

G. K. Choksi & Co.

Chartered Accountants

1201 - 901, North Tower, One42, Chhanalal Joshi Marg,
Opp. Jayantilal Park BRTS, Off. Ambli BRTS Road, Ahmedabad 380 054.
Dial : 91 - 79 - 6819 8900 - 901 ; E-mail : info@gkcco.com

Certificate on KPI

To

The Board of Directors
RBZ Jewellers Limited
Block-D, Mondeal Retail Park,
Near Rajpath Club,
S.G. Highway, Beside Iscon Mall,
Ahmedabad - 380054,
Gujarat,
India

Arihant Capital Markets Limited
1011, Building No. 10,
Solitaire Corporate Park,
Guru Hargovindji Road,
Chakala, Andheri (East),
Mumbai - 400093,
India

(Hereinafter referred to as the "Book Running Lead Manager" or "BRLM")

Re: Proposed initial public offering of equity shares of face value of Rs. 10 each (the "Equity Shares") of RBZ Jewellers Limited (the "Company" and such offering, the "Issue") through fresh issuance of Equity Shares.

Dear Sir(s),

We, G. K. Choksi & Co., the statutory auditor of the Company hereby certify that the key performance indicators of the Company, certain details of which derived from the restated audited financial statements and included in **Annexure I**, have been correctly calculated based on the acceptable practices which have been appropriately disclosed in the **Annexure I** where relevant, and are complete in all respects.

Certain details as provided to us by the Management of the Company and included **Annexure I** have been reviewed by us based on the information and representations made available to us by the Management.

We hereby consent to extracts of, or reference to, this certificate being used in the updated draft red herring prospectus (the "**UDRHP**"), red herring prospectus (the "**RHP**"), the prospectus (the "**Prospectus**") and any other offering materials, as required (collectively the "**Offer Documents**"), in connection with the Issue.

We undertake to immediately inform you promptly, in writing, of any changes to the abovementioned information until Equity Shares of the Company are listed and commence trading on the BSE Limited and the National Stock Exchange of India Limited, pursuant to the Issue. In the absence of any such communication from us, the above information should be considered as updated information until the Equity Shares of the Company commence trading on the BSE Limited and the National Stock Exchange of India Limited, pursuant to the Issue.

We hereby consent to this certificate being disclosed by the Book Running Lead Manager, if required in seeking to establish a defence in connection with, or to avoid, any actual, potential or threatened legal, arbitral or regulatory proceeding or investigation after written intimation to us.



Branches : 708, Raheja Chambers, Free Press Journal Road, Nariman Point, Mumbai - 400 021.
Dial : 91 - 22 - 6632 4446

514/515, Tolstoy House, Tolstoy Marg, Janpath, New Delhi - 110 001.
Dial : 91 - 11 - 4371 7773 - 74

'Surya Bhavan', Station Road, **Petlad** - 388 450, Dial : 91 - 2697 - 224 108

E-mail : info@gkcco.com

We hereby consent to the aforementioned details being included in the Offer Documents and submission of this certificate as may be necessary, to any regulatory authority and/or for the records to be maintained by the Book Running Lead Manager in connection with the Issue and in accordance with applicable law.

Yours sincerely,
FOR G. K. CHOKSI & CO.
[Firm Registration No. 101895W]
Chartered Accountants

ROHIT K. CHOKSI
Partner
Mem. No. 31103
UDIN: 23031103BGXTHB5364

Place : Ahmedabad
Date : 2nd December, 2023

CC:

Legal Counsel to the Issue

SNG & Partners
Advocates & Solicitors
One Bazar Lane, Bengali Market
New Delhi - 110 001,
India



ANNEXURE A

Please find attached the given below the Key Performance Indicators:

- Despite the increase in the gold prices, the Company has managed to boost the revenue in quantitative terms (excluding bullion sales) by achieving an overall volume growth of 12.44% in financial year 2023 compared with Financial year 2022.
- The quantitative details of the revenue (excluding bullion sales) for six months period from April 2023 to September 2023 and for the financial years 2022-23, 2022-21 and 2020-21 are as under:

Particulars	April, 2023- September, 2023			Financial Year 2022-23			Financial Year 2021-2022			Financial Year 2020-2021		
	Quantity (in Kgs)	₹ in Lakhs	% of revenue	Quantity (in Kgs)	₹ in Lakhs	% of revenue	Quantity (in Kgs)	₹ in Lakhs	% of revenue	Quantity (in Kgs)	₹ in Lakhs	% of revenue
Gold jewellery sold and processed												
Wholesale	88.74	5,433.24	43.31%	255.03	13,808.25	47.96%	321.91	15,664.67	62.13%	134.48	6,727.05	62.87%
Retail	80.99	5,178.30	41.28%	188.05	10,603.19	36.83%	130.25	6,679.93	26.50%	47.38	2,502.09	23.39%
Jobwork services	396.73	460.98	3.67%	614.98	913.63	3.17%	488.83	445.87	1.77%	441.10	243.14	2.27%
Subtotal [A]	566.46	11,072.52	88.26%	1,058.06	25,325.07	87.96%	940.99	22,790.47	90.40%	622.96	9,472.28	88.53%
Sale of other jewellery	5.05	471.98	3.76%	33.44	1,507.56	5.23%	12.31	1,077.46	4.27%	1.45	186.34	1.74%
Sale of bullion	18.57	1,001.18	7.98%	46.20	1,960.15	6.81%	1,051.80	1,342.74	5.33%	30.40	1,040.51	9.73%
Subtotal [B]	23.62	1,473.16	11.74%	79.64	3,467.71	12.04%	1,064.11	2,420.20	9.60%	31.84	1,226.85	11.47%
Total [A+B]	590.08	12,545.68	100.00%	1,137.70	28,792.78	100.00%	2,005.10	25,210.67	100.00%	654.81	10,699.13	100.00%



G.H. Choksi & Co.
Chartered Accountants

3. The following table sets forth certain KPIs for the periods indicated:

(Volume of net gold in Kgs)

Particulars	Six Months Period ended 30.09.2023	Financial Year			CAGR
		2022-2023	2021-2022	2020-2021	
Quantity sold and processed (Kg.)	566.46	1,058.06	940.99	622.96	30.32%
Revenue from Operations (₹ in lakhs)	12,545.68	28,792.78	25,210.67	10,699.13	64.05%
EBITDA (₹ in lakhs)	2,183.10	3,946.20	2,719.18	2,116.18	36.56%
EBITDA Margin (%)	17.40%	13.71%	10.79%	19.78%	-
PAT (₹ in lakhs)	1,209.39	2,233.31	1,440.57	974.82	51.36%
PAT Margin (%)	9.64%	7.76%	5.71%	9.11%	-
RoE (%)	12.28%	27.49%	22.94%	19.11%	-
RoCE (%)	10.17%	20.08%	19.07%	16.82%	-

Notes:

- (i) Quantity sold and processed refers to the quantum of net gold jewellery which is processed / manufactured / purchased (excluding gold bars and coins) sold to our customers under wholesale and retail segments and also on a job work basis. The quantum of jewellery manufactured by us and sold on wholesale and retail basis is considered as quantity manufactured. Certain items which are purchased from others are considered as quantity purchased. The quantum of gold jewellery manufactured and processed by us on job work basis which is considered as quantity processed.
 - (ii) "EBITDA" and "EBITDA margin" are Non-GAAP financial measures. EBITDA refers to our restated profit for the year/period, as adjusted to exclude (i) other income, (ii) depreciation and amortization expenses, (iii) finance costs and (iv) total tax expenses. EBITDA Margin refers to the percentage margin derived by dividing EBITDA by revenue from operations.
 - (iii) "RoE" means return on equity, which represents Profit after tax during the relevant year / period divided by Average Equity. Average equity is calculated as average of opening and closing balance of total equity for the year / period.
 - (iv) "RoCE" means return on capital employed, which represents EBIT (Earnings before Interest and Tax) during the relevant year/period as a percentage of capital employed. Capital employed is the total of all types of capital, other equity, total borrowings, total lease liabilities and deferred tax liabilities (net) less deferred tax assets (net) as of the end of the relevant year/period.
 - (v) The numbers for six months ended 30th September, 2023 are not comparable with the numbers disclosed for financial years ended 31st March, 2023, 31st March, 2022 and 31st March, 2021.
 - (vi) CAGR has been computed based on comparison of F.Y. 2022-23 with F.Y. 2020-21.
4. In Financial year 2023-24, the manufacturing capability of processing gold of the Company stood at 2,040 kgs.
 5. Despite the prevalence of COVID-19, the revenue of the Company grew by 38.67% in FY22 as compared to FY20.
 6. Job work segment of the Company forms 58.12% of the volumes sold in FY 2022-23 and has registered a CAGR growth of 18.08% for FY 2020-21 to FY 2022-23.
 7. In six month period from April 2023 to September 2023, the revenue from operations of the Company was ₹ 12,545.68 lakhs, of which 88.26% was from the sale of gold jewellery (net weight basis), and 11.74% was from the sale of diamond jewellery including sale of services.



10. Explanation for the KPIs regarding usage by management to historically analyze, track and monitor the operational and/or financial performance of the Company:

KPI	Description
Quantity sold and processed in Kg	Our business model comprises of wholesale and retail segments and in wholesale, we also do manufacturing of gold jewellery on job work basis. The business requirements and working capital cycle for each segment is different. The business mix of these segments determines the turnover which comprise of only wholesale and retail sales. The volume growth in job work segment may not impact the turnover significantly but it contributes to the overall profitability. We use this KPI to gauge the business growth of the Company to assess and arrange the working capital for the Company.
Revenue from operations	Revenue from operations represents the total turnover of the business as well as provides information regarding the year over year growth of our Company
EBITDA	EBITDA provides information regarding the operational efficiency of the business and is considered by the management as an important element to monitor business growth in absolute term irrespective of the sales mix.
EBITDA Margin	EBITDA Margin is an indicator of the operational profitability and financial performance of our business. However, the same is not used to assess year-on-year performance since the margin is greatly affected by the sales mix as explained in the KPI of quantity sold and processed.
PAT	Profit after tax provides information regarding the overall profitability of the business from all the segments explained above.
PAT margin	PAT Margin is an indicator of the overall profitability and financial performance of our business in reference to the turnover.
RoE	RoE provides how efficiently our Company generates profits from shareholders' funds
RoCE	RoCE provides how efficiently our Company generates earnings from the capital employed in the business



11. The following table provides the details of comprehensive insurance coverage purchased by the company in order to manage the risk of losses from potentially harmful events of the Company as at the end of period ended 30th November, 2023;

Name of Policy	Insurance Provider	Premium (in ₹ lakhs)	Policy Tenure and Expiry Date	Coverage	Sum Insured (in ₹ lakhs)	Value insured
Group Accident Guard Policy	Tata AIG General Insurance Company Limited	0.82	Tenure: 1 year Expiry Date: April 15, 2024	Group Accident Guard	1,800.00	Coverage of INR 10 lakh for 180 employees has been taken. As on September 30, 2023, there were 189 employees.
Workman Compensation Insurance	ICICI Lombard General Insurance Company Limited	0.37	Tenure: 1 year Expiry date: June 07, 2024	Workman compensation	469.52	Coverage for 149 workmen is taken and sufficient to cover their total annual earnings
Diamontaries Block Insurance Policy	IFFCO TOKIO General Insurance Co. Ltd	16.40	Tenure: 1 year Expiry Date: October 26, 2024	Stock Insurance	20,100.00	As on September 30, 2023, our total inventory amounted to INR 17,821 lakhs.
IFFCO TOKIO Bharat Laghu Udyam Suraksha Policy	IFFCO TOKIO General Insurance Co. Ltd	1.04	Tenure: 1 year Expiry Date: November 14, 2024	Fire Policy – Stock and Building	1,634.00	The policy covers the factory and showroom premises, which includes furniture fixtures, fittings/ electrification/ equipments/ fire & safety installations/ portable items/ stationery, provisions & consumables/ lifts, etc.

