This is an abridged prospectus containing salient features of the Red Herring Prospectus dated March 18, 2024 (the "RHP"). You are encouraged to read greater details available in the RHP (Download link: <u>https://www.aspireinnovate.in/docs/IPO/RedHerringProspectus.pdf</u>). Unless otherwise specified all capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

THIS ABRIDGED PROSPECTUS CONSISTS OF EIGHT PAGES. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.



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ASPIRE & INNOVATIVE ADVERTISING LIMITED

CIN: U52601DL2017PLC321445; Date of Incorporation: July 31, 2017

Registered Office	Corporate Office	Contact Person	Email and Telephone	Website
C-4 Baldev Park, Shahdara,	Plot No. 52, Sector-44,	Rakesh	E-mail:	www.aspireinnovate.in
East Delhi -110051, Delhi,	Gurugram- 122003, Haryana,	Company Secretary &	<u>cs@aspireinnovate.in</u>	
India	India	Compliance Officer	Tel No: +91-124-2213055	

NITESH AGARWALLA AND RINKU AGARWALLA

Details of Offer to Public

Promoters of the Company

Type of Issue	Fresh Issue Size	OFS Size (by	Total Issue	Issue Under		Share Reservation		
(Fresh/OFS/ Fresh & OFS)	(by no. of shares or by amount in ₹)	no. of shares or by amount in ₹)	Size (by no. of shares or by amount in ₹)	6(1)/ 6(2)	QIB	NII	RII	Market Maker
Fresh Issue	Upto 40,68,000 Equity shares	Nil	Upto 40,68,000 Equity Shares	This issue is being made in terms of regulation 229(2) and 253(1) of Chapter IX of the SEBI (ICDR) Regulations, 2018 as amended.	Not more than 19,30,000 equity shares	At least 5,80,000 equity shares	At least 13,54,000 Equity Shares	Upto 2,04,000 Equity shares

These equity shares are proposed to be listed on NSE Emerge (i.e. SME platform of NSE).

OFS: Offer for Sale

Details of OFS by Promoter(s)/ Promoter Group/ Other Selling Shareholders

Name	Туре	No of Shares offered/ Amount in ₹	WACA inRs. per Equity	Name	Туре	No of Shares offered/ Amount in ₹	WACA in Rs. per Equity	
NOT APPLICABLE AS THE ENTIRE ISSUE CONSTITUTES FRESH ISSUE OF EQUITY SHARES								

Price Band, Minimum Bid Lot & Indicative Timelines

The Dana, wh	The Dana, Minimum Dia Lot & Indeative Timelines						
Price Band*	For details of price band, minimum bid lot size, please refer to price band						
Minimum Bid Lot Size	advertisement to be published in all editions of English National Newspaper						
	"Business Standard", all editions of Hindi National Newspaper "Business						
	Standard" and Delhi edition of "Pratah Kiran (Hindi)"						
Bid/Offer Open On**	Tuesday, March 26, 2024						
Bid/ Offer Closes On	Thursday, March 28, 2024						
Finalisation of Basis of Allotment (T+1)	On or about Monday, April 01, 2024						
Initiation of Refunds (T+2)	On or about Tuesday, April 02, 2024						
Credit of Equity Shares to Demat accounts of Allottees	On or about Tuesday, April 02, 2024						
(T+2)							
Commencement of trading of Equity Shares (T+3)	On or about Wednesday, April 03, 2024						

*For details of price band and basis of issue price, please refer to price band advertisement and page 79 of the RHP.

**Our Company may, in consultation with the BRLM, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bidding Date shall be one Working Day prior to the Bid/Issue Opening Date i.e., Friday, March 22, 2024

The Weighted average cost of acquisition of all Equity Shares transacted in the last one year, last eighteen months and three years from the date of RHP is as given below:

Period	Weighted Average Cost of Acquisition (in ₹)	Upper end of the Price Band (₹ 54 is 'X" times the weighted Average cost of Acquisition	Range of acquisition price: Lowest Price – Highest Price (in ₹)	
Last 1 year	0.30	180.00	0-20	
Last 18 months	0.29	186.21	0-20	
Last 3 years	0.81	66.67	0-61.44	

The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933 (the "U.S. Securities Act") or any state securities laws in the United States, and unless so registered, and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold outside the United States in 'offshore transactions' in reliance on Regulation S and the applicable laws of each jurisdictions where such offers and sales are made. There will be no public offering of the Equity Shares in the United States.

RISKS IN RELATION TO THE FIRST ISSUE

The face value of the Equity Shares is Rs. 10/- per equity share. The Floor Price, Cap Price and Offer Price determined by our Company, in consultation with the BRLM, on the basis of the assessment of market demand for the Equity Shares by way of the Book Building Process, as stated under "*Basis for Issue Price*" beginning on page 79 of the RHP should not be considered to be indicative of the market price of the Equity Shares after listing. No assurance can be given regarding frequency of trading in the Equity Shares nor regarding the price at which the Equity Shares will be traded after listing.

GENERAL RISKS

Investment in equity & 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 Issuer 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 RHP. Specified attention of the investors is invited to the section titled "*Risk Factors*" beginning on page 25 of the Red Herring Prospectus and on page 07 of this Abridged Prospectus.

PROCEDURE

You may obtain a physical copy of the Bid-cum-Application Form and the RHP from the stock exchange, syndicate members, registrar to the issue, share transfer agents, depository participants, stock brokers, underwriters, bankers to the issue, investors' associations or Self Certified Syndicate Banks.

If you wish to know about processes and procedures applicable to this issue, you may request for a copy of the RHP and/or the General Information Document (GID) from the BRLMs or download it from the website of the Stock Exchange i.e. <u>https://www.nseindia.com/</u> <u>companies-listing/corporate-filings-offer-documents#sme_offer</u> and the BRLM at <u>www.hemsecurities.com</u>

	PRICE INFORMATION OF BRLM's* (SME IPO)								
Sr. No.	Issue name	Name of Merchant Banker	+/-% change in closing price, [+/- % change in closing benchmark]- 30 th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 90 th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 180 th calendar days from listing				
1.	Siyaram Recyling Industries Limited		124.07% [-0.70%]	N.A.	N.A.				
2.	Shanti Spintex Limited	Hem	9.19% [-0.13%]	N.A.	N.A.				
3.	Shri Balaji Valve Components Limited	Securities Limited	129.25% [1.56%]	N.A.	N.A.				
4.	New Swan Multitech Limited		44.47% [2.14%]	N.A.	N.A.				

	PRICE INFORMATION OF BRLM's* (SME IPO)									
Sr. No.	Issue name Name of Merchant Banker		+/-% change in closing price, [+/- % change in closing benchmark]- 30 th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 90 th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 180 th calendar days from listing					
5.	Harshdeep Hortico Limited		5.33% [3.28%]	N.A.	N.A.					
6.	Megatherm Induction Limited		168.89% [3.23%]	N.A.	N.A.					
7.	Sona Machinery Limited		N.A.	N.A.	N.A.					

* Disclosures subject to recent 7 issues (initial public offerings) in current financial year and two preceding financial years managed by each Merchant Banker with common issues disclosed once.

Name of BRLM and contact details (telephone and	Hem Securities Limited
email id) of each BRLM	Address: 904, A Wing, Naman Midtown, Senapati Bapat Marg, Elphinstone
	Road, Lower Parel, Mumbai-400013, Maharashtra, India
	Tel No.: +91-22-4906 0000
	Email: ib@hemsecurities.com
	Contact Person: Ajay Jain
Name of Syndicate Members	Hem Finlease Private Limited
	Address: 203, Jaipur Tower, M. I. Road, Jaipur-302001, Rajasthan, India.
	Tel No.: +91-141-4051000
	Email Id: <u>ib@hemsecurities.com</u>
	Website: www.hemsecurities.com
	Contact Person: Ashok Soni
	SEBI Registration Number: INZ000167734
Name of Market Maker	Hem Finlease Private Limited
	Address: 203, Jaipur Tower, M I Road, Jaipur, Rajasthan 302001, India
	Telephone: +91-141-4051000
	Email: <u>ib@hemsecurities.com</u>
	Website: www.hemsecurities.com
	Contact Person: Ashok Soni
	SEBI Registration Number: INZ000168034
	Market Maker Registration No.: SMEREG2020090906741
Name of Registrar to the Issue and contact details	Bigshare Services Private Limited
(telephone and email id)	Address: S6-2, 6 th Floor, Pinnacle Business Park, Next to Ahura Centre, Mahakali Caves Road, Andheri (East) Mumbai – 400093, Maharashtra, India.
	Telephone: +91 22 6263 8200;
	Fax No.: +91 22 6263 8299
	Email: ipo@bigshareonline.com
	Investor Grievance Email: investor@bigshareonline.com
	Website: www.bigshareonline.com
	Contact Person: Babu Rapheal C.
	SEBI Registration Number: MB/INR000001385
	CIN: U99999MH1994PTC076534
Name of Statutory Auditor	M/s. S I G M A C & Co., Chartered Accountants (FRN: 116351W)
Name of Credit Rating Agency and the rating or grading obtained, if any	Not Applicable

Name of Debenture trustee, if any.	Not Applicable
Self-Certified Syndicate Banks	The list of banks is available on <u>https://www.sebi.gov.in/sebiweb/other/</u> OtherAction.do?doRecognisedFpi=yes&intmId=35;
Non-Syndicate Registered Brokers	You can submit Bid cum Application Forms in the Issue to Non-Syndicate Registered Brokers at the Non-Syndicate Broker Centres. For further details, see section titled "Issue Procedure" beginning at page 235 of the RHP
Details regarding website address(es)/link(s) from which the investor can obtain list of registrar to issue and share transfer agents, depository participants and stock brokers who can accept application from investor (as applicable)	https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes

	PROMOTERS OF THE ISSUER COMPANY					
Sr. No.	Name	Individual/ Corporate	Experience & Educational Qualification			
1	Nitesh Agarwalla	Individual	He is Promoter and Chairman & Managing Director of our Company. He has been on the Board of Directors of the Company since 2019. He has completed his Post Graduate Diploma in Business Administration from Icfaian Business School in 2002. He has an overall work experience of approx. 21 years in the field of sales and marketing. He looks after the overall business operations of the Company under his guidance, our Company has witnessed continuous growth.			
2	Rinku Agarwalla	Individual	She is Promoter and Whole Time Director & Chief Financial Officer of our Company. She has been on the Board of Directors of the Company since 2021. She has completed her Bachelor of Commerce from Vinoba Bhave University, Hazaribag in 2003. She has a work experience of more than 9 years in the field of finance. She is responsible for the finance and accounting functions of the Company.			

BUSINESS OVERVIEW AND STRATEGY

Company Overview: We are engaged in the business of trading of wide range of consumer durables like kitchen appliances, home appliances, white goods, mobile phones and its accessories, solar products etc. of multiple renowned brands such as Bajaj, Prestige, Vivo, Samsung, Crompton, Whirlpool, Hindware, Havells and many more. Our range of products are offered at different price points to meet diverse customer requirements across India along with delivery of products mainly in the rural and semi urban areas. We provide one platform that bring multiple brands under one umbrella so as to fulfil the requirements of the customer thus, improving their lifestyles.

Product/Services offerings: Our Company provides diverse product portfolio across various segments of consumer durables like kitchen appliances, home appliances, mobile and accessories, solar products. We deal in a wide range of products, which enables us to cater widespread customer base with diversified requirements across India and expanding our reach to the rural and semi urban areas where there are very few selling channels.

Geographies Served: Our Company has diversified revenue from multiple geographical locations across India covering the backward and rural and semi urban areas. For the period and financial year ended September 30, 2023, March 31, 2023, March 31, 2022 & March 31, 2021 respectively, we have generated around 87.80%, 91.70%, 89.49% and 87.04% of our total revenue from sales in top 10 geographical regions in India.

Key Performance Indicators:

(₹ In Lakhs except percentages and ratios)

Kay Financial Darformanaa	A	As of and for the year/period ended						
Key Financial Performance	September 30, 2023*	FY 2022-23	FY 2021-22	FY 2020-21				
Revenue from Operations ⁽¹⁾	17,657.84	34,571.78	25,537.66	10,811.96				
EBITDA ⁽²⁾	535.66	730.04	644.53	319.14				
EBITDA Margin(%) ⁽³⁾	3.03%	2.11%	2.52%	2.95%				
PAT ⁽⁴⁾	393.28	530.85	437.36	227.75				
PAT Margin(%) ⁽⁵⁾	2.23%	1.54%	1.71%	2.11%				
RoE(%) ⁽⁶⁾	22.50%	41.29%	56.75%	55.94%				
RoCE (%) ⁽⁷⁾	18.59%	30.79%	55.45%	55.98%				

* Not Annualised

Notes:

⁽¹⁾ Revenue from operation means revenue from sales and other operating revenues

⁽²⁾ EBITDA is calculated as Profit before tax + Depreciation + Interest Expenses - Other Income

⁽³⁾ 'EBITDA Margin' is calculated as EBITDA divided by Revenue from Operations

⁽⁴⁾ PAT is calculated as Profit before tax – Tax Expenses

⁽⁵⁾ 'PAT Margin' is calculated as PAT for the year divided by revenue from operations.

⁽⁶⁾ Return on Equity is ratio of Profit after Tax and Average Shareholder Equity

⁽⁷⁾ Return on Capital Employed is calculated as EBIT divided by capital employed, which is defined as shareholders' equity plus total borrowings {current & non-current}.

Industries Served: We are engaged in the business of trading of wide range of consumer durables like kitchen appliances, home appliances, white goods, mobile phones and its accessories, solar products etc. of multiple renowned brands such as Bajaj, Prestige, Vivo, Samsung, Crompton, Whirlpool, Hindware, Havells and many more.

Revenue segmentation in terms of top 5 clients – We depend on certain intermediaries including MFIs, NBFCS & others, who have contributed to a substantial portion of our total revenues. Our top 5 intermediaries accounted, cumulatively, for 91.22%, 83.03%, 73.87% and 81.52% of our revenue from operations for the six months' period ended on September 30, 2023 and in Fiscals 2023, 2022 and 2021 respectively.

Intellectual Property, if any:

S. No.	Brand name/ Logo Trademark/ Copyright	Class	TM Category	Owner	Trademark Number/ Application No.	Issuing Authority	Date of Application	Status
1.	ASPIRE CLASSICO	21	Word Mark	Aspire & Innovative Advertising Private Limited	TM No. 5832796	Registrar of Trademark	March 03, 2023	Registered
2.	Aspire & Inpovative	35	Device	Aspire & Innovative Advertising Limited		Registrar of Trademark	December 17, 2023	Objected

Market Share: Not ascertainable

Manufacturing plant, if any: Nil

Employee Strength: As on November 30, 2023, our company has employed 49 permanent full-time employees including managerial personnel.

	BOARD OF DIRECTORS						
Sr. No.	Name	Designation (Independent / Whole time / Executive / Nominee)	Experience & Educational Qualification	Other Directorships			
1	Nitesh Agarwalla	Chairman & Managing Director	Experience: 21 Years Qualification: Post Graduate Diploma in Business Administration (PGDBA)	 Indian Company: Boatman Advisers Private Limited Foreign Company: Nil 			
2	Rinku Agarwalla	Whole Time Director & Chief Financial Officer	Experience: more than 9 Years Qualification: Bachelor in Commerce	 Indian Company: Boatman Advisers Private Limited Foreign Company: Nil 			
3	Ajit Kumar	Non-Executive Director	Experience: 19 years Qualification: Bachelor of Commerce	Indian Company: Nil Foreign Company: Nil			
4	Gaurav Maheshwari	Independent Director	Experience: 11 years Qualification: Chartered Accountant	 Indian Company: Amkay Products Limited New Swan Multitech Limited Enfuse Solution Limited Foreign Company: Nil 			
5	Ankit Rathi	Independent Director	Experience: 8 years Qualification: Chartered Accountant	 Indian Companies: Seren Capital Private Limited Megatherm Induction Limited Macfos Limited Foreign Companies: Nil 			

For further details in relation to our Board of Directors, see "Our Management" beginning on page 124 of the Red Herring Prospectus.

OBJECTS OF THE ISSUE

Details of means of finance – The fund requirements for each of the objects of the Issue are stated as follows:

(₹ In lakhs)

Sr. No.	Objects of the Issue	Total estimate	Amount deployed till date	Amount to be financed from Net Proceeds	Estimated Net Proceeds Utilization	
		cost			FY 2024-25	FY 2025-26
1.	To meet Working Capital requirements	900.00	-	900.00	900.00	-
2.	To finance the cost of establishing new warehouses	495.04	-	495.04	305.76	189.28
3.	General Corporate Purpose.	[•]	-	[•]	[•]	[•]
	Total Net Proceeds	[•]	[•]	[•]	[•]	[•]

Details and reasons for non-deployment or delay in deployment of proceeds or changes in utilization of issue proceeds of past public issues / rights issue, if any, of the Company in the preceding 10 years: Nil

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
1.	Promoters and Promoter Group	1,09,81,674	98.84%
2.	Public	1,28,326	1.16%
	Total	1,11,10,000	100.00%

Number/amount of equity shares proposed to be sold by selling shareholders, if any. - Not Applicable

8 ASPIRE & INNOVATIVE ADVERTISING LIMITED

RESTATED FINANCIALS STATEMENT

(*₹* In Lakhs except percentages and ratios)

PARTICULARS	As at the Period/ Year ended				
FARTICULARS	September 30, 2023	March 31, 2023	March 31, 2022	March 31, 2021	
Total income from operations (Net)	17,657.84	34,571.78	25,537.66	10,811.96	
Net Profit/(Loss) before tax and extra ordinary items	537.80	720.04	613.33	320.79	
Net Profit / (Loss) after tax and extraordinary items	393.28	530.85	437.36	227.75	
Equity Share Capital	1,111.00	111.10	111.10	1.00	
Reserves and Surplus	833.53	1,440.15	909.29	519.98	
Net worth	1,944.53	1,551.25	1,020.39	520.98	
Basic/Diluted earnings per share (₹)	3.54	4.78	3.95	2.25	
Return on net worth (%)	20.22%	34.22%	42.86%	43.72%	
NAV per Equity Shares (Based on Actual Number of Shares) (₹)	17.50	139.63	91.84	5,209.80	
NAV per Equity Shares (Based on Weighted Average Number of Shares) (₹)	17.50	13.96	9.22	5.16	

INTERNAL RISK FACTORS:

The below mentioned risks are top 10 risk factors as per the RHP.

- 1) We are dependent upon third parties for trading and supply of all of the products we sell, with whom we may not have long term contracts or exclusive supply arrangements. Any delay or failure on the part of such vendors to deliver products, may adversely affect our business, profitability and reputation.
- 2) Our historical performance is not indicative of our future growth or financial results and we may not be able to sustain our historical growth rates.
- 3) Our future growth is dependent upon our ability to identify and maintain new products, technologies and customers that achieve market acceptance with acceptable margins.
- 4) We do not own the registered office and corporate office from which we carry out our business activities. In case of nonrenewal of rent agreements or dispute in relation to use of the said premise, our business and results of operations can be adversely affected.
- 5) We are yet to identify the exact locations for the setting up warehouses to which we intend to utilize the amount from Net Proceeds.
- 6) Dependence upon third party for transportation and warehousing services for supply and transportation of our products are subject to various uncertainties and risks, and delays in delivery may result in rejection of products by customer. If warehousing lease agreements are not renewed/inadequately executed, our operations may be affected adversely.
- 7) We are highly dependent on certain key intermediaries like NBFCs, NBFC-MFIs etc. for selling of our products to our customers and generate substantial portion of our revenues. Loss of relationship with any of these intermediaries may have a material adverse effect on our profitability and results of operations.
- 8) A significant portion of our revenue is generated from sales of our top five products. The loss of customers who purchase these products, or a significant reduction in the production and sales of, or demand for said products may adversely affect our business, financial condition, results of operations and prospects.
- 9) The restated financial statements have been provided by peer reviewed chartered accountants who is not statutory auditor of our Company.
- 10) We may be subject to risks associated with product warranty for the brand products.

For further details on "Risk Factors" please refer page 25 of the Red Herring Prospectus.

SUMMARY OF OUTSTANDING LITIGATIONS, CLAIMS AND REGULATORY ACTION

A. Total number of outstanding litigations against the company and amount involved:

Name of Entity	Criminal Proceedings	Tax Proceedings	Action by Statutory and Regulatory Authorities	Disciplinary actions by the SEBI or Stock Exchanges against our Promoters	Material Civil Litigation	Aggregate amount involved (in ₹ Lakhs)
Company						
By Company	-	-	-	-	-	-
Against Company	-	-	-	-	-	-
Directors						
By Director	-	-	-	-	-	-
Against Director	-	-	-	-	-	-
Promoters						
By Promoter	-	-	-	-	-	-
Against Promoter	-	-	-	-	-	-

B. Brief details of top 5 material outstanding litigations against the Company and amount involved: Nil

C. Regulatory Action, if any - disciplinary action taken by SEBI or stock exchanges against the Promoters in last 5 financial years including outstanding action, if any - Nil

D. Brief details of outstanding criminal proceedings against Promoters - Nil

For further details on "Outstanding Litigations And Material Developments" please refer page 202 of the Red Herring Prospectus.

ANY OTHER IMPORTANT INFORMATION AS PER BRLM / ISSUER COMPANY - NIL

DECLARATION BY THE COMPANY

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