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The KPIs of our Company have been disclosed in the sections titled **“Our Business”** and **“Management’s Discussion and Analysis of Financial Condition and Results of Operations – Key Performance Indicators”** on page no 123 and 184 respectively. We have described and defined the KPIs, as applicable, in **“Definitions and Abbreviations”** on page no. 6.

Our Company confirms that it shall continue to disclose all the KPIs included in this section on a periodic basis, at least once in a year (or any lesser period as determined by the Board of our Company), for a duration of one year after the date of listing of the Equity Shares on the Stock Exchange or till the complete utilization of the proceeds of the Fresh Issue as per the disclosure made in the Objects of the Offer Section, whichever is later or for such other duration as may be required under the SEBI ICDR Regulations. Further, the ongoing KPIs will continue to be certified by a member of an expert body as required under the SEBI ICDR Regulations.

Set forth below are KPIs which have been used historically by our Company to understand and analyse the business performance, which in result, help us in analyzing the growth of various verticals of the Company that have a bearing for arriving at the Basis for the Issue Price.

Financials KPIs of our Company

(Amount in lakhs, except for percentage)

Particulars	For the period ended on		
	March 31, 2026	March 31, 2025	March 31, 2024
Revenue from Operations ⁽ⁱ⁾	6,203.63	4,539.50	4,508.05
Revenue CAGR (%) ⁽ⁱⁱ⁾		11.23%	
Total Income ⁽ⁱⁱⁱ⁾	6,221.34	4,574.56	4,540.71
EBITDA ^(iv)	1,249.20	526.67	267.58
EBITDA Margin (%) ^(v)	20.14%	11.60%	5.94%
EBITDA CAGR (%) ^(vi)		67.13%	
EBIT ^(vii)	1,207.55	490.06	256.70
ROCE (%) ^(viii)	67.22%	45.18%	37.61%
Current Ratio (Times) ^(ix)	1.97	1.82	1.76
Operating Cash Flow ^(x)	-98.20	92.09	-91.70
PAT ^(xi)	842.58	344.34	182.13
PAT Margin (%) ^(xii)	13.58%	7.59%	4.04%
Net Worth ^(xiii)	1,795.98	953.40	609.06
ROE/ RONW (%) ^(xiv)	61.29%	44.08%	34.39%
EPS (Basic & Diluted) ^(xv)	8.41	3.44	1.82

Notes:

- i. Revenue from Operations means the Revenue from Operations as appearing in the Restated Financial Statements.
- ii. Revenue CAGR: The three-year compound annual growth rate in Revenue. [(Ending Value/Beginning Value) ^ (1/N)]-1.
- iii. Total Income means the Total Income as appearing in the Restated Financial Statements.
- iv. EBITDA is calculated as profit for the period / year, plus tax expenses (consisting of current tax, deferred tax and current taxes relating to earlier years), Interest Expenses and depreciation and amortization expenses minus other Income.
- v. EBITDA Margin (%) is calculated as EBITDA divided by Revenue from Operations.
- vi. EBITDA CAGR (%) means: The three-year compound annual growth rate in EBITDA. [(Ending Value/ Beginning Value)^ (1/N)]-1
- vii. EBIT is calculated as profit for the period / year, plus tax expenses (consisting of current tax, deferred tax and current taxes relating to earlier years), Interest Expenses minus other Income.
- viii. RoCE (Return on Capital Employed) (%) is calculated as earnings before interest and taxes divided by average capital employed. Capital Employed includes Equity Shares, Reserves and surplus, Long- Term Borrowing.
- ix. Current Ratio: Current Asset over Current Liabilities.
- x. Operating Cash Flow: Net cash inflow from / (used in) operating activities.
- xi. Profit After Tax Means Profit for the period/year as appearing in the Restated Financial Statements.
- xii. PAT Margin (%) is calculated as Profit for the period/year divided by Revenue from Operations.
- xiii. RoE (Return on Equity) (%) is calculated as net profit after tax for the period/ year divided by Average Shareholder Equity.
- xiv. Net Worth means the aggregate value of the paid-up share capital and reserves and surplus of the company.
- xv. EPS: Earning per share is calculated as PAT divide by Weighted No. of equity shares.

Explanation for KPI metrics

KPI	Explanations
Revenue from Operations	Revenue from Operations is used by our management to track the revenue profile of the business and in turn helps assess the overall financial performance of our Company and size of our business.
Revenue CAGR %	Revenue CAGR informs the management of compounded annual growth rate i.e. Rate at which Company's revenue are growing on annual basis.
Total income	Total income is used by the management to track revenue from operations and other income.
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
EBITDA CAGR %	EBITDA CAGR indicate our compounded growth of the business
ROCE %	ROCE provides how efficiently our Company generates earnings from the capital employed in the business.
Current Ratio	Current ratio indicates the company's ability to bear its short-term obligations
Operating Cash Flow	Operating cash flow shows whether the company is able to generate cash from day-to-day business
PAT	Profit after Tax is an indicator which determine the actual earning available to equity shareholders
PAT Margin (%)	PAT Margin (%) is an indicator of the overall profitability and financial performance of the business.
Net Worth	Net worth is used by the management to ascertain the total value created by the entity and provides a snapshot of current financial position of the entity.
ROC/RONW	ROC/RONW (%) is an indicator which shows how much company is generating from its available shareholders' funds
EPS	Earning per shares is the company's earnings available of one share of the Company for the period

- xvi. **WEIGHTED AVERAGE RETURN ON NET WORTH FOR THE FINANCIAL YEAR ENDED ON MARCH 31, 2026, 2025 AND 2024 OF OUR COMPANY IS 51.07%.**
- xvii. **DISCLOSURES AS PER CLAUSE (9)(K)(4) OF PART A TO SCHEDULE VI, AS APPLICABLE.**

- a) **The price per share of our Company based on the primary/ new issue of shares (Equity Shares) excluding shares issued under ESOP/ESOS and issuance of Bonus shares**
There is no issuance of Equity Shares or convertible securities, excluding shares issued under ESOP/ESOS and issuance of bonus shares, during the 18 months preceding the date of this Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated based on the pre-issue capital before such transaction(s), in a single transaction or multiple transactions combined together over a span of 30 days is as follows:

Name of Allottee	No. of Equity Shares allotted	Date of allotment	Face value per Equity Share (in ₹)	Issue Price per Equity Share (in ₹)	Nature of Allotment	Nature of Consideration	Total Consideration (in ₹ lakhs)
Not Applicable							

- b) **The price per share of our Company based on the secondary sale / acquisition of shares (Equity Shares)**
There have been no secondary sale / acquisitions of Equity Shares, where the promoters, members of the promoter group or shareholder(s) having the right to nominate director(s) in the Board of Directors of the Company are a party to the transaction (excluding gifts), during the 18 months preceding the date of this Prospectus, where either acquisition or sale is equal to or more than 5% of the fully diluted paid up share capital of the Company (calculated based on the pre-issue capital before such transaction/s and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

Date of Transfer	Name of Transferee	No. of Equity Shares	Face Value (in ₹)	Transfer Price per Equity Share (in ₹)	Nature of Consideration	Nature of transaction	Total Consideration (in ₹)
Not Applicable							

- c) **Since there are no transactions to report under (a) and (b), therefore, information based on last 5 primary or secondary transactions (secondary transactions where Promoters / Promoter Group entities or shareholder(s) having the right to nominate director(s) in the Board of our Company, are a party to the transaction), not older than 3 years prior to irrespective of the size of transaction.**

Date of Transaction	No. of Shares	FV (in Rs.)	Price per Share	Nature of Transaction	Nature of Consideration	Total Price	Cumulative Shares	Weighted average of Cost of Capital
April 16, 2024	3,095	10	6,000	Transfer of Shares	Cash	1,85,70,000	8,000	2,321.25
November 08, 2025	80,00,000	5	Nil	Bonus Issue	NA	-	80,16,000	2.32
December 04, 2025	40	5	1,500	Transfer of Shares	Cash	60,000	80,15,960	2.31

- d) **Weighted Average Cost of Acquisition on Issue Price.**

Types of transactions	Weighted Average Cost of Acquisition (₹ per Equity Shares)	No. of times of Issue Price (i.e. ₹ 102)
Weighted Average Cost of Acquisition of Primary/ new issuance as per paragraph 8(a) above	N.A.	N.A.
Weighted Average Cost of Acquisition of Secondary transactions as per paragraph 8(b) above	N.A.	N.A.
Weighted average cost of acquisition of primary issuances/ secondary transactions as per paragraph 8(c) above	2.31	N.A.

ADDITIONAL INFORMATION FOR INVESTORS

Details of proposed /undertaken pre-issue placements from the DP filing date: Our Company has not undertaken any Pre-IPO Placements from the date of filing DP.

Transaction of shares aggregating up to 1% or more of the paid-up equity share capital of the company by promoter(s) and promoter group(s) from the DP filing date: Nil

Details of pre-issue shareholding as at the date of advertisement and post- issue shareholding as at allotment for promoter(s), promoter group are as follows:

Category of Promoters	Pre-Issue		Post-Issue*	
	No. of Shares	% of Pre-Issue Capital	No. of Shares	% of Post- Issue Capital
Promoters				
Jitendra Kumar Negi	49,14,770	49.05	39,15,170	27.61
Mridul Dilip Singhvi	31,01,190	30.95	31,01,190	21.87
Sub – Total (A)	80,15,960	80.00	70,16,360	49.48
Promoter Group				
NIL				
Sub – Total (B)				
Top 10 Public Shareholding				
Neelu Ramesh Aurangabadka	20,04,000	20.00	20,04,000	14.13
Jovina Neil Quinney	10	Negligible	10	Negligible
Swapnali Yogesh Dabholkar	10	Negligible	10	Negligible
Pinki D Mistry	10	Negligible	10	Negligible
Jyoti Girdharlal Badiani	10	Negligible	10	Negligible
Sub – Total (C)	20,04,040	20.00	20,04,040	14.13
Grand Total (A+B+C)	1,00,20,000	100.00	90,20,400	63.61

BASIS FOR ISSUE PRICE

The **“Basis for Issue Price”** on Page 90 of the Prospectus has been updated with the above Issue Price. For the updated details under the chapter titled **“Basis for Issue Price”**, please refer to the website of the Lead Manager or scan the QR code provided on the first page of this advertisement.

INDICATIVE TIMELINE FOR THE ISSUE

Event	Indicative Date
Issue Opening Date	Tuesday, September 01, 2026
Issue Closing Date	Thursday, September 03, 2026
Finalization of Basis of Allotment with the Designated Stock Exchange	On or about Friday, September 04, 2026
Initiation of Allotment / Refunds/ Unblocking of Funds from ASBA Account or UPI ID linked bank account	On or about Monday, September 07, 2026
Credit of Equity Shares to Demat accounts of Allottees	On or about Monday, September 07, 2026
Commencement of trading of the Equity Shares on the Stock Exchange	On or about Tuesday, September 08, 2026

LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE	COMPANY SECRETARY AND COMPLIANCE OFFICER
		
Corporate Makers Capital Limited 611, 6th Floor, Pragati Tower, Rajendra Place, New Delhi- 110008 Telephone: 011 41411600 Email: info@corporatemakers.in Website: www.corporatemakers.in Investor Grievance Email: compliance@corporatemakers.in Contact Person: Mr. Rohit Pareek/ Mr. Pawan Mahur SEBI Registration Number: INM000013095 CIN: U65100DL1994PLC063880	Kfin Technologies Limited Selenium, Tower B, Plot No.- 31 & 32, Financial District, Nanakramguda, Serili, Ngampally, Rangareddi, Hyderabad, Telangana- 500032 Telephone: +91-4067162222 / 18003094001 Email ID: flyhi ipo@kfintech.com Investor grievance email: einward.ris@kfintech.com Website: www.kfintech.com Contact Person: Mr. M. Murali Krishna SEBI Registration Number: INR000000221 CIN: L72400MH2017PLC444072	Name- Renu Agrawal Address- SF-04, 2 nd Floor, Vasant Square Mall, Vasant Kunj, New Delhi- 110070 Tel No.: +91-9152110080 Email: cs@fhmtravels.in Website: http://fhmtravels.in Applicants can contact the Company Secretary and Compliance Officer or the Lead Manager or the Registrar to the Issue in case of any pre-Issue or post-Issue related problems, such as non-receipt of letters of Allotment, credit of Allotted Equity Shares in the respective beneficiary account and refund orders, etc. All complaints, queries or comments received by Stock Exchange / SEBI shall be forwarded to the Lead Manager, who shall respond to the same.

AVAILABILITY OF PROSPECTUS: Investors are advised to refer to the Prospectus and the Risk Factors contained therein before applying in the Issue. Full copy of the Prospectus is available on the website of the SEBI at www.sebi.gov.in, the website of the Lead Manager to the Issue at www.corporatemakers.in , website of company at: <http://fhmtravels.in> and website of stock exchange at www.bseindia.com

AVAILABILITY OF ABRIDGED PROSPECTUS: A copy of the Abridged Prospectus shall be available on the website of the Company, LM and SME platform of BSE at <http://fhmtravels.in> , www.corporatemakers.in and www.bseindia.com.

AVAILABILITY OF BID-CUM-APPLICATION FORMS: Bid-Cum-Application forms can be obtained from the **Registered Office of the Company:** Fly-Hi Maritime Travels Limited, **Lead Manager:** Corporate Makers Capital Limited. Bid-cum-application Forms will also be available on the website of SME platform of BSE www.bseindia.com and the designated branches of SCSBs, the list of which is available at websites of the Stock Exchange and SEBI.

BANKERS TO THE ISSUE / REFUND BANK / SPONSOR BANK: ICICI Bank Limited

BANKER TO THE COMPANY: Axis Bank Limited and Bank of India

Investor should read the Prospectus carefully, including the “Risk Factors” beginning on page 24 of the Prospectus before making any investment decision.

All capitalized terms used herein and not specifically defined shall have the same meaning as prescribed to them in the Prospectus.

For Fly-Hi Maritime Travels Limited
On behalf of the Board of Directors

Date – 27/08/2026

Place – New Delhi

Ms. Renu Agrawal
Company Secretary and Compliance Officer

Fly-Hi Maritime Travels Limited is proposing, subject to applicable statutory and regulatory requirements, receipt of requisite approvals, market conditions and other considerations, to undertake an initial public offering of its Equity Shares and has filed the Prospectus with Registrar of Companies, Delhi-I on August 26, 2026, website of lead manager to the issue at www.corporatemakers.in, website of the Company i.e. <http://fhmtravels.in> and website of the BSE at www.bseindia.com, respectively. Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, see section titled **“Risk Factors”** beginning on page 24 of the Prospectus. Potential investors should not rely on the Prospectus for making any investment decision.

The Equity Shares offered in the Issue have not been and will not be registered under the U.S. Securities Act, 1933 (**the “U.S. Securities Act”**) or any state securities laws in the United States, 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 state securities laws. Accordingly, the Equity Shares are being offered and sold only outside the United States in offshore transactions in reliance on Regulations and the applicable laws of the jurisdiction where those offer and sales occur. There will be no public offering of the Equity Shares in the United States.

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