

NEXUS VENTURES III, LTD.

Registered office: C/o IQ EQ Fund Services (Mauritius) Ltd, 33 Edith Cavell Street, Port-Louis, 11324,
Mauritius

Consent from Selling Shareholder

Date: November 23, 2023

To,

The Board of Directors
India Shelter Finance Corporation Limited
6th Floor, Plot No. 15
Sector 44, Institutional Area, Gurgaon
Haryana – 122 002, India

Dear Sir(s)/Ma'am(s),

Re: Proposed initial public offering of equity shares of face value of ₹ 5 (the “Equity Shares”) of India Shelter Finance Corporation Limited (the “Company”) comprising a fresh issue by the Company (“Fresh Issue”) and an offer for sale of the Equity Shares by certain existing shareholders of the Company (“Offer for Sale”) and together with the Fresh Issue, the “Offer”)

We, Nexus Ventures III, Ltd., an entity established under the laws of Mauritius, having our registered office at C/o IQ EQ Fund Services (Mauritius) Limited, 33, Edith Cavell Street, Port-Louis, 11324 confirm that the Offer for Sale has been approved by way of a resolution passed by our board of directors on August 2, 2023, hereby consent to the following:

1. Inclusion of such number of Equity Shares aggregating up to ₹ 1,425.00 mn as part of the Offer (the “**Offered Shares**”), in accordance with the provisions of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended (the “**SEBI ICDR Regulations**”) and other applicable laws, for cash at such price per Equity Share as may be determined by the Company, in consultation with the book running lead managers appointed in relation to the Offer (the “**Book Running Lead Managers**”), in accordance with provisions of the SEBI ICDR Regulations
2. Including our name and details as the ‘Selling Shareholder’ in the red herring prospectus and the prospectus to be filed with the Registrar of Companies, Delhi and Haryana, at New Delhi (“**RoC**”) and thereafter with the Securities and Exchange Board of India (“**SEBI**”) and the Stock Exchanges (*as defined below*) or any other document to be filed or issued in relation to the Offer.

We hereby consent that our entire pre-Offer shareholding, excluding the Offered Shares which are successfully sold and transferred as part of the Offer, shall be locked-in, in terms of Regulation 17 of the SEBI ICDR Regulations from the date of allotment in the Offer for such period as may be required under the SEBI ICDR Regulations.

We confirm that the above information is true and correct in all material respects, and not misleading in any material respect, and are adequate to enable investors to make a well-informed decision with respect to an investment in the Offer.

We confirm that this letter, including any annexures hereto, is for information and for inclusion (in part or full) in the red herring prospectus and the prospectus to be filed in relation to the Offer (collectively, the “**Offer Documents**”) or any other Offer-related material.

This consent letter may be relied upon by the Company, the BRLMs, and the legal advisors to each of the Company and the BRLMs. We hereby consent to the submission of this letter as may be necessary to SEBI, the RoC, the relevant stock exchanges where the Equity Shares are proposed to be listed (the “**Stock Exchanges**”) and/or any other regulatory authority and/or judicial authorities and/or for the records to be maintained by the BRLMs and in accordance with applicable law.

We confirm that we will communicate any changes in writing in the above information to the BRLMs until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer. In

NEXUS VENTURES III, LTD.

Registered office: C/o IQ EQ Fund Services (Mauritius) Ltd, 33 Edith Cavell Street, Port-Louis, 11324,
Mauritius

the absence of any such communication from us, the BRLMs and the legal advisors to each of the Company and BRLMs can assume that there is no change to the above information until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer.

All capitalized terms not defined herein would have the same meaning as attributed to it in the Offer Documents.

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This signature page forms an integral part of the consent letter to be provided by the selling shareholder in connection with the initial public offering of equity shares by India Shelter Finance Corporation Limited.

For Nexus Ventures III, Ltd.



Name: Thirumager Vaitilingon

Designation: Director

Place: Mauritius

CC:

ICICI Securities Limited

ICICI Venture House
Appasaheb Marathe Marg, Prabhadevi
Mumbai 400 025
Maharashtra, India

Citigroup Global Markets India Private Limited

1202, 12th Floor
First International Financial Center
G-Block, C54 & 55, Bandra Kurla Complex
Bandra (East), Mumbai 400098
Maharashtra, India

Kotak Mahindra Capital Company Limited

1st Floor, 27 BKC, Plot No. 27
G Block, Bandra Kurla Complex
Bandra (East), Mumbai 400 051
Maharashtra, India

Ambit Private Limited

Ambit House
449, Senapati Bapat Marg
Lower Parel, Mumbai 400 013
Maharashtra, India

Domestic Legal Counsel to the Book Running Lead Managers

Cyril Amarchand Mangaldas

3rd Floor, Prestige Falcon Towers
19, Brunton Road
Off M.G. Road
Bengaluru 560 025
Karnataka, India

International Legal Counsel to the Book Running Lead Managers

Sidley Austin LLP

6 Battery Road
Level 31
Singapore 049 909

Domestic Legal Counsel to the Company

Shardul Amarchand Mangaldas & Co

Amarchand Towers
216, Okhla Industrial Estate Phase III
New Delhi 110 020

MIO Starrock

Apex House, Bank Street, TwentyEight, Cybercity, Ebene 72201, Mauritius

Tel: (230) 467 3000 Fax: (230) 467 4000

Date: December 5, 2023

To,

The Board of Directors

India Shelter Finance Corporation Limited

6th Floor, Plot No. 15

Sector 44, Institutional Area, Gurgaon

Haryana – 122 002, India

Dear Sir(s)/Ma'am(s),

Re: Proposed initial public offering of equity shares of face value of ₹ 5 (the “Equity Shares”) of India Shelter Finance Corporation Limited (the “Company”) comprising a fresh issue by the Company (“Fresh Issue”) and an offer for sale of the Equity Shares by certain existing shareholders of the Company (“Offer for Sale” and together with the Fresh Issue, the “Offer”)

We, MIO Starrock, a private company incorporated under the laws of the Republic of Mauritius, having our office at Apex House, Bank Street, TwentyEight Cybercity, Ebene 72201, Mauritius confirm that the Offer for Sale has been approved by way of a resolution passed by our board of directors on July 06, 2023, hereby consent to the following:

1. Inclusion of such number of Equity Shares aggregating up to ₹ 317.60 million held by us in the Company as part of the Offer (the “**Offered Shares**”), in accordance with the provisions of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended (the “**SEBI ICDR Regulations**”) and other applicable laws, for cash at such price per Equity Share as may be determined by the Company acting through the IPO Committee, in consultation with the book running lead managers appointed in relation to the Offer (the “**Book Running Lead Managers**”), in accordance with provisions of the SEBI ICDR Regulations.
2. Including our name and details as the ‘Selling Shareholder’ in the red herring prospectus and the prospectus to be filed with the Registrar of Companies, Delhi and Haryana, at New Delhi (“**RoC**”) and thereafter with the Securities and Exchange Board of India (“**SEBI**”) and the Stock Exchanges (*as defined below*) or any other document to be filed or issued in relation to the Offer.

We hereby consent that our entire pre-Offer shareholding, excluding the Offered Shares which are successfully sold and transferred as part of the Offer, shall be locked-in, in terms of Regulation 17 of the SEBI ICDR Regulations from the date of allotment in the Offer for such period as may be required under the SEBI ICDR Regulations.

We confirm that the above information is true and correct in all material respects, and not misleading in any material respect, and are adequate to enable investors to make a well-informed decision with respect to an investment in the Offer.

We confirm that this letter, including any annexures hereto, is for information and for inclusion (in part or full) in the red herring prospectus and the prospectus to be filed in relation to the Offer (collectively, the “**Offer Documents**”) or any other Offer-related material.

This consent letter may be relied upon by the Company, the BRLMs, and the legal advisors to each of the Company and the BRLMs. We hereby consent to the submission of this letter as may be necessary to SEBI, the RoC, the relevant stock exchanges where the Equity Shares are proposed to be listed (the “**Stock Exchanges**”) and/or any other regulatory authority and/or judicial authorities and/or for the records to be maintained by the BRLMs and in accordance with applicable law.

We confirm that we will communicate any changes in writing in the above information to the BRLMs until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer. In the absence of any such communication from us, the BRLMs and the legal advisors to each of the Company and

BRLMs can assume that there is no change to the above information until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer.

All capitalized terms not defined herein would have the same meaning as attributed to it in the Offer Documents.

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This signature page forms an integral part of the consent letter to be provided by the selling shareholder in connection with the initial public offering of equity shares by India Shelter Finance Corporation Limited.

For MIO Starrock



Name: Wendy Ramakrishnan

Designation: Director

Place: Mauritius

CC:

ICICI Securities Limited
ICICI Venture House
Appasaheb Marathe Marg, Prabhadevi
Mumbai 400 025
Maharashtra, India

Citigroup Global Markets India Private Limited
1202, 12th Floor
First International Financial Center
G-Block, C54 & 55, Bandra Kurla Complex
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Kotak Mahindra Capital Company Limited
1st Floor, 27 BKC, Plot No. 27
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Maharashtra, India

Ambit Private Limited
Ambit House
449, Senapati Bapat Marg
Lower Parel, Mumbai 400 013
Maharashtra, India

Domestic Legal Counsel to the Book Running Lead Managers

Cyril Amarchand Mangaldas
3rd Floor, Prestige Falcon Towers
19, Brunton Road
Off M.G. Road
Bengaluru 560 025
Karnataka, India

International Legal Counsel to the Book Running Lead Managers

Sidley Austin LLP
6 Battery Road
Level 31
Singapore 049 909

Domestic Legal Counsel to the Company

Shardul Amarchand Mangaldas & Co
Amarchand Towers
216, Okhla Industrial Estate Phase III
New Delhi 110 020

Madison India Opportunities IV

Apex House, Bank Street, TwentyEight, Cybercity, Ebene 72201, Mauritius

Tel: (230) 467 3000 Fax: (230) 467 4000

Date: December 5, 2023

To,

The Board of Directors

India Shelter Finance Corporation Limited

6th Floor, Plot No. 15

Sector 44, Institutional Area, Gurgaon

Haryana – 122 002, India

Dear Sir(s)/Ma'am(s),

Re: Proposed initial public offering of equity shares of face value of ₹ 5 (the “Equity Shares”) of India Shelter Finance Corporation Limited (the “Company”) comprising a fresh issue by the Company (“Fresh Issue”) and an offer for sale of the Equity Shares by certain existing shareholders of the Company (“Offer for Sale” and together with the Fresh Issue, the “Offer”)

We, Madison India Opportunities IV, a private company incorporated under the laws of the Republic of Mauritius, having our office at Apex House, Bank Street, TwentyEight Cybercity, Ebene 72201, Mauritius confirm that the Offer for Sale has been approved by way of a resolution passed by our board of directors on July 06, 2023, hereby consent to the following:

1. Inclusion of such number of Equity Shares aggregating up to ₹ 544.30 million held by us in the Company as part of the Offer (the “**Offered Shares**”), in accordance with the provisions of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended (the “**SEBI ICDR Regulations**”) and other applicable laws, for cash at such price per Equity Share as may be determined by the Company acting through the IPO Committee, in consultation with the book running lead managers appointed in relation to the Offer (the “**Book Running Lead Managers**”), in accordance with provisions of the SEBI ICDR Regulations
2. Including our name and details as the ‘Selling Shareholder’ in the red herring prospectus and the prospectus to be filed with the Registrar of Companies, Delhi and Haryana, at New Delhi (“**RoC**”) and thereafter with the Securities and Exchange Board of India (“**SEBI**”) and the Stock Exchanges (*as defined below*) or any other document to be filed or issued in relation to the Offer.

We hereby consent that our entire pre-Offer shareholding, excluding the Offered Shares which are successfully sold and transferred as part of the Offer, shall be locked-in, in terms of Regulation 17 of the SEBI ICDR Regulations from the date of allotment in the Offer for such period as may be required under the SEBI ICDR Regulations.

We confirm that the above information is true and correct in all material respects, and not misleading in any material respect, and are adequate to enable investors to make a well-informed decision with respect to an investment in the Offer.

We confirm that this letter, including any annexures hereto, is for information and for inclusion (in part or full) in the red herring prospectus and the prospectus to be filed in relation to the Offer (collectively, the “**Offer Documents**”) or any other Offer-related material.

This consent letter may be relied upon by the Company, the BRLMs, and the legal advisors to each of the Company and the BRLMs. We hereby consent to the submission of this letter as may be necessary to SEBI, the RoC, the relevant stock exchanges where the Equity Shares are proposed to be listed (the “**Stock Exchanges**”) and/or any other regulatory authority and/or judicial authorities and/or for the records to be maintained by the BRLMs and in accordance with applicable law.

We confirm that we will communicate any changes in writing in the above information to the BRLMs until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer. In the absence of any such communication from us, the BRLMs and the legal advisors to each of the Company and

BRLMs can assume that there is no change to the above information until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer.

All capitalized terms not defined herein would have the same meaning as attributed to it in the Offer Documents.

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This signature page forms an integral part of the consent letter to be provided by the selling shareholder in connection with the initial public offering of equity shares by India Shelter Finance Corporation Limited.

For Madison India Opportunities IV

Dilshaad Rajabalee

Name: Dilshaad Rajabalee

Designation: Director

Place: Mauritius

CC:

ICICI Securities Limited

ICICI Venture House
Appasaheb Marathe Marg, Prabhadevi
Mumbai 400 025
Maharashtra, India

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Karnataka, India

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Level 31
Singapore 049 909

Domestic Legal Counsel to the Company

Shardul Amarchand Mangaldas & Co

Amarchand Towers
216, Okhla Industrial Estate Phase III
New Delhi 110 020

Date: December 5, 2023

To,
The Board of Directors
India Shelter Finance Corporation Limited
6th Floor, Plot No. 15
Sector 44, Institutional Area, Gurgaon
Haryana – 122 002, India

Dear Sir(s)/Ma'am(s),

Re: Proposed initial public offering of equity shares of face value of ₹ 5 (the “Equity Shares”) of India Shelter Finance Corporation Limited (the “Company”) comprising a fresh issue by the Company (“Fresh Issue”) and an offer for sale of the Equity Shares by certain existing shareholders of the Company (“Offer for Sale” and together with the Fresh Issue, the “Offer”)

We, Catalyst Trusteeship Limited (Erstwhile Milestone Trusteeship Services Private Limited), acting in our capacity as the trustee of MICP Trust (the Trust), a trust formed pursuant to a trust deed dated November 27, 2020 in accordance with the Indian Trusts Act, 1882, having our office at Level 3B, DLF Centre, Sansad Marg, Connaught Place, New Delhi - 110001, India, confirm that the Offer for Sale has been approved by way of a resolution passed by our investment committee on June 09, 2023, hereby consent to the following:

1. Inclusion of such number of Equity Shares aggregating up to ₹ 0.20 million held by us in the Company as part of the Offer (the “Offered Shares”), in accordance with the provisions of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended (the “SEBI ICDR Regulations”) and other applicable laws, for cash at such price per Equity Share as may be determined by the Company acting through the IPO Committee, in consultation with the book running lead managers appointed in relation to the Offer (the “Book Running Lead Managers”), in accordance with provisions of the SEBI ICDR Regulations.
2. Including our name and details as the ‘Selling Shareholder’ in the red herring prospectus and the prospectus to be filed with the Registrar of Companies, Delhi and Haryana, at New Delhi (“RoC”) and thereafter with the Securities and Exchange Board of India (“SEBI”) and the Stock Exchanges (*as defined below*) or any other document to be filed or issued in relation to the Offer.

We hereby consent that our entire pre-Offer shareholding, excluding the Offered Shares which are successfully sold and transferred as part of the Offer, shall be locked-in, in terms of Regulation 17 of the SEBI ICDR Regulations from the date of allotment in the Offer for such period as may be required under the SEBI ICDR Regulations.

We confirm that the above information is true and correct in all material respects, and not misleading in any material respect, and are adequate to enable investors to make a well-informed decision with respect to an investment in the Offer.

We confirm that this letter, including any annexures hereto, is for information and for inclusion (in part or full) in the red herring prospectus and the prospectus to be filed in relation to the Offer (collectively, the “Offer Documents”) or any other Offer-related material.

This consent letter may be relied upon by the Company, the BRLMs, and the legal advisors to each of the Company and the BRLMs. We hereby consent to the submission of this letter as may be necessary to SEBI, the RoC, the relevant stock exchanges where the Equity Shares are proposed to be listed (the “Stock Exchanges”) and/or any other regulatory authority and/or judicial authorities and/or for the records to be maintained by the BRLMs and in accordance with applicable law.

We confirm that we will communicate any changes in writing in the above information to the BRLMs until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer. In the absence of any such communication from us, the BRLMs and the legal advisors to each of the Company and

CATALYST TRUSTEESHIP LIMITED

Registered Office : GDA House, Plot No. 85, Bhusari Colony (Right), Paud Road, Pune - 411 038 Tel : +91 (20) 6680 7200
Delhi Office : 910-911, 9th Floor, Kailash Building, 26 Kasturba Gandhi Marg, New Delhi - 110 001 Tel : +91 (11) 4302 9101/02
Corporate Office : 901, 9th Floor, Tower-B, Peninsula Business Park, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400013
Tel : +91 (22) 4922 0555 Fax : +91 (22) 4922 0505
CIN No. U74999PN1997PLC110262 Email : dt@ctltrustee.com Website : www.catalysttrustee.com

An ISO:9001 Company



BRLMs can assume that there is no change to the above information until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer.

All capitalized terms not defined herein would have the same meaning as attributed to it in the Offer Documents.

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This signature page forms an integral part of the consent letter to be provided by the selling shareholder in connection with the initial public offering of equity shares by India Shelter Finance Corporation Limited.

Catalyst Trusteeship Limited
For and on behalf of MICP Trust



Name: Achinto Bhattacharya
Designation: Authorised Signatory
Place: Mumbai



CC:

ICICI Securities Limited
ICICI Venture House
Appasaheb Marathe Marg, Prabhadevi
Mumbai 400 025
Maharashtra, India

Citigroup Global Markets India Private Limited
1202, 12th Floor
First International Financial Center
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Maharashtra, India

Domestic Legal Counsel to the Book Running Lead Managers

Cyril Amarchand Mangaldas
3rd Floor, Prestige Falcon Towers
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Off M.G. Road
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Karnataka, India

International Legal Counsel to the Book Running Lead Managers

Sidley Austin LLP
6 Battery Road
Level 31
Singapore 049 909

Domestic Legal Counsel to the Company

Shardul Amarchand Mangaldas & Co
Amarchand Towers
216, Okhla Industrial Estate Phase III
New Delhi 110 020

Date: December 5, 2023

To,

The Board of Directors
India Shelter Finance Corporation Limited
6th Floor, Plot No. 15
Sector 44, Institutional Area, Gurgaon
Haryana – 122 002, India

Dear Sir(s)/Ma'am(s),

Re: Proposed initial public offering of equity shares of face value of ₹ 5 (the “Equity Shares”) of India Shelter Finance Corporation Limited (the “Company”) comprising a fresh issue by the Company (“Fresh Issue”) and an offer for sale of the Equity Shares by certain existing shareholders of the Company (“Offer for Sale” and together with the Fresh Issue, the “Offer”)

We Catalyst Trusteeship Limited (Erstwhile Milestone Trusteeship Services Private Limited), acting in our capacity as the trustee of Madison India Opportunities Trust Fund, a trust formed pursuant to a trust deed dated June 28, 2016 in accordance with the Indian Trusts Act, 1882, having its registered office at 3 Sardar Patel Marg, Chanakyapuri, New Delhi, 110021, confirm that the Offer for Sale has been approved by way of a resolution passed by our investment manager on June 09, 2023, hereby consent to the following:

1. Inclusion of such number of Equity Shares aggregating up to ₹ 1,712.90 million held by us in the Company as part of the Offer (the “**Offered Shares**”), in accordance with the provisions of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended (the “**SEBI ICDR Regulations**”) and other applicable laws, for cash at such price per Equity Share as may be determined by the Company acting through the IPO Committee, in consultation with the book running lead managers appointed in relation to the Offer (the “**Book Running Lead Managers**”), in accordance with provisions of the SEBI ICDR Regulations
2. Including our name and details as the ‘Selling Shareholder’ in the red herring prospectus and the prospectus to be filed with the Registrar of Companies, Delhi and Haryana, at New Delhi (“**RoC**”) and thereafter with the Securities and Exchange Board of India (“**SEBI**”) and the Stock Exchanges (*as defined below*) or any other document to be filed or issued in relation to the Offer.

We hereby consent that our entire pre-Offer shareholding, excluding the Offered Shares which are successfully sold and transferred as part of the Offer, shall be locked-in, in terms of Regulation 17 of the SEBI ICDR Regulations from the date of allotment in the Offer for such period as may be required under the SEBI ICDR Regulations.

We confirm that the above information is true and correct in all material respects, and not misleading in any material respect, and are adequate to enable investors to make a well-informed decision with respect to an investment in the Offer.

We confirm that this letter, including any annexures hereto, is for information and for inclusion (in part or full) in the red herring prospectus and the prospectus to be filed in relation to the Offer (collectively, the “**Offer Documents**”) or any other Offer-related material.

This consent letter may be relied upon by the Company, the BRLMs, and the legal advisors to each of the Company and the BRLMs. We hereby consent to the submission of this letter as may be necessary to SEBI, the RoC, the relevant stock exchanges where the Equity Shares are proposed to be listed (the “**Stock Exchanges**”) and/or any other regulatory authority and/or judicial authorities and/or for the records to be maintained by the BRLMs and in accordance with applicable law.

We confirm that we will communicate any changes in writing in the above information to the BRLMs until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer. In the absence of any such communication from us, the BRLMs and the legal advisors to each of the Company and BRLMs can assume that there is no change to the above information until the date when the Equity Shares are listed and commence trading on the Stock Exchanges pursuant to the Offer.

All capitalized terms not defined herein would have the same meaning as attributed to it in the Offer Documents.

[SIGNATURE PAGE TO FOLLOW]

CATALYST TRUSTEESHIP LIMITED

An ISO: 9001 Company

Registered Office : GDA House, Plot No. 85, Bhusari Colony (Right), Paud Road, Pune - 411 038 **Tel :** +91 (20) 6680 7200
Delhi Office : 910-911, 9th Floor, Kailash Building, 26 Kasturba Gandhi Marg, New Delhi - 110 001 **Tel :** +91 (11) 4302 9101/02
Corporate Office : 901, 9th Floor, Tower-B, Peninsula Business Park, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400013
Tel : +91 (22) 4922 0555 **Fax :** +91 (22) 4922 0505
CIN No. U74999PN1997PLC110262 Email : dt@ctltrustee.com **Website :** www.catalysttrustee.com

Pune | Mumbai | Bengaluru | Delhi | Chennai | GIFT City | Kolkata | Hyderabad



This signature page forms an integral part of the consent letter to be provided by the selling shareholder in connection with the initial public offering of equity shares by India Shelter Finance Corporation Limited.

Catalyst Trusteeship Limited

For and on behalf of **Madison India Opportunities Trust Fund**



Name: **Achinto Bhattacharya**

Designation: **Authorised Signatory**

Place: **Mumbai**

CC:



ICICI Securities Limited

ICICI Venture House
Appasaheb Marathe Marg, Prabhadevi
Mumbai 400 025
Maharashtra, India

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Domestic Legal Counsel to the Book Running Lead Managers

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