

**Monika Jain & Co**  
**Chartered Accountants**  
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**C N K & Associates LLP**  
**Chartered Accountants**  
5<sup>th</sup> Floor, Narain Chambers  
M.G. Road,  
Vile Parle (East)  
Mumbai – 400057

## **CERTIFICATE ON KEY PERFORMANCE INDICATORS**

Date: September 05, 2025

**The Board of Directors,**  
**Euro Pratik Sales Limited**  
*(Formerly known as Euro Pratik Sales Private Limited)*  
601-602, 6<sup>th</sup> Floor, Peninsula Heights  
C.D. Barfiwala Lane, Andheri (West)  
Mumbai 400 058  
Maharashtra, India

**Axis Capital Limited**  
1st floor, Axis House,  
P.B. Marg, Worli, Mumbai 400 025  
Maharashtra, India

**DAM Capital Advisors Limited**  
One BKC, Tower C, 15<sup>th</sup> Floor, Unit No. 1511  
Bandra Kurla Complex  
Bandra (East)  
Mumbai 400051  
Maharashtra, India

(Axis Capital Limited and DAM Capital Advisors Limited, and any other book running lead managers appointed in connection with the Offer (as defined below) are collectively referred to as the “**Book Running Lead Managers**” or the “**BRLMs**”)

**Re: Proposed initial public offering of equity shares of face value of ₹ 1 each (the “Equity Shares”) of Euro Pratik Sales Limited (the “Company”) and such offering, an offer for sale of Equity Shares by certain existing shareholders of the Company (the “Offer for Sale”, the “Offer”)**

We, M/s. Monika Jain & Co, Chartered Accountants and M/s. C N K & Associates LLP, Chartered Accountants and, (hereinafter collectively referred as “**Joint Statutory Auditors**”), have been requested to verify the information included in **Annexure A**, which is proposed to be included in the red herring prospectus (“**RHP**”) and the Prospectus (“**Prospectus**”) intended to be filed with the BSE Limited and National Stock Exchange of India Limited (collectively, the “**Stock Exchanges**”), Registrar of Companies, Maharashtra at Mumbai (the “**RoC**”) and thereafter filed with the SEBI and the Stock Exchanges, and other Offer related documents.

We have examined the: (a) Restated Consolidated Financial Information of the Company as mentioned in our examination report for the financial years ended March 31, 2025, March 31, 2024 and March 31, 2023, prepared in accordance with the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended (“**SEBI ICDR Regulations**”) and the Guidance Note on Reports in Company Prospectuses (Revised 2019) issued by the ICAI and (b) relevant records, 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 and observed that no Key Performance Indicator were shared with any investor in the past three years enumerated below and in **Annexure A** 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 Statement showing the Key Performance Indicators of the Company and its Peer Companies (‘Peers’) for respective period mentioned against each KPI in **Annexure B**, (the “**Periods**”), as set forth in the accompanying annexures.

We draw attention to paragraph 4 of the examination report which states that this Restated Consolidated Financial Information has been compiled by the Management of the Company from the Audited Consolidated Ind AS Financial Statements for the year ended March 31, 2025, read with note 50.6 of Restated Consolidated Financial Information,

Audited Special Purpose Consolidated Ind AS Financial Statements for the year ended March 31, 2024 and Audited Special Purpose Standalone Ind AS Financial Statements of the Company for the year ended March 31, 2023.

We draw attention to paragraph 5 of the examination report, which states that the Audited Special Purpose Consolidated Ind AS Financial Statements of the Company for the year ended March 31, 2024 and Audited Special Purpose Standalone Ind AS Financial Statements of the Company for the year ended March 31, 2023, were audited by M/s. Monika Jain & Co, Chartered Accountants and M/s. C N K & Associates LLP, Chartered Accountants, have placed reliance on the same.

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 Institute of Chartered Accountants of India (“ICAI”) and accordingly, we confirm that we have complied with such Code of Ethics issued by the ICAI.

We have also complied with the relevant applicable requirements of 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 ICAI.

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.

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) 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) Held discussions with the Company to identification of Peers for KPIs
- (iii) Reviewed the minutes of meetings of board and shareholders for the preceding three years to identify any KPIs shared with the investors;
- (iv) Reviewed minutes of the Audit Committee and the resolution passed by the Audit Committee in relation to KPIs;
- (v) tracing financial data accounting records for the Company;
- (vi) tracing the financial information extracted from database for its peer;

We have also been requested to verify the key performance indicators of the Company and its peer Companies.

We confirm that the information in this certificate is true, fair, correct, and accurate, reflecting a complete and reliable representation of the facts.

This certificate is issued for the purpose of the Offer, and can be used, in full or part, for inclusion in the red herring prospectus, prospectus and any other material used in connection with the Offer (together, the “**Offer Documents**”) which may be filed by the Company with Securities and Exchange Board of India (“**SEBI**”), BSE Limited and National Stock Exchange of India Limited (collectively, the “**Stock Exchanges**”), RoC and / or any other regulatory or statutory authority.

We hereby consent to our name and the aforementioned details being included in the Offer 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 Offer and in accordance with applicable law.

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

This certificate may be relied on by the BRLMs, their affiliates and legal counsel in relation to the Offer and to assist the BRLMs in conducting and documenting their investigation of the affairs of the Company in connection with the Offer. We hereby consent to this certificate being disclosed by the BRLMs, 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. This letter is issued for the purpose of the Offer, and can be used, in full or part, for inclusion in the Offer Documents which may be filed by the Company with SEBI, the Stock Exchanges, RoC and/or any other regulatory or statutory authority. We also consent to the submission of this letter as may be necessary, to SEBI, Stock Exchanges, RoC and/or any regulatory authority and/or for any other litigation purposes and/or for the records and/or as may be required including the

repository system maintained by the SEBI, Stock Exchanges and any other authority, and/or for the records to be maintained by the BRLMs in connection with the Offer and in accordance with applicable law.

We undertake to immediately communicate, in writing, any changes to the above information/confirmations to the BRLMs and the Company until the equity shares transferred in the Offer commence trading on the relevant stock exchanges. In the absence of any such communication from us, the Company, the BRLMs and the legal advisors appointed with respect to Offer 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 Offer Documents.

Yours faithfully,

**For Monika Jain & Co.**  
Chartered Accountants  
Firm Registration No: 130708W

**For C N K & Associates LLP**  
Chartered Accountants  
Firm Registration No: 101961W/ W – 100036

**Ronak Gandhi**  
Partner  
Membership No: 169755

**Hiren Shah**  
Partner  
Membership No: 100052

Date: September 05, 2025  
Place: Mumbai

Date: September 05, 2025  
Place: Mumbai

UDIN: 25169755BMHVKG7981

UDIN: 25100052BMHUUZ1351  
REF: REF/CERT/VLP/327/2025-26

**Copy To:**

**Legal counsel to the Book Running Lead Managers, as to Indian laws**

**J. Sagar Associates**  
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27<sup>th</sup> Floor, Senapati Bapat Marg,  
Lower Parel,  
Mumbai 400 013  
Maharashtra, India

**Legal counsel to the Company as to Indian laws**

**S&R Associates**  
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Mumbai 400 013  
Maharashtra, India

## ANNEXURE A

The table below sets forth certain key performance indicators and accounting ratios at the dates, and for the periods indicated \*:

Particulars	As at and for the financial year ended March 31,		
	2025	2024	2023
<b>GAAP Metrics:</b>			
Revenue from operations (₹ million)	2,842.27	2,216.98	2,635.84
Profit after tax (₹ million)	764.40	629.07	595.65
<b>Non-GAAP Metrics:</b>			
EBITDA <sup>(1)</sup> (₹ million)	1,101.01	890.02	836.34
EBITDA Margin <sup>(2)</sup> (%)	38.74	40.15	31.73
Gross margin (%) or Gross Profit Margin <sup>(3)</sup>	45.47	43.05	36.02
Return on Equity <sup>(4)</sup> (%)	39.18	44.03	47.70
Return on Capital Employed <sup>(5)</sup> (%)	44.58	55.17	61.42
Debt to Equity Ratio <sup>(6)</sup> (in times)	0.01	-	0.02
Net Debt to EBITDA Ratio <sup>(7)</sup> (in times)	-	-	-
Working Capital Days (days) <sup>(8)</sup>	168.00	139.00	119.00

\*The Ratio is calculated on a rounded million basis

### Notes:

- <sup>(1)</sup> Revenue from operations refers to revenue generated from the sale of our products.
- <sup>(2)</sup> Profit after tax refers to profits earned by us after deducting all our operational and non-operational expenses and taxes.
- <sup>(3)</sup> EBITDA is defined as earnings before interest, taxes, depreciation and amortization.
- <sup>(4)</sup> EBITDA Margin is defined as our EBITDA during a given period as a percentage of revenue from operations during that period.
- <sup>(5)</sup> Gross Margin measures our gross profit compared to our revenues as a percentage and is calculated by subtracting our Cost of Goods Sold ("COGS") from our Net Sales divided by our revenue from operations. COGS refers to the direct costs such as cost of materials consumed, that we incur for producing our finished goods. Net Sales refers to our total revenue from operations after deducting any returns, allowances and discounts on our finished goods.
- <sup>(6)</sup> Return on Equity or RoE is calculated by dividing our profit for the year by the average total equity (sum of opening and closing divided by two) during that year and is expressed as a percentage.
- <sup>(7)</sup> Return on Capital Employed or RoCE is calculated by dividing our EBIT (i.e., earnings before interest and taxes) during a given period by Capital Employed (i.e., sum of tangible net worth, total debt and deferred tax liability), and is expressed as a percentage. Tangible net worth is calculated by reducing total liabilities, intangible assets (including intangible assets under development) and deferred tax assets (net) from the total assets).
- <sup>(8)</sup> Debt to Equity Ratio is calculated by dividing our total borrowings (i.e., our total non-current borrowings and current maturities of long term-borrowings) by our total equity (i.e., our total assets minus our total liabilities).
- <sup>(9)</sup> Net Debt to EBITDA Ratio is calculated by our net debt (i.e., our total non-current borrowings and current maturities of long term-borrowings less cash and cash equivalents and other bank balances (current and non-current)) divided by our operating EBITDA.
- <sup>(10)</sup> Working capital days is calculated as inventory days plus trade receivable days minus trade payable days. Inventory days is calculated as average inventory divided by revenue from operations multiplied by 365 days. Trade receivable days is calculated as average trade receivables divided by revenue from operations multiplied by 365 days. Trade payable days is calculated as average trade payables divided by purchases of stock in trade multiplied by 365 days

Explanation for the Key Performance Indicators:

Sr No	Key performance indicators	Description
<b>GAAP Metrics:</b>		
1.	Revenue from operations	Revenue from operations is used to track the revenue profile of our business and in turn helps to assess the financial performance of the Company and size of our business.
2.	Profit after tax	Profit after tax takes into account the taxes paid by the company on its pre-tax earnings and is a crucial metric for assessing financial performance.
<b>Non-GAAP Metrics:</b>		
1.	EBITDA	EBITDA provides insights into the Company's operational profitability before the finance cost, taxation, depreciation and amortization expenses.
2.	EBITDA Margin	EBITDA Margin is an indicator of the operational efficiency of our business calculated as EBITDA as a percentage of total income.
3.	Gross margin (%) or Gross Profit Margin	Gross profit margin measures our company's financial health and efficiency and generally used to identify areas for cost-cutting and improvement.
4.	Return on Equity	Return on Equity measures how efficiently our Company generates profits from shareholders' funds.
5.	Return on Capital Employed	Return on capital employed measures how efficiently we can generate profits from our capital employed.
6.	Debt to Equity Ratio	Debt-to-equity (D/E) ratio is used to evaluate a company's financial leverage and compares our total debt to our shareholder equity. Debt to Equity ratio measures the proportion of debt used to finance our assets relative to our Equity.
7.	Net Debt to EBITDA Ratio	Net Debt to EBITDA is a measure of the extent to which our Company can cover our debt and represents our debt position in comparison to our profitability. It helps evaluate our financial leverage.
8.	Working Capital Days	Describes the number of days it takes for us to convert our working capital into revenue

## ANNEXURE B

### 1. Statement showing the Key Performance Indicators of the Company and its Peers for the Fiscal 2025

Particulars	Euro Pratik Sales Limited	Greenlam Industries Limited	Asian Paints Limited	Berger Paints India Limited	Indigo Paints Limited
Revenue from operations ( <i>₹ million</i> )	2,842.27	25,693.40	3,39,056.20	1,15,447.10	13,406.73
Profit after tax ( <i>₹ million</i> )	764.40	683.50	37,097.10	11,828.10	1,421.65
EBITDA ( <i>₹ million</i> )	1,101.01	2,855.90	67,195.30	19,859.30	2,519.81
EBITDA Margin (%)	38.74	11.12	19.82	17.20	18.80
Gross margin (%) or Gross Profit Margin	45.47	52.26	42.44	41.43	46.02
Return on Equity (%)	39.18	6.21	18.79	20.47	14.71
Return on Capital Employed (%)	44.58	7.86	27.47	27.09	19.31
Debt to Equity Ratio ( <i>in times</i> )	0.01	0.96	0.04	0.02	0.01
Net Debt to EBITDA Ratio ( <i>in times</i> )	-	3.61	-	-	-
Working Capital Days ( <i>days</i> )	168.00	1.61	48.71	26.90	2.92

### 2. Statement showing the Key Performance Indicators of the Company and its Peers for the Fiscal 2024

Particulars	Euro Pratik Sales Limited	Greenlam Industries Limited	Asian Paints Limited	Berger Paints India Limited	Indigo Paints Limited
Revenue from operations ( <i>₹ million</i> )	2,216.98	23,063.49	3,54,947.30	1,11,989.20	13,060.86
Profit after tax ( <i>₹ million</i> )	629.07	1,380.08	55,576.90	11,698.20	1,488.28
EBITDA ( <i>₹ million</i> )	890.02	3,163.21	84,059.40	19,660.20	2,522.85
EBITDA Margin (%)	40.15	13.72	23.68	17.56	19.32
Gross margin (%) or Gross Profit Margin	43.05	52.85	43.40	40.65	47.63
Return on Equity (%)	44.03	13.56	30.99	23.65	17.74
Return on Capital Employed (%)	55.17	11.08	37.74	30.61	23.23
Debt to Equity Ratio ( <i>in times</i> )	-	0.93	0.06	0.04	0.00
Net Debt to EBITDA Ratio ( <i>in times</i> )	-	2.97	-	-	-
Working Capital Days ( <i>days</i> )	139.00	12.60	42.59	18.14	- #

# Indigo Paints Limited has negative Working Capital Days.

### 3. Statement showing the Key Performance Indicators of the Company and its Peers for the Fiscal 2023

Particulars	Euro Pratik Sales Limited	Greenlam Industries Limited	Asian Paints Limited	Berger Paints India Limited	Indigo Paints Limited
Revenue from operations ( <i>₹ million</i> )	2,635.84	20,259.58	344,885.90	105,678.40	10,733.34
Profit after tax ( <i>₹ million</i> )	595.65	1,285.09	41,953.30	8,604.00	1,319.38
EBITDA ( <i>₹ million</i> )	836.34	2,508.35	67,401.70	15,256.00	1,915.99
EBITDA Margin (%)	31.73	12.38	19.54	14.44	17.85
Gross margin (%) or Gross Profit Margin	36.02	46.73	38.66	36.31	44.54
Return on Equity (%)	47.70	15.93	27.38	20.40	18.50
Return on Capital Employed (%)	61.42	12.32	33.96	25.09	20.91
Debt to Equity Ratio ( <i>in times</i> )	0.02	0.59	0.06	0.17	-
Net Debt to EBITDA Ratio ( <i>in times</i> )	-	2.11	-	0.33	-
Working Capital Days ( <i>days</i> )	119.00	26.51	43.35	22.94	- #

# Indigo Paints Limited has negative Working Capital Days.