



To,
The Board of Directors,
B.R. GOYAL INFRASTRUCTURE LIMITED
3-A, SHRADHANAND MARG MAIN RD, OLD AGARWAL NAGAR, INDORE, MADHYA PRADESH
452001

Dear Sir(s),

Sub: Proposed Initial Public Offer (IPO) of B.R. GOYAL INFRASTRUCTURE Limited on SME Platform of BSE

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 28-11-2024 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 and stub period prior to the date of filing of this Draft Prospectus.

Key Performance Indicators of our Company – Consolidated.

INR in Lakhs.

Key Financial Performance	As on 31 st July, 2024	2023-24	2022-23	2021-22
Financial KPIs				
Revenue from Operations	15,550.74	58,875.91	34,622.29	22,488.26
EBITDA	535.65	3,245.58	2,670.61	1,889.60
EBITDA Margin	3.44%	5.51%	7.71%	8.40%
PAT	194.46	2,188.91	1,733.50	756.09
PAT Margin	1.25%	3.72%	5.01%	3.36%
ROE	1.52%	18.91%	18.03%	9.03%
ROCE	2.55%	19.72%	19.60%	12.28%
Working Capital Turnover Ratio	1.34	6.27	4.12	3.28
Operational KPIs				
Export Revenue (Amount in ₹)	-	-	-	-
Domestic Revenue (Amount in ₹)	15,550.74	58,875.91	34,622.29	22,488.26
Export % of Revenue	-	-	-	-
Domestic % of Revenue	100%	100.00%	100.00%	100.00%

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
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.
ROE	Return on equity (ROE) is a financial ratio that measures a company's ability to generate profits from its shareholders' investments.
ROCE	Return on Capital Employed, is a financial ratio that measures a company's profitability and efficiency.

Working Capital Turnover Ratio	The working capital turnover ratio is a financial ratio that measures how well a company uses its working capital to generate sales.
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 M/S. A B M S & Associates
Chartered Accountants
F.R.N. 030879C

CA Abhay Sharma
Partner
M. No. 411569
UDIN - 24411569BKHHAJ2777

Place: Indore
Date: 25-12-2024