

KEY PERFORMANCE INDICATORS

To,
The Board of Directors,
Efficient Fire and Security Solutions Limited,
(Formerly known as Efficient Fire and Security Solutions Private Limited)
S.No. 144/1/2/2-B-2-D, M. No. 4617,
Phursungi, Haveli,
Pune -412308, Maharashtra, India

And
Book Running Lead Manager
Swastika Investmart Limited
Office No. 104, 1st Floor, KESHAHA Commercial Building,
Plot No.C-5, "E" Block, Bandra Kurla Complex,
Opp GST Bhavan, Bandra (East), Mumbai – 400051 (MH)

Subject: Certificate for key performance indicator

Re: Proposed initial public Issue ("IPO") of equity shares of face value Rs. 10 each ("Equity Shares") by Efficient Fire and Security Solutions Limited ("Company") ("Issue") in accordance with the provisions of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 ("SEBI ICDR Regulations"), and other applicable laws, as amended.

Dear Sir / Madam,

We, Kayde & Associates, Chartered Accountants, Peer review auditor, 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 March 31, 2025, March 31, 2024 and March 31, 2023 and for the period ended June 30, 2025 and, the Restated Statements of Profit and Loss, the Restated Statement of Changes in Equity and the Restated Cash Flow Statement for the Financial Year ended March 31, 2025, March 31, 2024 and March 31, 2023 and for the period ended June 30, 2025 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 Indian GAAP prescribed under the Companies Act (Indian Accounting Standards) Rules, 2015 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 financial statement as of the end of and for the Fiscals 2025, thereafter, in accordance with the Indian GAAP 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.

The procedures were performed solely to assist you in certifying the KPIs of the Company Entities as included in the Business chapter of Draft Red Herring Prospectus/Red Herring Prospectus/Prospectus. Our Engagement to certify, has been performed in accordance with our Engagement Letter.

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

Detailed heading of KPIs are attached in Annexure A.

Compared the amounts identified to an Annexure hereinafter which is 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.



determined that the said Annexure was mathematically correct and on the basis of the procedures set forth above nothing came to our attention that caused us to believe the KPI's were not accurate, and valid.

The above certificate is issued at the request of Company with regard to above captioned subject.

The preparation of the above is the responsibility of the management. This Responsibility includes maintenance of internal control relevant to the preparation of the statement. We have no responsibility to update this certificate for events and circumstances occurring after the respective dates of the reports on the financial statements.

Our work and conclusion shall not in any way constitute advice or recommendations (and we accept no liability in relation to any advice or recommendations) regarding any commercial decisions associated with the Issue, including, in particular, but without limitation, any which may be taken by the Company, the Bankers/ Book Running Lead Managers or the Syndicate Members in the capacity of investor or in providing investment advice to their clients or the Company.

This certificate is addressed to and provided solely for the purpose of proposed initial public offering of equity shares and should not be used by any other person or for any other purpose. Accordingly, we do not accept or assume any liability or any duty of care for any other purpose or to any other person to whom this report is shown or into whose hands it may come without our prior consent in writing.

This certificate is issued solely for the limited purpose to comply with Indian [ICDR Regulations]. Our work has not been carried out in accordance with auditing or other standards and practices generally accepted in jurisdictions outside India (including in the United States of America), and accordingly should not be relied upon as if it had been carried out in accordance with those standards and practices.

This certificate should not be relied upon by prospective investors outside India (including persons who are Qualified Institutional Buyers as defined under (i) Rule 144A or (ii) Regulation S under the United States Securities Act of 1933, as amended) participating in the Offering.

We accept no responsibility and deny any liability to any person who seeks to rely on this report and who may seek to make a claim in connection with any offering of securities on the basis that they had acted in reliance on such information under the protections afforded by United States of America law and regulation or any other laws other than laws of India.

We hereby give our consent to include this certificate in the DRHP for the proposed public offer of equity shares of the Company.

Yours faithfully,

For Kayde & Associates,
Chartered Accountants
Firm Registration No: 121092W


CA Sandip Jadhav
Proprietor, Membership No: 146137
Place: Nashik
Date: 24.12.2025
UDIN: 25146137QCZHXG1623



CC:

Legal Counsel to the Issue,
M/s. Mindspright Legal,
C-712-714, 7th Floor, Trade World Building,
Kamla Mills, S.B. Road, Lower Parel (West),
Mumbai – 400013, Maharashtra, India.

Annexure A

KEY PERFORMANCE INDICATORS OF THE COMPANY

I. FINANCIAL KPIS

(₹ In Lakhs except percentages and ratios)

Particulars	For the period ended June 30, 2025	For the year ended		
		March 31, 2025	March 31, 2023	March 31, 2022
Revenue from operations ⁽¹⁾	667.88	4,008.82	2,924.43	2,649.73
Growth in Revenue from Operations ⁽²⁾	-	37.08%	10.37%	154.39%
EBITDA ⁽³⁾	154.44	1038.92	323.12	203.81
EBITDA Margin (%) ⁽⁴⁾	23.12%	25.92%	11.05%	7.69%
PAT ⁽⁷⁾	91.48	725.60	286.67	133.46
PAT Margin (%) ⁽⁸⁾	13.70%	18.10%	9.80%	5.04%
Total debt ⁽⁹⁾	526.45	536.68	259.77	63.17
Net Worth ⁽¹⁰⁾	1,349.58	1,258.10	532.50	245.84
RONW (%) ⁽¹¹⁾	7.02%	81.05%	73.66%	74.36%
ROCE (%) ⁽¹²⁾	8.05%	79.20%	73.22%	102.49%
EPS ⁽¹³⁾	1.30	10.35	4.09	1.90
Book Value per share ⁽¹⁴⁾ (Post Bonus)	19.25	17.95	7.60	3.51
Debt To Equity or Leverage Ratio ⁽¹⁵⁾	0.39	0.43	0.49	0.26
<i>(1) Revenue from operation means revenue from sales;</i>				
<i>(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;</i>				
<i>(3) EBITDA is calculated as Profit before tax + Depreciation + Interest Expenses - Other Income</i>				
<i>(4) EBITDA Margin' is calculated as EBITDA divided by Revenue from Operations;</i>				
<i>(5) EBIT is calculated as Restated profit/ (loss) for the period/ year + Tax expense/(benefit) + Interest expense - Other Income.</i>				
<i>(6) EBIT Margin is calculated as EBIT divided by Revenue from Operations.</i>				
<i>(7) PAT is calculated as Profit before tax – Taxes;</i>				
<i>(8) PAT Margin is calculated as PAT for the period/year divided by revenue from operations.</i>				
<i>(9) Total debt = Non-current borrowing + current borrowing</i>				
<i>(10) Net Worth = Equity share capital + Reserves & Surplus - Accumulated Losses & Miscellaneous Expenditure not written off</i>				
<i>(11) RONW/ROE= Net profit after tax / Average Shareholders funds</i>				
<i>(12) ROCE = Profit before tax and finance cost / Average Capital employed*</i>				
<i>*Average Capital employed = Total Equity + Non-current borrowing + Current Borrowing + Deferred Tax liabilities - Deferred Tax Assets – Intangible Assets.</i>				
<i>(13) EPS = Net Profit after tax, as restated, attributable to equity shareholders divided by weighted average number of equity shares outstanding during the year after considering bonus and split of shares.</i>				
<i>(14) Book Value per share (Post Bonus)= (Shareholders Equity – Preferred Equity)/(Total Outstanding shares post bonus)</i>				
<i>(15) Debt To Equity or Leverage Ratio = *Total Debt/ Total Shareholder Equity</i>				
<i>*Total Debts = Long Term Borrowing + Short Term Borrowing</i>				

*** The above has been computed on the basis of the Restated Financial Statements of the Company**

Explanation for KPI metrics:

KPI	Explanation
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 of Company.
Growth in Revenue from Operations	Growth in Revenue from Operations is the year-on-year increase in the total revenue of the company.
EBITDA	EBITDA provides a comprehensive view of the financial health as it considers all sources of the income.
EBITDA (%) Margin	EBITDA margin is an indicator of the operational profitability and financial performance of Company's business.
EBIT	Earnings before interest and taxes (EBIT) is used to indicate the company's profitability. It can be calculated as the company's revenue minus its expenses.



	excluding tax and interest.
EBIT (%) Margin	EBIT Margin is an efficiency ratio and are used to analyse how well the company is managing its revenue and cost balance in order to increase profits.
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.
Total debt	Total debt reveals the sum of all a company's financial obligation.
Net Worth	Net Worth signifies financial health, showing what remains after all obligations are met.
RONW/ROE(%)	ROE provides how efficiently the Company generates profits from shareholders' funds.
ROCE (%)	ROCE provides how efficiently the Company generates earnings from the capital employed in the business.
EPS	Earning per shares represents the portion of company's earnings available of one share of the Company.
Book Value per share	Book value per share represents what shareholders would get if assets were sold and debts paid, excluding preferred stock claims.
Debt To Equity or Leverage Ratio	Key leverage metric showing how much a company uses borrowed funds versus owner capital, found on the balance sheet

(a) GAAP Financial measures

GAAP Financial measures are numerical measures which are disclosed by the issuer company in accordance with the Generally Accepted Accounting Principles (GAAP) applicable for the issuer company i.e., measures disclosed in accordance with Accounting Standards ("AS") or Accounting Standards ("AS") notified in accordance with Section 133 of the Companies Act, 2013, as amended (the "Act"). These measures are generally disclosed in the financial statements of the issuer company. Several GAAP Financial measures are given below:

Particulars	For the period ended June 30, 2025	For the year ended		
		March 31, 2025	March 31, 2024	March 31, 2023
Revenue from operations	667.88	4,008.82	2,924.43	2,649.73
Profit after Tax	91.48	725.60	286.67	133.46
Cash Flows from Operating Activities	54.21	-264.84	186.43	-6.38
Cash Flows from Investing Activities	-24.66	-1.91	-348.64	-39.11
Cash Flows from Financing Activities	-26.75	236.73	179.71	32.37
Cash and Cash Equivalents	33.45	30.66	60.69	43.21

(b) Non-GAAP Financial Measures

Non-GAAP Financial measures are numerical measures of the issuer Company's historical financial performance, financial position, or cash flows that:

Exclude amounts, or are subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measures calculated and presented in accordance with GAAP in the financial statements of the issuer company; or

Include amounts or are subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measures so calculated and presented.

Such adjustment items should be based on the audited line items only, which are included in the financial statements. These Non- GAAP Financial measures are items which are not defined under AS, as applicable. Generally, if the issuer company takes a commonly understood or defined GAAP amount and removes or adds a component of that amount that is also presented in the financial statements, the resulting amount is considered a Non-GAAP Financial measure. Several Non-GAAP Financial measures are given below:



(₹ In Lakhs except percentages)

Particulars	For the period ended June 30, 2025	For the year/period ended		
		March 31, 2025	March 31, 2024	March 31, 2023
EBITDA	154.44	1038.92	323.12	203.81
EBITDA Margin	23.12%	25.92%	11.05%	7.69%
Profit after Tax Margin	13.70%	18.10%	9.80%	5.04%
Net Worth	1,349.58	1,258.10	532.50	245.84

Apart from the above, Ministry of Corporate Affairs (MCA), vide its notification dated March 24, 2021 has issued certain amendments to the Schedule III to the Act. Pursuant to these amendments, the below ratios are also required to be presented in the financial statements of the companies:

(₹ In Lakhs except percentages and ratios)

Particulars	For the period ended June 30, 2025	For the year/period ended		
		March 31, 2025	March 31, 2024	March 31, 2023
Current Ratio ⁽¹⁾	1.51	1.46	1.03	1.22
Debt-Equity Ratio ⁽²⁾	0.39	0.43	0.49	0.26
Debt Service Coverage Ratio ⁽³⁾	5.65	14.04	13.24	13.21
Return on Equity Ratio (in %) ⁽⁴⁾	7.02%	81.05%	73.66%	74.36%
Net profit ratio (%) ⁽⁵⁾	13.70%	18.10%	9.80%	5.04%
Return on Capital employed (%) ⁽⁶⁾	8.05%	79.20%	73.22%	102.49%

⁽¹⁾ Current Ratio = Total current assets / Total current liabilities

⁽²⁾ Deb/Equity Ratio = Long term borrowings and short-term borrowings / Total equity (Net worth)

⁽³⁾ Debt Service Coverage Ratio = (Net Profit after tax + Depreciation + Interest) / (Interest payments + Principal repayments)

⁽⁴⁾ Return on Equity = Net profit after tax / Average Shareholder's funds

⁽⁵⁾ Net Profit Ratio = Net Profit after tax / Revenue from operations

⁽⁶⁾ Return on Capital Employed Ratio = Profit before tax and finance cost / Average Capital employed*

(*Average Capital employed = Total Equity + non-current borrowing + Current Borrowing + Deferred Tax liabilities - Deferred Tax Assets - Intangible Assets)

