

CERTIFICATE ON KEY PERFORMANCE INDICATORS

Date: 24th June 2025

To,
The Board of Directors,
Patel Retail Limited
Plot no. M-2, Anand Nagar,
Additional MIDC,
Ambernath (East) - 421506,
Maharashtra, India

Fedex Securities Private Limited
B 7, 3rd Floor, Jay Chambers,
Dayaldas Road, Vile Parle (East),
Mumbai - 400057,
Maharashtra, India

(Fedex Securities Private Limited are hereinafter referred to as the "Book Running Lead Managers" or "BRLM")

Dear Sir / Madam,

Subject: Key Performance Indicators.

Re: Proposed Initial Public Offering of equity shares ("Equity Shares") of face value of Rs. 10/- each of Patel Retail Limited ("Company") and an Offer for Sale of Equity Shares (the Offer for Sale, together with the Fresh Issue "Offer")

We, Kanu Doshi Associates LLP, Chartered Accountants, Statutory Auditors of the Company, have verified the following data in relation to the key performance indicators for the purpose of inclusion of the same in the Red Herring Prospectus ("RHP") and the Prospectus ("Prospectus") (collectively referred to as the "Offer Documents"), which the Company intends to file with the Securities and Exchange Board of India ("SEBI"), the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") (BSE and NSE are collectively referred to as "Stock Exchanges"), Registrar of Companies ("RoC") and/or other regulatory authorities, as may be required, pursuant to the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 ("SEBI ICDR Regulations") and other applicable laws, as amended from time to time.

We have received a request from the Company to verify the key performance indicators of the company, on a standalone basis ("KPI").

The procedures were performed to confirm the completeness and accuracy of the KPIs of the Company and accordingly, the procedures undertaken with respect to the aforesaid are summarized below:

- i. Held discussions with the Company to (a) identify the KPIs which have been used by the management historically to analyse, track or monitor the operational and/or financial



performance of the Company (b) identify the KPIs which have been disclosed to its investors at any point of time during the preceding three years and (c) understand the relevance of each of the KPIs in the business of the Company;

- ii. Reviewed the minutes of meetings of board and shareholders for Fiscal 2025, Fiscal 2024 & Fiscal 2023.
- iii. Obtained details of acquisitions/ dispositions made by the Company during Fiscal 2023, 2024 and 2025.
- iv. Checked the computation, formula, arithmetic accuracy or computation of the percentages or amounts, and found all such amounts to be in agreement.

Pursuant to the requirements of the ICDR Regulations, it is our responsibility to obtain limited assurance and conclude as to whether (i) the financial details provided in the Statement are in agreement with the audited financial statements and Restated Financial Statement (as applicable) as at and for the Financial Years 2025, 2024 and 2023 and the underlying books of account maintained by the Company used for the purpose of preparation of the Restated Financial Statement; and (ii) KPI's included in the Statement are mathematically accurate.

The restated financial information, have been examined by us on which we issued our examination report. Our examination of these restated financial statement was conducted taking into consideration the Guidance Note on Reports in Company Prospectus (Revised 2019) issued by the ICAI, concepts of test checks and materiality to obtain reasonable assurance based on verification of evidence supporting the restated financial information and the requirements of Section 26 of Part I of Chapter III of the Companies Act and the ICDR Regulations. Our work was not planned and performed in connection with any transactions to identify matters that may be of potential interest to third parties.

We have verified and certify that all the KPIs pertaining to the Company, during the three-year period prior to filing the RHP, have been included in Annexure A and is proposed to be included in the "Basis for Offer Price" section of the RHP.

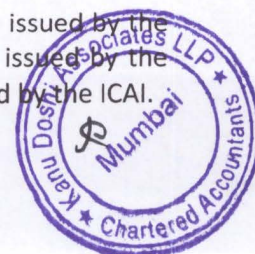
We hereby give our consent to aforementioned details being included in full or in part, as required, to be disclosed in the Offer Documents and/or and in such other advertisements / any other material documents to be issued or submitted in relation to the Offer by or on behalf of the Company.

We also authorize you to deliver a copy of this certificate to SEBI, RoC pursuant to the provisions of sections 26 and 32 of the Companies Act, 2013, as amended, the Stock Exchanges and /or any other regulatory authorities, as required by applicable law.

We further confirm that we have not been engaged or interested in the formation or promotion of management of the Company.

We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) I, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

We have conducted our examination in accordance with the applicable guidance note issued by the ICAI which requires that we comply with ethical requirements of the Code of Ethics issued by the ICAI and accordingly, we confirm that we have complied with such Code of Ethics issued by the ICAI.



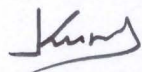
We confirm that this certificate is for information and for inclusion (in part or full) in the Offer Documents to be filed with SEBI, the Stock Exchanges and the RoC and any other documents or materials to be issued in relation to the Offer. Further, we also consent to the inclusion of this letter as part of "*Material Contracts and Documents*" for Inspection in connection with this Offer, which will be available to the public for inspection.

This certificate is issued for the sole purpose of the Company's proposed Offer of its Equity Shares and it is not to be used, circulated, quoted, or otherwise referred to for any other purpose without our prior written consent. We further consent to the aforementioned details being included for the records to be maintained by BRLMs in connection with the Offer and in accordance with applicable law.

We confirm that the information in this certificate is true and correct and there is no untrue statement or omission which would render the contents of this certificate misleading in its form or context. This certificate may be relied upon by the Company, the BRLMs, the legal counsels in relation to the Offer. We confirm that we will immediately communicate any changes in writing in the above information to the Company and the BRLMs, until the date when the Equity Shares allotted and transferred in the Offer, commence trading on the Stock Exchanges pursuant to the Offer. In the absence of any such communication from us, the BRLMs and legal advisors (each to the Company and the 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.

Yours faithfully,

For Kanu Doshi Associates LLP
Chartered Accountants
Firm Registration No. 104746W/W100096



Kunal Vakharia
Partner
Membership No. 148916
UDIN: 25148916BMKNMY2827
Place: Mumbai



Annexure A

The below mentioned particulars are based on the restated audited financial statements prepared in accordance with the IND AS for the financial years ended March 31, 2025, March 31, 2024 and March 31, 2023 and pursuant to SEBI ICDR Regulations, Companies Act, 2013, the guidance note issued by the Institute of Chartered Accountants of India ("ICAI") and other applicable laws:

(₹ in lakhs, unless stated otherwise)

Metrics	Fiscal 2025	Fiscal 2024	Fiscal 2023
	Financial		
Revenue from operations ⁽¹⁾	82,069.29	81,418.83	1,01,854.78
Growth in revenue from operations (%) ⁽²⁾	0.80%	-20.06%	32.94%
Gross Profit ⁽³⁾	15,938.45	15,529.33	15,835.17
Gross Profit Margin(%) ⁽⁴⁾	19.42%	19.07%	15.55%
EBITDA ⁽⁵⁾	6,243.27	5,583.94	4,323.96
EBITDA Margin(%) ⁽⁶⁾	7.61%	6.86%	4.25%
Adjusted EBITDA ⁽⁷⁾	5,713.55	5,231.52	4,198.38
Adjusted EBITDA Margin(%) ⁽⁸⁾	6.96%	6.43%	4.12%
Restated Profit after tax (PAT) ⁽⁹⁾	2,527.81	2,253.34	1,637.97
PAT Margin ⁽¹⁰⁾	3.08%	2.77%	1.61%
RoE(%) ⁽¹¹⁾	19.02%	24.24%	23.66%
RoCE(%) ⁽¹²⁾	14.43%	15.10%	12.66%
Net Debt / EBITDA Ratio ⁽¹³⁾	2.73	3.30	4.18
Debt Equity ratio ⁽¹⁴⁾	1.34	1.97	2.54
	Operational		
Geographical Segment Revenue⁽¹⁵⁾			
Domestic Revenue	54,842.58	41,090.96	35,233.34
Domestic Revenue (%)	66.82%	50.47%	34.59%
Export Revenue	27,226.71	40,327.87	66,621.44



Metrics	Fiscal 2025	Fiscal 2024	Fiscal 2023
Export Revenue (%)	33.18%	49.53%	65.41%
Revenue split by Division⁽¹⁶⁾			
Retail Sales	36,886.98	28,972.19	26,655.66
Retail Sales (as a % of total)	44.95%	35.58%	26.17%
Sale - Process	36,117.33	37,256.33	31,042.15
Sale - Process (as a % of total)	44.01%	45.76%	30.48%
Sale - Trading	8,317.62	14,116.18	43,120.98
Sale - Trading (as a % of total)	10.13%	17.34%	42.34%
Other operating income	747.36	1,074.13	1,035.99
Other operating income (%)	0.91%	1.32%	1.02%
Retail Sales matrix⁽¹⁷⁾			
Revenue per store	878.26	877.95	832.99
Revenue per Retail Business area	0.21	0.21	0.22
Retail Sales Category wise⁽¹⁷⁾			
Revenue – Food	26,943.37	21,384.99	19,630.03
Revenue – Non-Food (FMCG)	9,041.39	5,553.92	5,041.37
Revenue – General Merchandise and Apparel	902.22	2,033.28	1,984.26
Retail Sales Private Labels⁽¹⁷⁾			
Revenue – Private Label	6,287.44	5,671.13	4,924.49
Revenue – Private Label (as % to Retail Sales)	17.05%	19.57%	18.47%
Key working capital parameters (in days)			



Metrics	Fiscal 2025	Fiscal 2024	Fiscal 2023
Working Capital Days ⁽¹⁸⁾	97	85	61
Inventory Days ⁽¹⁹⁾	64	57	27
Trade Receivable Days ⁽²⁰⁾	55	43	37
Trade Payable Days ⁽²¹⁾	27	21	15

Notes:

1. Revenue from Operations means the revenue from operations as appearing in the Restated Financial Statement.
2. Growth in revenue from operations (%) is calculated as a percentage of revenue from operations of the relevant period/year minus revenue from operations of the preceding period/year, divided by revenue from operations of the preceding period/year.
3. Gross Profit is calculated as revenue from operations less cost of materials consumed, purchase of stock in trade and changes in inventories of finished goods.
4. Gross Profit Margin refers to the percentage margin derived by dividing Gross Profit by revenue from operations.
5. EBITDA is calculated as restated profit / (loss) for the period / year, plus finance costs, total taxes, and depreciation and amortisation expense.
6. EBITDA Margin (%) is calculated as EBITDA divided by revenue from operations.
7. Adjusted EBITDA is calculated as EBITDA less other income.
8. Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by the revenue from operations.
9. Profit after Tax means restated profit / (loss) for the period/year as appearing in the Restated Financial Statement.
10. Profit after Tax Margin refers to the percentage margin derived by dividing Profit after Tax by revenue from operations.
11. Return on Equity (%) refers to restated profit after tax divided by Net worth attributable to the Equity Shareholders less prepaid expenses of our Company for the year/period. Restated profit after tax means restated profit / (loss) for the period/year as appearing in the Restated Financial Information.
12. Return on Capital Employed is calculated as adjusted EBITDA less depreciation and amortisation / Capital Employed. Capital Employed is calculated as total equity plus total borrowings plus total lease liabilities and deferred tax liabilities(net) minus deferred tax assets (net).
13. Net Debt to EBITDA Ratio is a measurement of leverage, calculated as a company's interest-bearing liabilities minus cash or cash equivalents, divided by its EBITDA.
14. Debt Equity ratio is calculated as total borrowings divided net worth available to the equity shareholders of the Company.
15. Revenue from operations divided between sale of products from domestic market and outside India market as appearing in the Restated Financial Statement and other operating income.
16. Revenue from Operations as appearing in the Restated Financial Statement divided between our Company's key divisions i.e. retail sales, process sales & trading sales.
17. Retail store revenue on various parameters.
18. Working Capital Days refers to total current assets days minus total current liabilities days.
19. Inventory days have been calculated as inventory divided by revenue from operations multiplied by 365 days for the complete fiscal years.
20. Trade Receivables days have been calculated as Trade Receivables divided by revenue from



operations multiplied by 365 days for the complete fiscal years.

21. Trade Payables days have been calculated as Trade Payables divided by revenue from operations multiplied by 365 days for the complete fiscal years.

KPI	Explanations
Revenue from Operations (₹ in million)	Revenue from Operations is used by our management to track the revenue profile of our business and in turn helps assess the overall financial performance of the Company and size of the business
Growth in revenue from operations (%)	Growth in Revenue from operations provides information regarding the growth of the business for the respective period.
Gross Profit (₹ in million)	Gross Profit provides information regarding the profits from manufacturing of products by the Company.
Gross Profit Margin (%)	Gross Profit Margin is an indicator of the profitability on sale of products manufactured sold by the Company.
EBITDA (₹ in million)	EBITDA provides information regarding the operational efficiency of the business.
EBITDA Margin (%)	EBITDA Margin is an indicator of the operational profitability of the business before interest, depreciation, amortisation, and taxes and financial performance of the business.
Adjusted EBITDA (₹ in million)	Adjusted EBITDA provides information regarding the operational efficiency of the business after adjusting for other income, which is non-core income
Adjusted EBITDA Margin (%)	Adjusted EBITDA Margin is a further indicator of the operational profitability and financial performance of the business after negating the impact of non-operating income
Restated Profit after Tax (PAT) (₹ in million)	Restated Profit after Tax is an indicator of the overall profitability and financial performance of the business.
PAT Margin (%)	PAT Margin is an indicator of the overall profitability and financial performance of the business as a % to revenue from operations.
Return on Equity ("RoE") (%)	RoE provides how efficiently our Company generates profits from the shareholders' funds.
Return on Capital Employed ("RoCE") (%) ⁽¹²⁾	ROCE provides how efficiently our Company generates earnings from the capital employed in the business.
Net Debt / EBITDA	It represents how many years it would take for our Company to pay back



KPI	Explanations
Ratio	its debt if net debt and EBITDA are held constant.
Debt Equity ratio	This gearing ratio compares shareholders' equity to company debt to assess the company's amount of leverage and financial stability.
Working Capital Days	Working capital days indicates the working capital requirements of our Company in relation to revenue generated from operations, it defines the number of days taken by the company for converting the purchase to collection.
Inventory Days	Inventory Days provides number of days in which inventory turnaround in particular period / year.
Trade Receivable Days	Trade Receivable Days is the number of days that a customer invoice is outstanding before it is collected.
Trade Payable Days	Trade Payable Days is the number of days that a company takes to pay its bills and invoices to its trade creditors.

