



**Certificate on Key Performance Indicators**

Date: November 19, 2024

To

The Board of Directors,

**Ganesh Infracore Limited**

(Formerly known as Ganesh Infracore Private Limited and Ganesh International)

Godrej Genesis, Unit No. 906,

9<sup>th</sup> Floor, Street No. 18, Block – EP & GP,

Sector – V, Salt Lake, North 24 Parganas,

Kolkata - 700 091 (W.B.).

(the “Company”).

**Vivro Financial Services Private Limited**

607-608, Marathon Icon

Veer Santaji Lane

Opp. Peninsula Corporate Park

Off Ganpatrao Kadam Marg

Lower Parel, Mumbai – 400 013

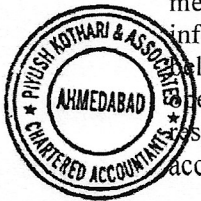
Maharashtra, India

Dear Sirs,

**Re: Proposed initial public offering of equity shares of face value of ₹ 5 each (the “Equity Shares”) of Ganesh Infracore Limited (Formerly known as Ganesh Infracore Private Limited and Ganesh International) (the “Company” or the “issuer”)**

We have been requested to verify the information included in **Annexure A**, which is proposed to be included in the red herring prospectus (“**RHP**”) intended to be filed by the Company with the Securities and Exchange Board of India (the “**SEBI**”), National Stock Exchange of India Limited (the “**Stock Exchanges**”) and the red herring prospectus (“**RHP**”) and the prospectus (“**Prospectus**”) intended to be filed with the Registrar of Companies, West Bengal at Kolkata (the “**RoC**”) and thereafter filed with the SEBI and the Stock Exchanges, and other Issue related documents.

We have examined the: (a) restated financial statements of the Company for the five months period ended August 31, 2024 and for the period ended March 31, 2024, and February 12, 2024 and financial years ended March 31, 2023 and March 31, 2022, prepared in accordance with the ICDR Regulations, the Indian Accounting Standards, the Guidance Note on Reports in Company Prospectuses (Revised 2019) issued by the Institute of Chartered Accountants of India (“**ICAI**”) and Companies Act, 2013, as amended and read with the rules, circulars and notifications issued in relation thereto (“**Companies Act**”) and such restated financial information, the “**Restated Financial Information**”; and (b) relevant records, correspondence with regulatory/statutory authority and registers of the Company, including but not limited to, statutory records, minutes of the meetings of the board of directors of the Company, minutes of the committees meetings, minutes of annual general meeting and extra-ordinary general meetings of the Company, relevant statutory registers, documents, records maintained by the Company, information and explanations presented to us. We have also performed the procedures enumerated below with respect to the operational Key Performance Indicators including business metrics and operational data of the Company (“**KPIs**”) of the Company as of the respective dates and for the respective period mentioned against each KPI in **Annexure A**, (the “**Periods**”), as set forth in the accompanying annexures.





The procedures were performed to assist in evaluating the KPIs of the Company and accordingly, the procedures undertaken with respect to the aforesaid are summarized below:

- (i) tracing financial data from accounting records;
- (ii) reviewed the online and offline inventory and store management maintained by the Company;
- (iii) reviewed the process chain from order to final delivery of the products and services;
- (iv) tracing numbers from the Company's billing systems; and
- (v) MIS prepared by the finance department of the Company.

Our engagement has been undertaken in accordance with the Standard on Related Services (SRS) 4400 ("SRS 4400") "Engagements to Perform Agreed-upon Procedures regarding Financial Information", issued by the Institute of Chartered Accountants of India. SRS 4400 is generally adopted to perform agreed upon procedures regarding financial information, however, this standard can also be used as a guide to perform agreed upon procedures regarding non-financial information. We have conducted our examination for this certificate in accordance with the 'Guidance Note on Reports or Certificates for Special Purposes' ("Guidance Note") issued by the Institute of Chartered Accountants of India.

We confirm the following:

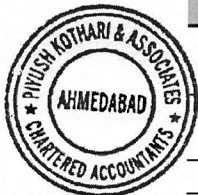
**I. For the purpose of the Issue price, floor price or price band, please note the following:**

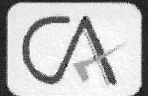
- (A) Price per share of the Company (as adjusted for corporate actions, including split, bonus issuances) based on primary issuances of Equity Shares or convertible securities (excluding Equity Shares issued under Employee Stock Option Plan and issuance of Equity Shares pursuant to a bonus issue) during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company in a single transaction or multiple transactions combined together over a span of rolling 30 days ("Primary Issuances")

The details of the Equity Shares or convertible securities, excluding issuance of bonus shares, during the 18 months preceding the date of this certificate, 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 rolling 30 days ("Primary Issuance") are as follows:

Date Allotment	of	Number of Equity Shares allotted*	of	Face value per Equity Share (₹)#	Issue Price per Equity Share *(₹)	Nature of Allotment	Nature of Consideration	Total consideration (in ₹ lakhs)
February 2024*	13,	1,08,77,839		10	4.00	Rights Issue <sup>(3)</sup>	Other than Cash*	1,087.78
April 19, 2024		13,60,000		5	100.00	Private Placement	Cash	1,360.00
<b>Total</b>		<b>1,22,37,839</b>		-	-	-	-	<b>2,447.78</b>
<b>Weighted Average Cost of Acquisition [Total Consideration/Total Number of Shares Transacted]*</b>								<b>8.00*</b>

\*Adjusted for split of equity shares of face value 10 per share to 5 per share and issue of bonus in ratio of 1:4.





Except as stated above, it is confirmed that there are no primary/new issue of shares, equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated on the pre-issue capital on the date of allotment) in the 18 months prior to the date of this certificate.

The procedures carried out for such verification are included under **Schedule 1**.

**(B) Price per share of the Company (as adjusted for corporate actions, including bonus issuances) based on secondary sale or acquisition of equity shares or convertible securities (excluding gifts) involving the Promoters, members of the Promoter Group, the Selling Shareholder or other Shareholders of the Company with rights to nominate directors during the 18 months preceding the date of filing of the DRHP/ RHP, where the 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- Offer capital before such transaction/s, and excluding ESOPs granted but not vested) in a single transaction or multiple transactions combined together over a span of rolling 30 days (“Secondary Transactions”)**

There has been secondary sale/ acquisitions of Equity Shares or any convertible securities (“**Security(ies)**”), where the Promoters, members of the Promoter Group, Selling Shareholders, 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 certificate, 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	No. of shares transacted*	Face Value (in ₹)	Issue price per share*	Nature of allotment	Nature of consideration	Total consideration (in ₹ lakhs)
15-May-24	1,10,000	10	36.36	Transfer from Rachita Agrawal to Invicta Capserv Private Limited	Cash	40.00
16-May-24	1,65,000	10	36.36	Transfer from Rachita Agrawal to Anushree Gadodia	Cash	60.00
16-May-24	6,05,000	10	36.36	Transfer from Rachita Agrawal to Hemant Gadodia	Cash	220.00
<b>Total</b>	<b>8,80,000</b>	-	-	-	-	<b>320.00</b>
<b>Weighted Average Cost of Acquisition [Total Consideration/Total Number of Shares Transacted]*</b>						<b>14.54*</b>

\*Adjusted for split of equity shares of face value 10 per share to 5 per share and issue of bonus in ratio of 1:4.

The procedures carried out for such verification are included under **Schedule 1**.



**(C) Price per share based on the last 5 primary or secondary transactions**

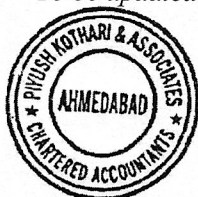
Since there are transactions to report in (A) or (B) above, therefore, information based on last 5 primary or secondary transactions (secondary transactions where promoter/promoter group entities or selling shareholder or shareholder(s) having right to nominate director(s) in the Board of the Company, are a party to the transaction) not older than 3 years prior to the date of Red Herring Prospectus irrespective of the size of transactions is not required to disclosed.

**II. With reference to [I(A) and I(B)] above, WACA, Floor Price and Cap Price:**

Please see below details of the weighted average cost of acquisition, based on the details set out under (I) – (A), (B) and (C) above, as compared to the floor price and cap price:

Type of transaction	WACA (in ₹)	Floor Price (₹ [•])*	Cap Price (₹ [•])*
Weighted Average Cost of acquisition for last 18 months for primary issue/ new issue of shares (equity/convertible securities) excluding shares issued under employee stock option/employee stock option scheme and issue of bonus Shares, during the 18 months preceding the date of filing of this prospectus where such issuance is equal more than 5 percent of the fully diluted paid up share capital of the Company ( calculated based on the pre issue capital before such transaction/s excluding employee stock option scheme), in a single transaction or multiple transactions combined over a span of rolling 30 days.	8.00	[•]	[•]
Weighted Average Cost of acquisition for last 18 months for Secondary sale/ acquisition of shares (equity/convertible securities) where promoter/promoter group entities or selling shareholder or shareholder(s) having right to nominate director(s) in the Board are party to the transaction(excluding gifts), during the 18 months preceding the date of filing of this prospectus where such issuance is equal more than 5 percent of the fully diluted paid up share capital of the Company ( calculated based on the pre issue capital before such transaction/s excluding employee stock option scheme), in a single transaction or multiple transactions combined over a span of rolling 30 days.	14.54	[•]	[•]
Since there are transactions to report in (A) or (B) above, therefore, information based on last 5 primary or secondary transactions (secondary transactions where promoter/promoter group entities or selling shareholder or shareholder(s) having right to nominate director(s) in the Board of the Company, are a party to the transaction) not older than 3 years prior to the date of Red Herring Prospectus irrespective of the size of transactions is not required to disclosed.			
Last of 5 primary Transactions	N.A.	N.A	N.A
Last of 5 Secondary Transactions	N.A.	N.A	N.A

*\*To be updated at Prospectus stage*





**III. Key financial and operational performance indicators:**

The details of the key financial and operational performance indicators are set out under **Annexure A**.

The procedures carried out for such verification and data provided for the KPIs are included under **Schedule 2**.

The procedures were performed to assist in evaluating the accuracy, validity and completeness of the KPIs of the Company.

On the basis of the procedures set forth in the Annexures, forming part of this certificate, we confirm that KPIs are accurate, valid and complete.

On the basis of such examination of the documents / records / information, we confirm that the information set forth in this certificate, is correct and accurate and nothing has come to our attention that caused us to believe that the information contained in this certificate was not accurate, valid and complete.

We also consent to the inclusion of this letter as a part of "*Material Contracts and Documents for Inspection*" in connection with this Issue, which will be available for public for inspection from date of the filing of the RHP until the Issue Closing Date.

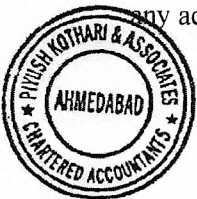
We confirm that the information in this certificate is true, fair, correct, accurate and there is no untrue statement or omission which would render the contents of this certificate misleading in its form or context.

We hereby confirm that while providing this certificate we have complied with the Code of Ethics and the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements, issued by the Institute of Chartered Accountants of India.

This certificate is issued for the purpose of the Issue, and can be used, in full or part, for inclusion in the red herring prospectus, red herring prospectus, prospectus and any other material used in connection with the Issue (together, the "**Issue Documents**") which may be filed by the Company with Securities and Exchange Board of India ("**SEBI**"), National Stock Exchange of India Limited (the "**Stock Exchange**"), Registrar of Companies, Maharashtra situated at Mumbai ("**Registrar of Companies**") and / or any other regulatory or statutory authority.

We hereby consent to our name and the aforementioned details being included in the Issue Documents and/or consent to the submission of this certificate as may be necessary, to any regulatory / statutory authority, stock exchanges, any other authority as may be required and/or for the records to be maintained by the BRLMs in connection with the Issue and in accordance with applicable law.

This certificate may be relied on by the BRLM, their affiliates and legal counsel in relation to the Issue and to assist the BRLM in conducting and documenting their investigation of the affairs of the Company in connection with the Issue. We hereby consent to this certificate being disclosed by the BRLM, if required (i) by reason of any law, regulation, order or request of a court or by any governmental or competent regulatory authority, or (ii) in seeking to establish a defence in connection with, or to avoid, any actual, potential or threatened legal, arbitral or regulatory proceeding or investigation.



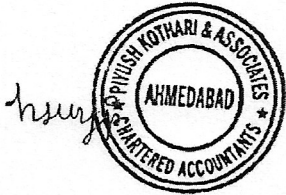


We undertake to immediately communicate, in writing, any changes to the above information/confirmations to the BRLM and the Company until the equity shares allotted in the Issue commence trading on the relevant stock exchanges. In the absence of any such communication from us, the Company, the BRLM and the legal advisor appointed with respect to Issue can assume that there is no change to the information/confirmations forming part of this certificate and accordingly, such information should be considered to be true and correct.

All capitalized terms used but not defined herein shall have the meaning assigned to them in the Issue Documents.

Yours faithfully,

For and on behalf of  
**Piyush Kothari & Associates**  
**Chartered Accountants**



**CA. Piyush Kothari**  
**Partner**

Membership No.: 158407

ICAI Firm Registration Number: 140711W

UDIN: 24158407BKB1VX9161

Date: November 19, 2024

CC:

**Rajani Associates, Advocates and Solicitors**  
204-207, Krishna Chambers,  
59, Vithaldas, Churchgate,  
Nathibai Thackersey Road,  
New Marine Lines, Mumbai 400 020,  
Maharashtra, India



**Annexure A**

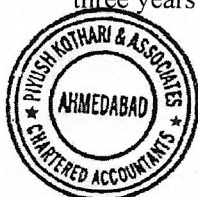
The KPIs disclosed herein below have been approved by a resolution of Audit Committee dated November 19, 2024 the members of the Audit Committee have confirmed that the verified details of all KPIs pertaining to the Company that have been disclosed to investors at any point of time during the three years period prior to the date of filing of the Red Herring Prospectus have been disclosed in the "Basis for Issue Price" section of the Red Herring Prospectus.

**1. Disclosure of all the KPIs pertaining to the Company that have been disclosed to its investors at any point of time during the three years preceding the date of this certificate:**

Sr. No.	KPI'S	Explanation
1	Revenue from Operations (in lakhs)	Revenue from operation provides information regarding growth of the business operations over the period.
2	Earnings before Interest, Tax, Depreciation	EBITDA provides information and operational profitability and the financial performance of the business.
3	EBITDA Margins (%)	EBITDA margin provides the financial benchmarking against peers as well as to compare against the historical performance of the business.
4	Profit after Tax (PAT) (in lakhs)	PAT provides information regarding the overall profitability of our business.
5	PAT Margins (%)	PAT margin is an indicator of the overall profitability of the business and provides the financial benchmarking against peer as well as to compare against the historical performance of the business.
6	Cash Profit after Tax (in lakhs)	Cash Profit after Tax is an indicator which denotes profit generated from the business operations during the period before adjusting the non-cash items.
7	Current Ratio	Current ratio is an indicator of short-term solvency i.e., company's ability to pay short- term obligations or those due within one year.
8	Debt-Equity Ratio	Debt Equity Ratio is an indicator of overall leverage of the company
9	Return on Equity (%)	RoE provides how efficiently the Company generates profits from average shareholders' funds.
10	Return on Capital Employed (%)	RoCE provides how efficiently the Company generates earnings from the capital employed in the business.

**2. Key financial and operational performance indicators (KPIs)**

The table below sets forth the details of KPIs that the Company considers have a bearing for arriving at the basis for Issue Price. The key financial and operational metrics set forth below, have been approved by the Audit Committee pursuant to its resolution dated November 19, 2024. Further, the Audit Committee has on November 19, 2024 taken on record that other than the key financial and operational metrics set out below, the Company has not disclosed any other key performance indicators during the three years preceding the Red Herring Prospectus with its investors.





*Explanation for the KPI metrics*

The list of the KPIs along with brief explanation of the relevance of the KPIs for the business operations of the Company are set forth below:

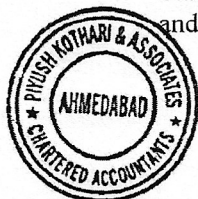
Sr No.	KPIs	Explanation
1.	Revenue from Operations (₹ in lakhs)	Revenue from operation provided information regarding growth of the business operations over the period
2.	Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) (₹ in lakhs)	EBITDA provides information regarding operational profitability and the financial performance of the business.
3.	EBITDA Margins (%)	EBITDA margin provides the financial benchmarking against peers as well as to compare against the historical performance of the business.
4.	Profit after Tax (PAT) (₹ in lakhs)	PAT provides information regarding the overall Profitability of the business.
5.	PAT Margins (%)	PAT margin is an indicator of the overall profitability of the business and provides the financial benchmarking against peer as well as to compare against the historical performance of the business.
6.	Cash Profit after Tax (₹ in lakhs)	Cash Profit after Tax is an indicator which denotes profit generated from the business operations during the period before adjusting the non-cash items
7.	Current Ratio	Current ratio is an indicator of short-term solvency i.e., company's ability to pay short-term obligations or those due within one year.
8.	Debt-Equity Ratio	Debt Equity Ratio is an indicator of overall leverage of the company
9.	Return on Equity (%)	RoE provides how efficiently the Company generates profits from average shareholders' funds.
10.	Return on Capital Employed (%)	RoCE provides how efficiently the Company generates earnings from the capital employed in the business.

**Description in the DRHP**

The KPIs disclosed below have been used historically by the Company to understand and analyze the business performance, which in result, help it in analyzing the growth of various verticals, and other relevant and material KPIs of the business of the Company that have a bearing for arriving at the Basis for Offer Price have been disclosed below. The KPIs set forth above have been approved by the Audit Committee pursuant to its resolution dated November 19, 2024.

**Details of KPIs as at five months period ended August 31, 2024 and for the financial years ended March 31, 2024, March 31, 2023 and March 31, 2022:**

Statement of Key Performance Indicators as at and for the five months period ended August 31, 2024 and fiscal year 2024, 2023 and 2022:







(Rs in lakhs)

Sr. No.	Particulars	For the period Ended August 31, 2024 <sup>^</sup>	Fiscal 2024	Fiscal 2023	Fiscal 2022
1	Revenue from Operations (₹ in lakhs)	21,065.82	29,033.71	13,349.18	8,023.88
2	Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) (₹ in lakhs) <sup>(a)</sup>	2,163.62	2,419.16	916.58	373.03
3	EBITDA Margins (%) <sup>(b)</sup>	10.19%	8.29%	6.79%	4.60%
4	Profit after Tax (PAT) (₹ in lakhs)	1,537.20	1,554.47	520.92	188.75
5	PAT Margins (%) <sup>(c)</sup>	7.24% <sup>^</sup>	5.33%	3.86%	2.33%
6	Cash Profit after Tax (₹ in lakhs) <sup>(d)</sup>	1,609.38	1,643.89	620.71	207.44
7	Current Ratio <sup>(e)</sup>	1.98	1.37	1.22	1.17
8	Debt-Equity Ratio <sup>(f)</sup>	0.16	0.83	0.47	0.37
9	Return on Equity (%) <sup>(g)</sup>	29.74% <sup>^</sup>	59.38%	44.62%	26.64%
10	Return on Capital Employed (%) <sup>(h)</sup>	35.17% <sup>^</sup>	61.58%	56.77%	40.54%

<sup>^</sup> Not Annualized

**Notes:**

- EBITDA has been calculated as a sum of profit before tax, finance costs and depreciation and amortization.
- EBITDA Margins is calculated as EBITDA divided by total income.
- PAT Margins (%) is calculated as Profit After Tax carried to balance sheet divided by Total Income.
- Cash Profit After Tax is calculated as a sum of Profit After Tax to balance sheet and Depreciation and Amortisation as per Restated Consolidated Financial Statements.
- Current Ratio is calculated as Total Current Assets divided by Total Current Liabilities.
- Debt-Equity Ratio is calculated as Total Debt divided by Adjusted Net-Worth as per Restated Consolidated Financial Statements. Total Debt is calculated as a sum of Long-Term Borrowings and Short-Term Borrowings (including current maturity of long-term borrowings).
- Return on Equity is calculated as Restated profit after tax After Tax carried to balance sheet for the year divided by average net worth, where average net worth is calculated by dividing sum of closing adjusted net worth of the current fiscal year and closing adjusted net worth of the previous fiscal year by 2. Adjusted net worth of FY 2021 is taken from audited consolidated financial statements.
- Return on Capital Employed is calculated as Earnings Before Interest and Tax divided by Average Capital Employed. Average Capital Employed is calculated by dividing sum of closing capital employed of the current fiscal year and closing capital employed of the previous fiscal year by 2. Capital employed is calculated as sum of adjusted net worth and Long-Term Borrowings/Short-Term Borrowing. Capital Employed of FY 2021 is taken from audited consolidated financial statements.

