

Better By Every Measure



# SHREE TIRUPATI BALAJEE AGRO TRADING CO. LTD.

(Formerly known as Shree Tirupati Balajee Agro Trading Company Private Limited)

**(MANUFACTURER OF HDPE / PP WOVEN SACKS / FIBC / JUMBO BAGS**

**BOPP / NON WOVEN BAGS / TARPOLINE**

CIN : U25204MP2001PLC014855

Registered Office : Plot No. 192, Sector-1, Pithampur, Dist. Dhar (M.P.) India.

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**RATED**  
**[IVR] BBB (Positive)**



ISO 9001 : 2015  
Reg. No. : RQ91/2883

**CERTIFIED TRUE COPY OF THE RESOLUTION PASSED AT THE MEETING OF AUDIT COMMITTEE OF SHREE TIRUPATI BALAJEE AGRO TRADING COMPANY LIMITED HELD ON WEDNESDAY, 31<sup>ST</sup> DAY OF JULY, 2024 AT 03:00 P.M. AT THE REGISTERED OFFICE OF THE COMPANY AT PLOT NO-192, SECTOR-1, PITHAMPUR DHAR MP 454775 AND CONCLUDED AT 03:30 P.M.**

## APPROVING KEY FINANCIAL AND OPERATIONAL PERFORMANCE INDICATORS (“KPIS”)

The Chairman informs the committee members that the Company is going for an Initial Public Offer. Pursuant to SEBI (Issue of capital and disclosure requirements) regulations, 2018 the Audit Committee shall approve the Key Financial and Operational Performance Indicators (“KPIS”). The Chairman further informed that the committee members approved Key Performance Indicators (“KPIS”) which were both Financial and Operational in nature and were sent to Auditor M/s M.S. Dahiya & Co. (FRN: 013855C) for their certificate thereon. The Chairman placed before the committee members the Auditor Certificate consisting of the list of Financial and Operational KPIS for the consideration.

The Committee discussed the matter and passed following resolution unanimously.

**RESOLVED THAT** pursuant to the provisions of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (“SEBI ICDR Regulations”), and any other provisions if any (including any statutory modification(s) or re-enactment(s) made thereof) the members of the Audit Committee took note of the following Financial and Operational Performance Indicators (“KPIS”) as placed before the Committee and recommend the same to the board for its consideration.

### Financial KPI

(₹ In lakhs, except for percentage)

Particulars	Fiscal 2024	Fiscal 2023	Fiscal 2022
Revenue from operations	53,966.08	47,543.33	44,418.05
Total Income	55,282.11	47,813.65	45,378.77
EBITDA	7,507.04	5,074.43	4,051.35
EBITDA margin (%)	13.58%	10.61%	8.93%
PAT	3,607.27	2,071.80	1,365.90
PAT Margin (%)	6.53%	4.33%	3.01%
Net Debt	23,587.02	21,442.26	22,914.70
Total Equity	17,306.50	11,021.19	9,222.97
ROE (%)	20.84%	18.80%	14.81%
ROCE (%)	16.29 %	13.39%	10.02%
EPS (Basic & Diluted)	5.74	3.51	2.31

### Operational KPIS

Metric	As of and for the Fiscal		
	2024	2023	2022
No. of customers served (B2B segment)	346	353	351
Cost of goods sold as % of revenue from operations	83.30%	84.25%	86.79%
Total metric ton sales done	46,398.10	42,236.56	35,933.10
Sales realization per kg of good sold	116.31	112.56	123.61

**RESOLVED FURTHER THAT** the members of the Committee confirmed that no KPIS pertaining to the Company have been disclosed to any investors at any point of time during the three years period preceding to the date of filing of the Draft Red Herring Prospect/ Red Herring Prospect.

**RESOLVED FURTHER THAT** Mr. Binod Kumar Agarwal (DIN: 00322536), Managing Director of the Company be and is hereby authorised to do all such acts, things and deeds to give effect of the aforesaid resolution.

//CERTIFIED TRUE COPY//  
FOR SHREE TIRUPATI BALAJEE AGRO TRADING COMPANY LIMITED

  
AMIT BAJAR  
CHAIRMAN OF AUDIT COMMITTEE  
DIN: 10122918

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An ISO Certified 9001-2015 Company