



To,  
Holani Consultants Private Limited  
401-405 & 416-418, 4th Floor,  
Soni Paris Point, Jai Singh Highway,  
Bani Park Jaipur – 302016

**INITIAL PUBLIC OFFER OF M/S SIGNORIA CREATION LIMITED**

We have examined the records, books and papers (collectively referred to as “the records”) of **M/s Signoria Creation Limited** made available and placed before us. In our opinion and to the best of our knowledge and according to the examinations carried out by us and explanations furnished to us by the issuer, its officers, agents and other intermediaries involved in the aforesaid Initial Public Offer, we hereby certify the details of Financial and Operational Key Performance Indicators of the Company and its Industry Peers as per **Annexure – I** and **Annexure - II** enclosed herewith.

Yours Faithfully,

For **VINOD SINGHAL & CO LLP**  
Chartered Accountants  
FRN-005826C/C400276



CA **MANISH KHANDELWAL**  
Partner

Mem. No: 425013

Place: Jaipur

Date: 21.02.2024

UDIN: - 24425013BKAIQT8555

Cc:

Signoria Creation Limited  
Near RICCO Industrial Area, Mansarovar,  
Jaipur, Rajasthan – 302020, India

## ANNEXURE – I

### 1. Financial KPIs of the Company (Based on Restated Financial Statements)

Particulars	For the period ended September 30, 2023	For the Year ended on March 31		
		2023	2022	2021
Revenue from Operations <sup>(1)</sup> (Rs. in Lakhs)	652.85	1,914.92	1,181.60	585.23
Growth in Revenue from Operations <sup>(2)</sup> (%)	-	62.06%	101.90%	-
Gross Profit <sup>(3)</sup> (Rs. in Lakhs)	241.34	611.96	338.10	194.48
Gross Profit Margin (%) <sup>(4)</sup>	36.97%	31.96%	28.61%	33.23%
EBITDA <sup>(5)</sup> (Rs. in Lakhs)	117.01	383.18	146.15	75.77
EBITDA Margin <sup>(6)</sup> (%)	17.92%	20.01%	12.37%	12.95%
Profit After Tax <sup>(7)</sup> (Rs. in Lakhs)	64.52	231.05	67.53	32.60
PAT Margin (%) <sup>(8)</sup>	9.88%	12.07%	5.72%	5.57%
ROE <sup>(9)</sup> (%)	10.48%	62.95%	57.66%	48.62%
ROCE <sup>(10)</sup> (%)	7.38 %	24.58%	29.65%	23.71%
Net Fixed Asset Turnover (In Times) <sup>(11)</sup>	0.70	2.57	21.74	16.66
Net Working Capital Days <sup>(12)</sup>	155	143	120	154
Operating Cash Flows <sup>(13)</sup> (Rs. in Lakhs)	24.17	-113.99	-82.76	-19.97

Notes:

(1) Revenue from Operations means the Revenue from Operations as appearing in the Restated Standalone Financial Statements.

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

(3) Gross Profit is calculated as Revenue from Operations less Cost of Materials consumed, Changes in inventories of finished goods, Direct Expenses, Wages and other income.

(4) Gross Profit Margin (%) is calculated as Gross Profit divided by Revenue from Operations.

(5) EBITDA is calculated as profit for the year/period, plus tax expenses (consisting of current tax, deferred tax and current taxes relating to earlier years), Finance costs and depreciation and amortization expenses.

(6) EBITDA Margin (%) is calculated as EBITDA divided by Revenue from Operations.

(7) Profit After Tax Means Profits for the year/period as appearing in the Restated Standalone Financial Statements.

(8) PAT Margin (%) is calculated as Profits for the year/period as a percentage of Revenue from Operations.

(9) ROE (Return on Equity) (%) is calculated as net profit after tax (PAT) for the year/period divided by Average Shareholder Equity.

(10) ROCE (Return on Capital Employed) (%) is calculated as earnings before interest and taxes divided by capital employed.

(11) Net Fixed Asset Turnover is calculated as Net Turnover divided by Fixed Assets which consists of property, plant and equipment, Intangible Assets and capital work-in-progress.

(12) Net Working Capital Days is calculated as working capital (current assets minus current liabilities) as at the end of the year/period divided by revenue from operations multiplied by number of days in a year/period.



(13) Operating cash flows means net cash generated from operating activities as mentioned in the Restated Standalone Financial Statements

## 2. Operational KPIs for the Company

Particulars	For the period ended September 30, 2023	For the Year ended on March 31		
		2023	2022	2021
1) Number of Kurtis Sold (Amount in Lakhs)	1.49	3.98	2.23	1.12
2) Number of Designs of Kurtis	360	958	737	430
3) Average Revenue Per Kurti Sold (in Rs.)	480	481	529	527
4) Average Cost Per Kurti sold (in Rs.)	325	335	403	421
5) New Clients Onboarded	25	51	127	189



**ANNEXURE - II**

**Comparison of financial KPIs of The Issuer Company and its Listed Industry Peers**

**1. Financial KPIs of the Company**

(₹ in Lakhs)

Particulars	Signoria Creation Limited				Nandani Creations Limited			
	For the period ended on September 30, 2023	For the Year ended on March 31			For the period ended September 30, 2023	For the Year ended on March 31		
		2023	2022	2021		2023	2022	2021
Revenue from Operations <sup>(1)</sup> (Rs. in Lakhs)	652.85	1914.92	1181.6	585.23	1432.57	4475.61	5520.18	4568.86
Growth in Revenue from Operations <sup>(2)</sup> (%)	-	62.06%	101.90%	-		18.92%	20.82%	-
Gross Profit <sup>(3)</sup> (Rs. in Lakhs)	241.34	611.96	338.1	194.48	756.84	2000.03	2117.71	2072.43
Gross Margin (%) <sup>(4)</sup>	36.97%	31.96%	28.61%	33.23%	52.83%	44.69%	38.36%	45.36%
EBITDA <sup>(5)</sup> (Rs. in Lakhs)	117.01	383.18	146.15	75.77	-136.27	288.23	196.93	403.18
EBITDA Margin <sup>(6)</sup> (%)	17.92%	20.01%	12.37%	12.95%	-9.51%	6.44%	3.57%	8.82%
Profit After Tax <sup>(7)</sup> (Rs. in Lakhs)	64.52	231.05	67.53	32.60	-221.29	10.99	10.22	149.90
PAT Margin (%) <sup>(8)</sup>	9.88%	12.07%	5.72%	5.57%	-15.45%	0.25%	0.19%	3.28%
ROE <sup>(9)</sup> (%)	10.48%	62.95%	57.66%	48.62%	-8.21%	0.51%	0.69%	6.00%
ROCE <sup>(10)</sup> (%)	7.38 %	24.52%	29.64%	22.40%	-6.70%	7.24%	7.17%	21.46%
Net Fixed Asset Turnover <sup>(11)</sup>	0.70	2.57	21.74	16.66	3.47	9.13	12.53	16.26
Net Working Capital Days <sup>(12)</sup>	155	143	120	154	299	212	104	111
Operating Cash Flows <sup>(13)</sup> (Rs. in Lakhs)	24.17	-113.99	-82.76	-19.97	-470.32	-360.09	-356.90	134.29

Notes:

(1) Revenue from Operations means the Revenue from Operations as appearing in the Restated Standalone Financial Statements.

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

(3) Gross Profit is calculated as Revenue from Operations less Cost of Materials consumed, Changes in inventories of finished goods, Direct Expenses, Wages and other income.

(4) Gross Profit Margin (%) is calculated as Gross Profit divided by Revenue from Operations.



(5) EBITDA is calculated as profit for the year/period, plus tax expenses (consisting of current tax, deferred tax and current taxes relating to earlier years), Finance costs and depreciation and amortization expenses.

(6) EBITDA Margin (%) is calculated as EBITDA divided by Revenue from Operations.

(7) Profit After Tax Means Profits for the year/period as appearing in the Restated Standalone Financial Statements.

(8) PAT Margin (%) is calculated as Profits for the year/period as a percentage of Revenue from Operations.

(9) ROE (Return on Equity) (%) is calculated as net profit after tax (PAT) for the year/period divided by Average Shareholder Equity.

(10) ROCE (Return on Capital Employed) (%) is calculated as earnings before interest and taxes divided by capital employed.

(11) Net Fixed Asset Turnover is calculated as Net Turnover divided by Fixed Assets which consists of property, plant and equipment, Intangible Assets and capital work-in-progress.

(12) Net Working Capital Days is calculated as working capital (current assets minus current liabilities) as at the end of the year/period divided by revenue from operations multiplied by number of days in a year/period.

(13) Operating cash flows means net cash generated from operating activities as mentioned in the Restated Standalone Financial Statements

## 2. Comparison of Operational KPIs for the Company with that of Company's listed Peers:

Particulars	Signoria Creation Limited				Nandani Creations Limited			
	For the period ended on September 30, 2023	For the Year ended on March 31			For the period ended on September 30, 2023	For the Year ended on March 31		
		2023	2022	2021		2023	2022	2021
Number of Kurtis Sold (in Lakhs)	1.49	3.98	2.23	1.12	NA	NA	NA	NA
Number of Designs of Kurtis	360	958	737	430	NA	NA	NA	NA
Average Revenue Per Kurti Sold (In Rs.)	480	481	529	527	NA	NA	NA	NA
Average Cost Per Kurti sold (In Rs.)	325	335	403	421	NA	NA	NA	NA
New Clients Onboarded	25	51	127	189	NA	NA	NA	NA

\*The data for operational KPIs of industry peers is not available in the public domain

