



## CERTIFICATE ON KEY PERFORMANCE INDICATORS

Date:

To,

**The Board of Directors**  
**OBSC Perfection Limited**  
6-F, M-6, Uppal Plaza,  
District Centre, Jasola,  
New Delhi-110025

**Unistone Capital Private Limited**  
A/305, Dynasty Business Park,  
Andheri Kurla road, Andheri East,  
Mumbai, Maharashtra – 400059,  
India.

(Unistone Capital Private Limited referred to as the “**Book Running Lead Manager**”)

Dear Sir(s):

**Sub: Proposed initial public offering of equity shares of ₹10 each (the “Equity Shares”) of OBSC Perfection Limited (the “Company” and such offering, the “Issue”)**

In connection with calculation of the issue price of the Equity Shares in the Issue, we have verified the information mentioned in **Annexure A** with respect to the Company, extracted from the restated financial statements of the Company as at August 31, 2024 and for the financial years ended March 31, 2024, March 31, 2023 and March 31, 2022, and other relevant records of the Company.

We hereby confirm that while providing this certificate we have complied with the Code of Ethics issued by the Institute of Chartered Accountants of India.

This certificate is for your information and for inclusion in the draft red herring prospectus (DRHP), red herring prospectus (RHP) and the prospectus (“Prospectus”), to be issued by the Company in relation to the offer and to be filed/registered with the Securities and Exchange Board of India, the Emerge Platform of National Stock Exchange of India Limited (the “Stock Exchange”) and the Registrar of Companies Delhi, as may be required.

This certificate may be relied upon by the Book Running Lead Manager and the legal counsel appointed in relation to the Issue. We hereby consent to the extracts of this certificate being used in the DRHP, the RHP, the Prospectus and in any other material used in connection with the Issue. We also consent to the submission of this certificate as may be necessary, to any regulatory authority and / or for the records to be maintained by the Book Running Lead Manager in connection with the Offer and in accordance with applicable law.



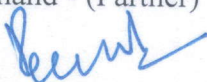
Terms capitalised and not defined herein shall have the same meaning as ascribed to them in the Draft Red Herring Prospectus.

Yours sincerely,

**For and on behalf of M/s PK Chand & Co.  
Chartered Accountants**

Firm Registration Number: 512371C

Prashant Kumar Chand - (Partner)



ICAI Membership Number: 091046

UDIN: 24091046BKFMDM7054

Date: 9<sup>th</sup> October, 2024

Place: Noida



## Annexure A

The KPIs disclosed below have been used historically by our Company to understand and analyse the business performance, which in result, help us in analysing the growth of various verticals.

Our Company confirms that it shall continue to disclose all the KPIs included in this section on a periodic basis, at least once in a year (or any lesser period as determined by the Board of our Company), for a duration of one year after the date of listing of the Equity Shares on the Stock Exchange or till the complete utilisation of the proceeds of the Fresh Issue as per the disclosure made in the Objects of the Issue Section, whichever is later or for such other duration as may be required under the SEBI ICDR Regulations.

KPI	Explanations
Revenue from Operations (₹ lakhs)	Revenue from Operations is used by our management to track the revenue profile of the business and in turn helps assess the overall financial performance of our Company and size of our business.
Total Revenue	Total Revenue is used to track the total revenue generated by the business including other income.
Operating EBITDA (₹ lakhs)	Operating EBITDA provides information regarding the operational efficiency of the business.
Operating EBITDA Margin (%)	Operating EBITDA Margin is an indicator of the operational profitability and financial performance of our business.
Profit After Tax (₹ lakhs)	Profit after tax provides information regarding the overall profitability of the business.
PAT Margin	PAT Margin is an indicator of the overall profitability and financial performance of our business.
RoE (%)	RoE provides how efficiently our Company generates profits from shareholders' funds.
Return on Capital Employed	ROCE provides how efficiently our Company generates earnings from the capital employed in the business.
Debt to Equity Ratio	Debt-to-equity (D/E) ratio is used to evaluate a company's financial leverage
Current Ratio	It tells management how business can maximize the current assets on its balance sheet to satisfy its current debt and other payables.





## Financial KPI of our Company

Sr No.	Metric	As of and for the Fiscal			
		31.08.2024	2024	2023	2022
1	Revenue From operations (₹ in Lakhs)	5652.60	11503.03	9635.85	5653.41
2	Total Income (₹ in Lakhs)	5700.15	11611.41	9691.03	5672.42
3	Operating EBITDA (₹ in Lakhs)	1031.99	2076.10	973.81	708.39
4	Operating EBITDA Margin (%)	18.26%	18.05%	10.11%	12.53%
5	Profit/(loss) after tax for the year/ period (₹ in Lakhs)	603.05	1221.21	457.39	360.11
6	Net profit Ratio/ Margin (%)	10.67%	10.62%	4.75%	6.37%
7	Return on Equity (ROE) (%)	*16.70%	40.61%	25.61%	27.11%
8	Return on Capital Employed (ROCE) (%)	*11.83%	31.49%	20.07%	18.45%
9	Debt To Equity Ratio	1.38	1.38	1.87	1.43
10	Current Ratio	1.65	1.45	1.06	1.35

\* Not annualised

### Notes:

- Revenue from Operations means the Revenue from Operations as appearing in the Restated Financial Statements.
- Operating EBITDA refers to earnings before interest, taxes, depreciation, amortization less other income.
- Operating EBITDA Margin refers to Operating EBITDA during a given period as a percentage of revenue from operations during that period.
- Net Profit Ratio/Margin quantifies our efficiency in generating profits from our revenue and is calculated by dividing our net profit after taxes by revenue from operations.
- Return on equity (RoE) is equal to profit for the year divided by the total equity and is expressed as a percentage.
- RoCE (Return on Capital Employed) (%) is calculated as operating EBIT divided by capital employed. Capital employed is calculated as total assets less current liabilities for that period.
- Debt to Equity ratio is calculated by dividing the total debt by total equity.
- Current Ratio is a liquidity ratio that measures our ability to pay short-term obligations (those which are due within one year) and is calculated by dividing the current assets by current liabilities.

## Weighted average cost of acquisition ("WACA"), floor price and cap price

*The price per share of our Company based on the primary / new issue of shares (equity / convertible securities)*

There have been no primary/ new issue of Equity Shares or convertible securities, excluding shares issued under ESOP/ESOS and issuance of bonus shares, during the 18 months preceding the date of this Red Herring





Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Issue 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

**b. The price per share of our Company based on secondary sale/ acquisitions of shares (equity / convertible securities)**

There have been no secondary sale/ acquisitions of Equity Shares or any convertible securities, where our Promoters, members of our Promoter Group 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 RHP, 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 ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days

*Since there are no such transactions to report to under (a) and (b) therefore, information based on last five primary or secondary transactions (secondary transactions where our Promoters/ members of our Promoter Group or Shareholder(s) having the right to nominate director(s) in the Board of our Company, are a party to the transaction), during the three years prior to the date of this Red Herring Prospectus irrespective of the size of transactions, is as below*

**Primary transactions**

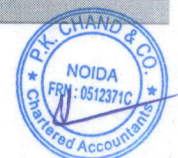
Date of allotment	No. of equity shares allotted	Face value per equity share (₹)	Issue price per equity share (₹)	Nature of allotment	Nature of consideration	Total Consideration (in ₹ Mn)
March 18, 2024	59,50,000	10	-	Bonus Issue	Other than Cash	-

**Weighted average cost of acquisition (WACA)**

**NIL**

**Secondary Transactions**

Date of Transfer	Name of Transferor	Name of Transferee	No. of Securities	Nature of Securities	Face value of Securities	Price of securities (₹)	Nature of transaction	Nature of consideration	Total Consideration
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March 01, 2024	Saksham Leekha	Ashwani Leekha	1,87,500*	Equity Share	10	-	Gift	Other than Cash	0
March 05, 2024	Saksham Leekha	Sakshi Leekha	8,74,650*	Equity Share	10	-	Gift	Other than Cash	0
March 20, 2024	Saksham Leekha	Manya Jain	1	Equity Share	10	10	Transfer	Cash	10
March 20, 2024	Saksham Leekha	Renu Leekha	1	Equity Share	10	10	Transfer	Cash	10
March 20, 2024	Saksham Leekha	Aarush Leekha	1	Equity Share	10	10	Transfer	Cash	10
<b>Weighted average cost of acquisition (WACA)</b>									<b>NIL</b>

\* Adjusted for bonus shares allotted in the ratio of one equity share for every two equity shares pursuant to allotment dated March 18, 2024.

Floor price and cap price being [●] times the weighted average cost of acquisition (WACA) based on primary/ secondary transaction(s) as disclosed in terms of clause (a) and (b), shall be disclosed in the following manner:

Past Transactions	Weighted average cost of acquisition (₹)	Floor Price ₹[●]	Cap Price ₹[●]
WACA of Equity Shares that were issued by our Company	N.A.	N.A.	N.A.
WACA of Equity Shares that were acquired or sold by way of secondary transactions	N.A.	N.A.	N.A.

Since there were no primary or secondary transactions of equity shares of our Company during the 18 months preceding the date of filing of this Red Herring Prospectus, the information has been disclosed for price per share of our Company based on the last five primary or secondary transactions where our Promoters/members of our Promoter Group or Shareholder(s) having the right to nominate director(s) on the Board of our Company, are a party to the transaction, during the three years prior to the date of filing of this Red Herring Prospectus irrespective of the size of the transaction, is as below:

a) Based on primary issuances	NIL	[●]	[●]
b) Based on secondary transactions	NIL	[●]	[●]

