

**REPORT IN CONNECTION WITH OPERATIONAL KEY
PERFORMANCE INDICATORS (KPI)**

25th February, 2025

To,
The Board of Directors,
Aakaar Medical Technologies Limited
(Formerly known as Aakaar Medical Technologies Private Limited)
801, Heritage Plaza, Telli Galli Cross Road,
Andheri East, Mumbai – 400069.

Indorient Financial Services Limited
B-805, Rustomjee Central Park
Andheri Kurla Road, Chakala,
Andheri East, Mumbai – 400093.

Dear Sirs,

Re: Proposed initial public offering of equity shares of face value of Rs. 10/- each (the “Equity Shares”) by the Company and such issuing, (the “Issue”).

We, **C B Mehta & Associates, (Firm Registration Number: 124978W)**, Statutory Auditors of the Company, comprising of the Restated Statement of Assets and Liabilities as at 31st August, 2024, March 31, 2024, March 31, 2023 and March 31, 2022, the Restated Statements of Profit and Loss, and the Restated Cash Flow Statement for the period ended 31st August, 2024, and for the financial year ended March 31, 2024, March 31, 2023 and March 31, 2022, the Summary Statement of Material Accounting Policies and other explanatory information (collectively, the “**Restated Financial Information**”), prepared in accordance with the Companies Act, 2013, as amended (the “**Companies Act**”) and Indian Generally Accepted Accounting Principles (“**IGAAP**”) prescribed under the provisions of the Companies Act, 2013 and restated in accordance with the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended (“**ICDR Regulations**”) and the reports issued thereon and its related ledgers, groupings and trial balances.

We have performed the procedures agreed with you and enumerated below with respect to certain identified operational key performance indicators (“**KPIs**”) of the Company as on respective dates and for the respective period mentioned in annexure (the “**Periods**”), set forth in the accompanying schedules. Our engagement was undertaken in accordance with the “Guidance Note on Reports in Company Prospectuses (Revised 2019)”, issued by the Institute of Chartered Accountants of India. We have reviewed the obtained (a) Registers of the Company; (b) Minutes of the meetings of the Board of Directors of the Company, its committees and the shareholders’ meetings; (c) Accounting records; and (d) All other relevant records, correspondences with regulatory/ statutory authorities.

The procedures were performed solely to assist you in certifying the KPIs of the Company Entities as included in the Business chapter of DRHP. Our Engagement to certify, has been performed in accordance with our Engagement Letter signed on April 25, 2024.

The procedures were performed to assist you in evaluating the accuracy, validity of KPIs and are summarized as follows:

Detailed heading of KPIs are attached in Annexure A.

Compared the amounts identified to a schedule prepared and derived by the management of the Company from its accounting records for the Period indicated and found such amounts to be in agreement. We determined that the schedule was mathematically correct.

On the basis of the procedures set forth above nothing came to our attention that caused us to believe the KPIs were not accurate, and valid.

We have conducted our examination in accordance with the "Guidance Note on Reports in Company Prospectuses (Revised 2019)", issued by the Institute of Chartered Accountants of India, in so far it relates to Expert issuing certificates on information included in prospectus. 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.

We confirm that the information in this certificate is true, fair and correct, and is in accordance with the requirements of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 and other applicable law, and there is no untrue statement or omission which would render the contents of this certificate misleading in its form or context. We confirm that the information in this certificate is adequate to enable investors to make a well-informed decision, to the extent that such information with respect to us is relevant to the prospective investor to make a well-informed decision.

This certificate is for information and for inclusion (in part or full) in the draft red herring prospectus ("DRHP"), red herring prospectus ("RHP") and the prospectus ("Prospectus") filed in relation to the Issue (collectively, the "Offer Documents") or any other Issue-related material, and may be relied upon by the Company, the Book Running Lead Manager and the legal advisors appointed by the Company and the Book Running Lead Manager in relation to the Issue. We hereby consent to the submission of this certificate as may be necessary to SME platform of National Stock Exchange of India Limited ("NSE Emerge"), the Registrar of Companies, Mumbai ("RoC"), the relevant stock exchange, any other regulatory authority and/ or for the records to be maintained by the Book Running Lead Manager and in accordance with applicable law. We hereby consent to this certificate being disclosed by the Book Running Lead Manager, if required (i) by reason of any law, regulation or order of a court or by any governmental or competent regulatory authority, or (ii) in seeking to establish a defense in connection with, or to avoid, any actual, potential or threatened legal, arbitral or regulatory proceeding or investigation.

We confirm that we will immediately communicate any changes in writing in the above information to the Book Running Lead Manager until the date when the Equity Shares commence trading on the relevant stock exchange where the Equity Shares are proposed to be listed. In the absence of any such communication from us, the Book Running Lead Manager and the legal advisors, each to the Company and the Book Running Lead Manager, can assume that there is no change to the above information until the Equity Shares commence trading on NSE Emerge pursuant to the Issue.

The certificate is for the specific purpose of inclusion in the offer documents of the company and may not be suitable for any other purpose. The company, the Book Running Lead Manager, legal advisors shall not use this for any other purpose without our prior consent.

All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the Offer Documents.

Yours faithfully,

For C B Mehta & Associates
Chartered Accountants
ICAI FRN.: 124978W



C B Mehta
Proprietor
Membership No.: 116543
Place: Mumbai
Date: 25th February, 2025
UDIN: 25116543BMJPGY8699
Ref: C031/2025

Encl: As above

Cc:
Vidhigya Associates, Advocates
A-105, Kanara Business Centre,
Link Road, Laxmi Nagar,
Ghatkopar- East, Mumbai – 400075

Annexure A

Key Performance Indicators (KPI)	(₹ in lakhs except %,Nos and ratios)			
	5-month period ended August 31, 2024	Year ended March 31, 2024	Year ended March 31, 2023	Year ended March 31, 2022
Revenue from Operations	2,133.65	4,611.10	3,278.46	1,946.54
EBITDA	11.36	499.89	352.86	239.56
EBITDA Margin	0.53%	10.84%	10.76%	12.31%
PAT	(41.61)	287.02	215.32	161.85
PAT Margin	(1.95%)*	6.22%	6.57%	8.31%
Net Worth	1,239.67	1,252.56	965.54	802.72
Return on Net Worth	(3.34%)*	25.88%	24.35%	21.59%
Return on Capital Employed	0.39%*	23.57%	28.35%	27.44%
Revenue from own brands	844.37	1,393.65	774.47	527.59
Sales team (Nos)	135	128	88	53
Number of Customers Billed (Nos)	3,295	5,205	4,507	3,117

*Not Annualised

KPI – FORMULAS

- i. **Revenue From Operations:** This amount is Revenue from Operations as appearing in the Restated Financial Statements.
- ii. **EBITDA:** = Profit for the period / year, plus tax expenses, finance costs, depreciation and amortization expenses, extraordinary items and reduced by other income.
- iii. **EBITDA MARGIN (%):** EBITDA divided by Revenue from Operations
- iv. **Profit After Tax (PAT):** This amount is Profit for the period/year as appearing in the Restated Financial Statements.
- v. **PAT MARGIN (%):** Profit for the year/period divided by Revenue from Operations.
- vi. **Net Worth:** Share capital + Balance in Profit and Loss account + Securities Premium account
- vii. **Return On Net Worth (RONW) (%):** Restated Net Profit after tax for the year/period divided by average of net worth at beginning and end of the year
- viii. **Return On Capital Employed:** Earnings before interest and taxes divided by average capital employed. Capital Employed includes Tangible Net worth, Long-Term Borrowing and Short-Term Borrowing less cash and cash equivalents and other bank balances
- ix. **Revenue from own brands** = Revenue from products sold under the Umbrella of Aakaar Brands
- x. **Sales team** = Sales executives of the Company as at the end of the year/period which drive our revenue which includes sales executives on ground as well as sales managers
- xi. **Number of Customers Billed** = End customers which includes Doctors, Aesthetic Surgeons & Clinics Chains billed in a Year which can be either through PISPL/Stuckists/Distributors/directly by the Company

KPI-DESCRIPTION

KPI	DESCRIPTION
REVENUE FROM OPERATIONS	Revenue from Operations is used by Management to track the performance and growth of the company.
EBITDA	EBITDA gives a comprehensive view of the health of the company as it considers all sources of Operating Income. It's the aggregate of the restated profit before tax, depreciation and amortisation expense and finance costs, less other income, for the relevant year.
EBITDA MARGIN	EBITDA Margin is a financial ratio that measures the profitability of the company as a percentage of its Revenue from Operations
PAT	Profit after Tax gives the overall profitability of business.
PAT MARGIN	PAT Margin is a ratio that measures the profitability of the company as a percentage of its Total Income
NET WORTH	Net Worth represents the Shareholders' funds invested in the business.
RETURN ON NET WORTH (RoNW)	Return on Net Worth (RoNW) represents the percentage of Net profit after deducting minority interest on the Average of Net Worth. This ratio measures the return on Shareholders' funds.
RETURN ON CAPITAL EMPLOYED	Return on capital employed provides how efficiently the Company generates earnings from the capital employed in the business.
REVENUE FROM OWN BRANDS	It indicates how the company is gradually increasing its turnover from their own brand business which is also a higher margin business
SALES TEAM (NOS)	It indicates the increasing reach of our business as well as the growth of the business which is primarily driven by the sales executives
NUMBER OF CUSTOMERS BILLED (NOS)	It indicates the YOY increase in our number of doctors and in-turn highlight how is the Company growing its clientele pan India