

To,
The Board of Directors
Snehaa Organics Limited
Add: Plot No.290 & 291, Dulapally, Adjacent to IDA,
Jeedimetla, Quthbullapur, Rangareddi,
Hyderabad - 500032, Telangana, India

Dear Sir,

Sub: Certificate for Key Performance Indicators.

This is to certify that the company has considered Key Performance Indicators included herein below that have bearing for arriving at the basis for Offer Price. The KPIs disclosed below have been approved by a resolution of the Audit Committee of Company dated 28th March, 2025. Additionally, the Audit Committee on its meeting dated 28th March, 2025 have confirmed that other than verified and audited KPIs set out below, our company has not disclosed to earlier investors at any point of time during the three years period prior to the date of the Draft Prospectus.

1. Key metrics like revenue growth, EBIDTA Margin, PAT Margin and few balance sheet ratio are monitored on a periodic basis for evaluating the overall performance of our Company

Standalone KPI indicators

(Amount in lakh, except EPS, % and ratios)

Particulars	As at 31 st December, 2024	As at 31 st March, 2024	As at 31 st March, 2023	*As at 04 th July, 2022	As at 31 st March, 2022
Revenue from operations ⁽¹⁾	2,055.30	2,371.79	1,365.23	645.02	2,173.40
Revenue CAGR (%) from F.Y. 2022-2024 ⁽²⁾	NA	4.46%			
EBITDA ⁽³⁾	961.79	583.04	416.97	93.89	448.40
EBITDA (%) Margin ⁽⁴⁾	46.80%	24.58%	30.54%	14.56%	20.63%
EBITDA CAGR (%) from F.Y. 2022-2024 ⁽⁵⁾	NA	14.03%			
EBIT ⁽⁶⁾	879.85	503.00	372.92	70.88	372.82
ROCE (%) ⁽⁷⁾	54.27%	46.70%	50.33%	14.36%	85.71%
Current ratio ⁽⁸⁾	1.36	1.30	1.79	1.10	0.96
Operating cash flow ⁽⁹⁾	257.07	456.42	124.92	344.10	181.45
PAT ⁽¹⁰⁾	637.29	365.98	277.66	46.83	153.63
PAT Margin ⁽¹¹⁾	31.01%	15.43%	20.34%	7.26%	7.07%
Net Worth ⁽¹²⁾	1,380.93	743.64	377.66	100.00	400.20
ROE (or) RONW ⁽¹³⁾	46.15%	49.21%	73.52%	46.83%	38.39%
EPS ⁽¹⁴⁾	8.50	4.88	4.76	-	-

Ranjith

Notes:

- (1) Revenue from operations is the revenue generated from operations by our Company.
- (2) Revenue CAGR: The three-year compound annual growth rate in Revenue.

$$[(\text{Ending Value}/\text{Beginning Value})^{(1/N)}]-1$$
- (3) EBITDA is calculated as Profit before tax + Depreciation + Interest Expenses - Other Income
- (4) EBITDA Margin is calculated as EBITDA divided by Revenue from Operations
- (5) EBITDA CAGR: The three-year compound annual growth rate in EBITDA.

$$[(\text{Ending Value}/\text{Beginning Value})^{(1/N)}]-1$$
- (6) EBIT is Earnings before Finance Cost and taxes.
- (7) ROCE: Return on Capital Employed is calculated as EBIT divided by capital employed, which is defined As Total Assets less current liabilities.
- (8) Current Ratio: Current Asset over Current Liabilities
- (9) Operating Cash Flow: Net cash inflow from operating activities
- (10) PAT is mentioned as profit after tax for the period.
- (11) PAT Margin is calculated as PAT for the period/year divided by revenue from operations.
- (12) Net Worth means the aggregate value of the paid-up share capital and reserves and surplus of the company.
- (13) ROE: Return on Equity is calculated as PAT divided by average shareholders' equity
- (14) EPS: Earning per share is calculated as PAT divide by Weighted No. of equity shares.
- * As the entity was originally a firm, and later converted into a company as at 05th July, 2022, the financial statements of the firm before conversion must be separately disclosed to ensure transparency in financial reporting.

KPI	Explanation
Revenue from operation	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.
Revenue CAGR %	Revenue CAGR informs the management of compounded annual growth rate i.e. Rate at which Company's revenue are growing on annual basis.
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
EBITDA CAGR %	EBITDA CAGR indicate our compounded growth of the business
ROCE %	ROCE provides how efficiently our Company generates earnings from the capital employed in the business.
Current Ratio	Current ratio indicates the company's ability to bear its short-term obligations
Operating Cash Flow	Operating cash flow shows whether the company is able to generate cash from day-to-day business
PAT	Profit after Tax is an indicator which determine the actual earning available to equity shareholders
PAT Margin (%)	PAT Margin (%) is an indicator of the overall profitability and financial performance of the business.
Net Worth	Net worth is used by the management to ascertain the total value created by the entity and provides a snapshot of current financial position of the entity.
ROC/RONW	ROC/RONW (%) is an indicator which shows how much company is generating from its available shareholders' funds
EPS	Earning per shares is the company's earnings available of one share of the Company for the period

Srinivas

2. There are no listed peers in the same line of business, either in India or globally. Comparisons with listed companies are not applicable.

Yours faithfully,

For M/s. Phanindra & Associates,
Chartered Accountants,
FRN: 013969S

Srinivasulu.T

Srinivasulu.T
Partner
M.No.222868.



Date: 28-03-2025
UDIN: 25222868BMIJRP2842
Place : Hyderabad