



TO,
BEELINE CAPITAL ADVISORS PRIVATE LIMITED,
 B/1311-1314, Shilp Corporate Park Near Rajpath Club,
 Rajpath Rangoli Road, Sarkhej - Gandhinagar Hwy,
 Ahmedabad, Gujarat 380054

Dear Sir(s),

Sub: Proposed Initial Public Offer (IPO) of Piotex Industries Limited on SME Platform of BSE Limited

The KPIs disclosed below have been used historically by our Company to understand and analyze the business performance, which in result, help us in analyzing the growth of various verticals in comparison to our peers. The KPIs disclosed below have been approved by a resolution of our Audit Committee dated May 01, 2024 and the members of the Audit Committee have verified the details of all KPIs pertaining to our Company. Further, the members of the Audit Committee have confirmed that there are no KPIs pertaining to our Company that have been disclosed to any investors at any point of time during the three years period prior to the date of filing of this Draft Prospectus.

Key Performance Indicators of our Company.

(₹ in Lacs)

Key Financial Performance	31.03.2024	31.03.2023	31.03.2022
Financial KPIs			
Revenue from Operations	11,845.92	8,600.58	8,022.18
EBITDA	380.88	415.78	114.45
EBITDA Margin	3.22%	4.83%	1.43%
PAT	300.80	288.75	74.29
PAT Margin	2.54%	3.36%	0.93%
Operational KPIs			
Export Revenue (Amount in ₹)	-	-	-
Domestic Revenue (Amount in ₹)	11,845.92	8600.58	8022.18
Export % of Revenue	-	-	-
Domestic % of Revenue	100%	100%	100%

Explanation for KPI metrics

Key Financial Performance	Explanations
Financial KPIs	
Revenue from Operations	Revenue from Operations is used by our management to track the revenue profile of the business and in turn helps to assess the overall financial performance of our Company and volume of our business
EBITDA	EBITDA provides information regarding the operational efficiency of the business



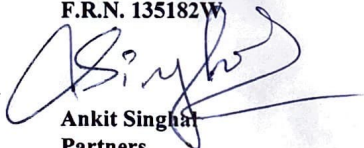
813, 8th Floor, I Square Business Park, Near Shukan Mall, Besides CIMS Hospital,
 Science City Road, Sola, Ahmedabad, Gujarat - 380060

Email : info@svjkadvisors.com Website : www.svjkadvisors.com Contact : 079-4604 1102

EBITDA Margin	EBITDA Margin (%) is an indicator of the operational profitability and financial performance of our business
PAT	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.
Operational KPIs	
Export Revenue (Amount in ₹) and Export % of Revenue	This metric enables us to track the progress of our revenues in the export markets
Domestic Revenue (Amount in ₹) and Domestic % of Revenue	This metric enables us to track the progress of our revenues in the domestic markets

Sincerely,

FOR S V J K and Associates
Chartered Accountants
F.R.N. 135182W



Ankit Singh
Partners
M. No. 151324
UDIN: 24151324BKESGY1339
Place: Ahmedabad
Date: 27.04.2024

