



A Y & COMPANY

505, Fifth Floor, ARG Corporate Park
Gopal Bari, Ajmer Road, Jaipur (Raj.)
TEL NO. - +91-9649687300,
Email: info@aycompany.co.in

To,

Beeline Capital Advisors Private Limited
B/1311-1314, Shilp Corporate Park,
Near Rajpath Club, Rajpath Rangoli Road,
Sarkhej - Gandhinagar Hwy,
Ahmedabad, Gujarat 380054
(The “**Book Running Lead Manager**”)

Dear Sir(s),

Sub: Proposed Initial Public Offering (“OFFER”) of equity shares of face value of Rs. 10/- each (“Equity Shares”) by Toss the Coin Limited (“Company”)

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 November 23, 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 period prior to the date of filing of this Draft Prospectus.

Key Performance Indicators of our Company.

(in Lakhs)

Key Financial Performance	September 30, 2024	March 31, 2024	March 31, 2023	March 31, 2022
Revenue from Operations ⁽¹⁾	435.68	486.19	478.35	297.33
EBITDA ⁽²⁾	158.13	144.80	240.01	142.17
EBITDA Margin (%) ⁽³⁾	36.29	29.78	50.17	47.82
PAT	116.14	109.85	178.29	104.98
PAT Margin (%) ⁽⁴⁾	26.66	22.59	37.27	35.31
Return on equity (%) ⁽⁵⁾	24.58%	27.22%	64.64%	75.06%
Return on capital employed (%) ⁽⁶⁾	32.49%	34.32%	85.28%	98.84%
Debt-Equity Ratio (times) ⁽⁷⁾	-	-	-	-
Current Ratio (times) ⁽⁹⁾	5.85	7.19	4.87	4.48

Explanation for KPI metrics

KPI	Explanations
Revenue from Operations (₹ in Lakhs)	Revenue from Operations is used by our management to track the revenue profile of the business and in turn helps assess the overall financial performance of our Company and size of our business.
EBITDA (₹ in Lakhs)	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.
Profit After Tax (₹ in Lakhs)	Profit after tax provides information regarding the overall profitability of the business.



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KPI	Explanations
PAT Margin (%)	PAT Margin is an indicator of the overall profitability and financial performance of our business.
RoE (%)	RoE provides how efficiently our Company generates profits from average shareholders' funds.
RoCE (%)	ROCE provides how efficiently our Company generates earnings from the capital employed in the business.

Sincerely,

For M/s A Y & Company
Chartered Accountants
FRN: 020829C




CA Arpit Gupta
Partner
M.No. 421544
UDIN: 24421544BKFPQV8345
Place: Chennai
Date: 23.11.2024