

# Aslot and Associates

CHARTERED ACCOUNTANT

To,  
**The Board of Directors,**  
**HP Telecom India Limited,**  
Plot No. 97, 1st Floor, Om Square,  
Near Ishwar Farm,  
BRTS Canal Road, Bhatar,  
Althan, Surat, Gujarat,  
India, 395017.

and

**Interactive Financial Services Limited,**  
508, Fifth Floor, Priviera, Nehru Nagar,  
Manekbag, Ahmedabad – 380015  
Gujarat, India.  
**Tel:** +91 079-46019796/ +91 98980 55647  
**E-mail:** mbd@ifinservices.in  
**Website:** [www.ifinservices.in](http://www.ifinservices.in)

Dear Sirs,

**Re: Proposed initial public offering of equity shares of face value of Rs. 10/- each (the “Equity Shares”) by the Company and such issuing, (the “Issue”).**

We, M/s Aslot and Associates, Expert of the Company, have performed the procedures agreed with you and enumerated below with respect to certain identified operational key performance indicators (“KPIs”) of the Company as on respective dates and for the respective period mentioned in annexure (the “Periods”), set forth in the accompanying schedules. Our engagement was undertaken in accordance with the “Guidance Note on Reports in Company Prospectuses (Revised 2019)”, issued by the Institute of Chartered Accountants of India.

Accordingly, we have:

- (i) Reviewed the Restated Financial Information of the Company, comprising of the Restated Statement of Assets and Liabilities as at December 30, 2024 and March 31, 2024 and, the Restated Statements of Profit and Loss (including other comprehensive income), the Restated Statement of Changes in Equity and the Restated Cash Flow Statement for the 6 month period ended September 30, 2024 and for the financial year ended March 31, 2024 and, the Summary Statement of Significant Accounting Policies and other explanatory information (collectively, the “**Restated Financial Information**”), in accordance with the Companies Act, 2013, as amended (the “**Companies Act**”) and Accounting Standards (“**AS**”) prescribed under the Companies Act (Accounts) Rules, 2014 and restated in accordance with the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended (“**ICDR Regulations**”).



- (ii) Reviewed the proforma financial statement as of the end of and for the Fiscals 2024, and for 6-month period ended September 30, 2024, thereafter, in accordance with the National Stock Exchange of India Ltd., Securities and Exchange Board of India, and restated in accordance with the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended (“**ICDR Regulations**”) and the reports issued thereon.
- (iii) Obtained and reviewed (a) Registers of the Company; (b) Minutes of the meetings of the Board of Directors of the Company, its committees and the shareholders’ meetings; (c) Accounting records; and (d) All other relevant records, correspondences with regulatory/ statutory authorities.

The procedures were performed solely to assist you in certifying the KPIs of the Company Entities as included in the Business chapter of DP. Our Engagement to certify, has been performed in accordance with our Engagement Letter signed on 03/01/2024.

The procedures were performed to assist you in evaluating the accuracy, validity of KPIs and are summarized as follows:

**Detailed heading of KPIs is attached in Annexure A.**

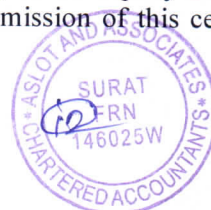
Compared the amounts identified to a schedule prepared and derived by the management of the Company from its accounting records for the Period indicated and found such amounts to be in agreement. We determined that the schedule was mathematically correct.

On the basis of the procedures set forth above nothing came to our attention that caused us to believe the KPIs were not accurate, and valid.

We have conducted our examination in accordance with the “Guidance Note on Reports in Company Prospectuses (Revised 2019)”, issued by the Institute of Chartered Accountants of India, in so far it relates to Expert issuing certificates on information included in prospectus. We hereby confirm that while providing this certificate we have complied with the Code of Ethics and 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 Institute of Chartered Accountants of India.

We confirm that the information in this certificate is true, fair and correct, and is in accordance with the requirements of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 and other applicable law, and there is no untrue statement or omission which would render the contents of this certificate misleading in its form or context. We confirm that the information in this certificate is adequate to enable investors to make a well-informed decision, to the extent that such information with respect to us is relevant to the prospective investor to make a well-informed decision.

This certificate is for information and for inclusion (in part or full) in the draft prospectus (“**DP**”), and the prospectus (“**Prospectus**”) filed in relation to the Issue (collectively, the “**Offer Documents**”) or any other Issue-related material, and may be relied upon by the Company, the Lead Manager and the legal advisors appointed by the Company and the Lead Manager in relation to the Issue. We hereby consent to the submission of this certificate as



may be necessary to National Stock Exchange of India Ltd., Securities and Exchange Board of India, the Registrar of Companies, Ahmedabad (“RoC”), the relevant stock exchange, any other regulatory authority and/or for the records to be maintained by the Lead Manager and in accordance with applicable law. We hereby consent to this certificate being disclosed by the Lead Manager, if required (i) by reason of any law, regulation or order of a court or by any governmental or competent regulatory authority, or (ii) in seeking to establish defense in connection with, or to avoid, any actual, potential or threatened legal, arbitral or regulatory proceeding or investigation.

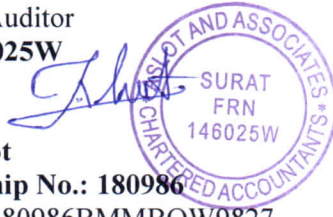
We confirm that we will immediately communicate any changes in writing in the above information to the Lead Manager until the date when the Equity Shares commence trading on the relevant stock exchange where the Equity Shares are proposed to be listed. In the absence of any such communication from us, the Lead Manager, and the legal advisors, each to the Company and the Lead Manager, can assume that there is no change to the above information until the Equity Shares commence trading on NSE Emerge platform pursuant to the Issue.

The certificate is for the specific purpose of inclusion in the offer documents of the company and may not be suitable for any other purpose. The company, the lead manager, legal advisors shall not use this for any other purpose without our prior consent.

All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the Offer Documents.

Yours faithfully,

For and on behalf of  
**M/s Aslot and Associates**  
Statutory Auditor  
**FRN :146025W**



**Ishan Aslot**  
**Membership No.: 180986**  
UDIN: 25180986BMMBOW9827  
Date: 30-01-2025

Cc:  
Vidhigya Associates, Advocates  
501, 5<sup>th</sup> Floor, Jeevan Sahakar Building  
Sir P M Road, Homji Street  
Fort, Mumbai – 400 001

**Sub: Proposed initial public offering (“Offer”) of equity shares of face value of Rs. 10 each (“Equity Shares”) by (Company”)**

The KPIs disclosed below have been used historically by the Company to understand and analyze the business performance, which in result, help the company in analyzing the growth of various verticals in comparison to the company’s peers. The KPIs disclosed below have been approved by a resolution of the Audit Committee dated 30<sup>th</sup> January 2025 and the members of the Audit Committee have verified the details of all KPIs pertaining to the Company. Further, the members of the Audit Committee have confirmed that there are no KPIs pertaining to the 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 the Red Herring Prospectus.

**Key Performance Indicators of the Company**

(₹ in Lakhs, otherwise mentioned)

Key Financial Performance	September 30, 2024	March 31, 2024	March 31, 2023	March 31, 2022
Revenue from Operations <sup>(1)</sup>	58,123.28	105,891.92	63,750.83	29,204.03
Growth in Revenue from Operations <sup>(2)</sup>	-	66.10%	118.29%	23.40%
EBITDA <sup>(3)</sup>	1001.65	1947.33	1,285.32	485.36
EBITDA Margin (%) <sup>(4)</sup>	1.72%	1.84%	2.02%	1.66%
PAT	523.87	860.49	635.23	213.12
PAT Margin (%) <sup>(5)</sup>	0.90%	0.81%	1.00%	0.73%
Net Worth <sup>(6)</sup>	3435.33	2911.47	2,050.97	1,546.16
Return on equity (%) <sup>(7)</sup>	15.25%	29.56%	30.97%	13.78%
Return on capital employed (%) <sup>(8)</sup>	28.99%	66.62%	62.41%	31.17%
Net Asset Value per equity share <sup>(9)</sup>	39.28	33.29	35.18	26.52
Total Borrowings <sup>(10)</sup>	10,514.32	10,015.32	5,929.01	2,449.71
Debt-Equity Ratio (times) <sup>(11)</sup>	-	-	-	-
Trade Receivables Turnover Ratio <sup>(12)</sup>	15.68	27.40	27.50	15.78
Inventory Turnover Ratio <sup>(13)</sup>	6.40	14.76	35.92	26.99
Trade Payables Turnover Ratio <sup>(14)</sup>	5.00	13.67	113.60	121.27
Trade Receivables days <sup>(15)</sup>	23	13	13	23
Inventory days <sup>(16)</sup>	57	25	10	14
Trade Payable days <sup>(17)</sup>	73	27	5	4
Working Capital Cycle (days) <sup>(18)</sup>	7	11	19	33
Net fixed asset turnover ratio (times) <sup>(19)</sup>	342.08	724.57	344.51	128.25
Current Ratio (times) <sup>(20)</sup>	1.10	1.07	1.13	1.31
Working Capital Turnover Ratio <sup>(21)</sup>	25.11	76.32	66.54	34.77

Notes:

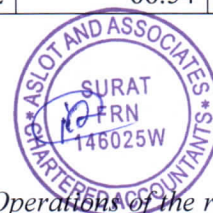
(1) Revenue from operation means revenue from sale of the products

(2) Growth in Revenue from Operations (%) is calculated as Revenue from Operations of the relevant period minus Revenue from Operations of the preceding period, divided by Revenue from Operations of the preceding period.

Note: For the 6 months period ended 30/09/2024, Growth in revenue is not calculated as the Revenue from operation of previous year is for a 12 months period.

(3) EBITDA is calculated as Profit before tax + Depreciation + Finance Costs – Other Income

(4) EBITDA Margin is calculated as EBITDA divided by Revenue from Operations



(5) PAT Margin is calculated as PAT for the period/year divided by revenue from operations

(6) Net worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account.

(7) Return on Equity is calculated by comparing the proportion of net income against the amount of shareholder equity

(8) Return on Capital Employed is calculated as follows: Profit for the period/ year plus finance cost plus tax expenses (EBIT) divided by (Total Assets minus Total Current Liabilities)

(9) Net Asset Value per share (in ₹) = Restated net worth at the end of the year / Number of Equity Shares outstanding at the end of the period/year

(10) Total Borrowings is calculated as Long-Term Borrowings + Short Term Borrowings.

(11) Debt to Equity ratio is calculated as Long-Term Debt divided by equity.

(12) Trade Receivables Turnover Ratio is calculated as Revenue from operations divided by average trade receivables.

Note: For the 6 months period ended 30/09/2024, actual trade receivables for the 6-month period are considered instead of average trade receivables.

(13) Inventory Turnover Ratio is calculated as cost of goods sold divided by average inventory. Cost of Goods Sold have been defined as cost of materials consumed plus purchases of stock-in-trade plus changes in inventories of finished goods, stock-in-trade, work-in-progress.

Note: For the 6 months period ended 30/09/2024, actual inventory for the 6-month period are considered instead of average inventory.

(14) Trade Payables Turnover Ratio is calculated as cost of goods sold divided by average trade payables. Cost of Goods Sold have been defined as cost of materials consumed plus purchases of stock-in-trade plus changes in inventories of finished goods, stock-in-trade, work-in-progress.

Note: For the 6 months period ended 30/09/2024, actual trade payables for the 6-month period are considered instead of average trade payables.

(15) Trade receivable days is calculated as average trade receivables divided by revenue from operations multiplied by 365 for fiscal years

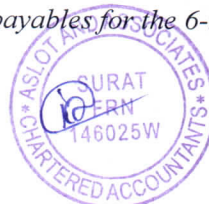
Note: For the 6 months period ended 30/09/2024, actual trade receivables for the 6-month period are considered instead of average trade receivables.

(16) Inventory days is calculated as average inventory divided by Cost of Goods Sold multiplied by 365 for fiscal years. Cost of Goods Sold have been defined as cost of materials consumed plus purchase of stock-in-trade plus changes in inventories of finished goods, stock-in-trade, work-in-progress

Note: For the 6 months period ended 30/09/2024, actual inventory for the 6-month period are considered instead of average inventory.

(17) Trade payable days is calculated as average trade payables divided by cost of goods sold multiplied by 365 for fiscal years. Cost of Goods Sold have been defined as cost of materials consumed plus purchases of stock-in-trade plus changes in inventories of finished goods, stock-in-trade, work-in-progress.

Note: For the 6 months period ended 30/09/2024, actual trade payables for the 6-month period are considered instead of average trade payables.



(18) Working Capital Cycle is defined as trade receivable days plus inventory days less trade payable days

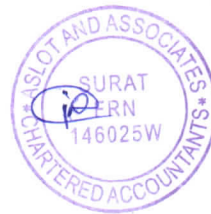
(19) Net fixed asset turnover ratio is calculated by dividing net sales by the average fixed assets.

Note: For the 6 months period ended 30/09/2024, actual fixed assets for the 6-month period are considered instead of average fixed assets.

(20) Current Ratio is calculated by dividing Current assets to Current Liabilities

(21) Working Capital Turnover Ratio is calculated as Revenue from operations divided by average working capital. Working capital is calculated as current assets minus current liabilities.

Note: For the 6 months period ended 30/09/2024, actual working capital for the 6-month period are considered instead of average working capital.



## Explanations for the certain financial data based on Restated Financial Statements

Key Financial Performance	Explanations
Revenue from Operations	Revenue from Operations is used by the management to track the revenue profile of the business and in turn helps to assess the overall financial performance of the Company and volume of the business.
Growth in revenue from operations	The growth in revenue from operations reflects an increase in the income generated by a company's core business activities over a specific period.
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 the 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 the business
Net Worth	Net Worth is an important metric to gauge a company's health, providing a useful snapshot of its current financial position.
Trade Receivables Turnover Ratio	The accounts receivable turnover ratio measures the number of times a company's accounts receivable balance is collected in a given period.
Trade Payables Turnover Ratio	Trade Payables Turnover Ratio is used to measure the number of times the business is paying off its creditors or suppliers in an accounting period.
Inventory Turnover Ratio	Inventory turnover is a financial ratio showing how many times a company turned over its inventory relative to its cost of goods sold (COGS) in a given period.
Trade Receivables days	Trade Receivables days is the average number of days required for a company to receive payments from its customers
Inventory days	Inventory days is the average number of days required for a company to convert its inventory into sales
Trade Payable days	Trade Payable days is the average number of days required for a company to pay its suppliers
Return on Equity	Return on equity provides how efficiently the Company generates profits from shareholders' funds
Return on Capital Employed	Return on capital employed provides how efficiently the Company generates earnings from the capital employed in the business
Debt-Equity Ratio	Debt / Equity Ratio is used to measure the financial leverage of the Company and provides comparison benchmark against peers
Cash Conversion Cycle	Working Capital Cycle is the time it takes to convert net current assets and current liabilities into cash
Net fixed asset turnover ratio	Net fixed asset turnover ratio is indicator of the efficiency with which the company is able to leverage its assets to generate revenue from operations
Current Ratio	The current ratio is a liquidity ratio that measures the company's ability to pay short-term obligations or those due within one year
Working Capital Turnover Ratio	Working Capital Turnover Ratio is an efficiency ratio that measures the efficiency with which a company is using its working capital in order to support the sales and help in the growth of the business.
Total Borrowings	Total Borrowings means the amount of liabilities arising from borrowings from banks and other financial institutions.

