholding Pattern**

Sr. No.	Particulars	Pre Issue Number of Shares	% holding of Pre- Issue	Post Issue Number of Shares*	% holding of Post- Issue
1.	Promoter and Promoter Group	4,24,998	100.00%	4,24,998	70.81%
2.	Public	0	0.00%	1,75,200	29.19%
	Total	4,24,998	100.00%	6,00,198	100.00%

<sup>\*</sup>Assuming full subscription in the Issue.

## RESTATED AUDITED FINANCIALS

(Rs in lakhs)

D (1)	For the period ended	For the	rch 31,	
Particulars	September 30, 2019*	2019	2018	2017
Restated Net Profit as per P&L Account	2.63	20.73	2.16	0.53
Actual Number of Equity Shares outstanding at the end of the period/ year	15,000	15,000	15,000	10,000
Equivalent Weighted Average number of Equity Shares at the end of the period/ year	2,41,612	2,41,612	2,02,998	1,61,075
Equity Share Capital	1.50	1.50	1.50	1.00
Preference Share Capital	175.00	175.00	25.00	-
Reserves & Surplus	26.05	23.43	2.69	0.53
Less: Miscellaneous Expense written off	1.20	1.44	1.93	-
Net Worth	201.35	198.48	27.27	1.53
Earnings Per Share (EPS)				
Basic and Diluted Earnings Per Equity Share (EPS)	1.09	8.58	1.07	0.33
Return on Net worth (%)	1.31%	10.45%	7.94%	34.53%
Net Assets Value per Equity Share	175.67	156.54	15.10	15.27
Nominal Value per Equity share (Rs)	10.00	10.00	10.00	10.00

<sup>\*</sup> Not Annualised

As on September 30, 2019 the Company's paid up equity capital consist of 15,000 number of fully paid up equity shares of face value of Rs 10/- each. Our Company has after September 30, 2019 allotted an aggregate of 2,10,000 equity shares of Rs 10

each as bonus issue and 1,99,998 equity shares of Rs 10/- each on right basis. Considering the above allotments, the pre-issue NAV as on date of this Prospectus should be read as Rs 10.91 per share, after adjusting for these events.

## INTERNAL RISK FACTORS

Below are the top 10 Risk Factors as per the Prospectus:

- 1. Our Directors and Group Companies are parties to certain legal proceedings. Any adverse decision in such proceedings may have a material adverse effect on our business, results of operations and financial condition.
- 2. We may not be able to qualify for, compete and win contracts, which could adversely affect our business and results of operations.
- 3. Some of our contracts are with the Government of India or government agencies and we may face certain inherent risks associated with government contracts.
- 4. We rely upon third-party for fabrication of the robots designed by us for providing the services. Our ability to fabricate the final design drafted by us is largely dependent on these fabricators.
- 5. Liquidated damages for time overrun in execution of the contract may adversely affect our business, prospects, results of operations and financial condition
- 6. The cleaning solutions provided by us are customer specific and cannot be used for multiple customers.
- 7. An inability to accurately anticipate the cost and complexity of performing work on any fixed price contract undertaken by us may adversely affect our results of operations.
- 8. The IPO Proceeds will be used to pay an interest free refundable security deposit to our promoters group who is the leasehold owner of the premises which houses our Registered Office, R&D Facility and assembling unit.
- 9. Our management will have broad discretion in how we apply the Net Proceeds, including interim use of the Net Proceeds, and there is no assurance that the objects of the Issue will be achieved within the time frame expected or at all, or that the deployment of the Net Proceeds in the manner intended by us will result in any increase in the value of your investment. Further, the funding plan has not been appraised by any bank or financial institution and is not subject to any monitoring by any independent agency. Our Company's management will have flexibility in utilizing the Net Proceeds from the Issue. Any variation in the utilization of our Net Proceeds as disclosed in this Prospectus would be subject to certain compliance requirements, including prior shareholders' approval.
- 10. Our Company has during the preceding one year from the date of this Prospectus have allotted Equity Shares at a price which is lower than the Issue Price.

## SUMMARY OF OUTSTANDING LITIGATIONS, CLAIMS AND REGULATORY ACTION

- **A.** Total number of outstanding litigations against our Company and the amount involved: There are no outstanding litigations filed against us and hence no amount is involved.
- **B.** Brief details of top 5 material outstanding litigations against our Company and amount involved: There are no outstanding litigations filed against us and hence no amount is involved.
- C. No regulatory or disciplinary action has been taken by SEBI or stock exchanges against the Promoters/ Group Companies in last 5 financial years.
- **D.** Brief details of outstanding criminal proceedings against our Promoter: There is no outstanding criminal proceedings against our Promoter

#### ANY OTHER IMPORTANT INFORMATION AS PER LEAD MANAGER / COMPANY - NIL

#### **DECLARATION BY THE COMPANY**

We, hereby declare that, all the relevant provisions of the Companies Act, 1956, Companies Act, 2013 (to the extent notified) and the guidelines issued by the Government of India or the regulations or guidelines issued by the Securities and Exchange Board of India, as the case may be, have been complied with and no statement made in the Prospectus is contrary to the provisions of the Companies Act, 1956, Companies Act, 2013 (to the extent notified), the Securities and Exchange Board of India Act, 1992, each as amended or rules made there under or guidelines / regulations issued, as the case may be. We further certify that all the disclosures and statements made in the Prospectus are true and correct.