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EPW India Limited

Corporate Identity Numbers: U72900TG2021PLC150671

Our Company was originally incorporated as EPW India Private Limited on April 16, 2021 under the Companies Act, 2013 vide certificate of incorporation issued by the Registrar of Companies/ Central Registration Centre, Manesar. Subsequently, the name of the company was changed from “EPW India Private Limited” to “EPW India Limited” under The Companies Act, 2013 pursuant to a special resolution passed by our shareholders at the Extra-Ordinary General Meeting held on November 25, 2024 and had obtained fresh certificate of incorporation dated December 26, 2024 issued by the Registrar of Companies/ Central Processing Centre, Manesar with Corporate Identification Number of the Company U72900TG2021PLC150671. For details pertaining to the changes of name of our company, please refer to the chapter titled “History and Corporate Structure” on page no. 182 of the Draft Red Herring Prospectus.

Registered Office: Shop No. 131 & 132, Ground Floor, C-Block Chenoy Trade Center, Parklane, Hyderabad, Secunderabad, Telangana, India, 500003
Website: <https://epwindia.com/> E-Mail: compliance@epwindia.com; Telephone No: +91 7993439988
Contact Person: Deepika Gupta, Company Secretary and Compliance Officer:

PROMOTERS OF OUR COMPANY: YOUSUF UDDIN, MOHD FASI UDDIN AND MOHD ZAKI UDDIN		
ADDENDUM TO THE DRAFT RED HERRING PROSPECTUS DATED 16.09.2025 NOTICE TO INVESTORS (THE “ADDENDUM”)		
INITIAL PUBLIC ISSUE OF UP TO 32,80,000 EQUITY SHARES OF FACE VALUE OF ₹ 5/- EACH OF EPW INDIA LIMITED (“EPW” OR THE “COMPANY” OR THE “ISSUER”) FOR CASH AT A PRICE OF ₹ [●] /- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [●] /- PER EQUITY SHARE (THE “ISSUE PRICE”) AGGREGATING TO ₹ [●] LAKHS (“THE ISSUE”), OF WHICH [●] EQUITY SHARES OF FACE VALUE OF ₹ 5/- EACH FOR CASH AT A PRICE OF ₹ [●] /- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [●] /- PER EQUITY SHARE AGGREGATING TO ₹ [●] LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE ISSUE (THE “MARKET MAKER RESERVATION PORTION”). THE ISSUE LESS THE MARKET MAKER RESERVATION PORTION I.E. NET ISSUE OF [●] EQUITY SHARES OF FACE VALUE OF ₹ 5/- EACH AT A PRICE OF ₹ [●] /- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [●] /- PER EQUITY SHARE AGGREGATING TO ₹ [●] LAKHS IS HEREIN AFTER REFERRED TO AS THE “NET ISSUE”. THE ISSUE AND THE NET ISSUE WILL CONSTITUTE [●] % AND [●] %, RESPECTIVELY, OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY. THE FACE VALUE OF THE EQUITY SHARES IS ₹ 5/- EACH.		
THE PRICE BAND AND THE MINIMUM BID LOT WILL BE DECIDED BY OUR COMPANY IN CONSULTATION WITH THE BRLM ADVERTISED IN [●] EDITION OF [●] (A WIDELY CIRCULATED ENGLISH NATIONAL DAILY NEWSPAPER) AND [●] EDITION OF [●] CIRCULATED HINDI NATIONAL DAILY NEWSPAPER. AND TELUGU EDITION OF [●] REGIONAL NEWSPAPER (TELUGU REGIONAL LANGUAGE OF TELANGANA WHERE OUR REGISTERED OFFICE IS LOCATED). AT LEAST TWO WORKING DAYS PRIOR TO THE ISSUE OPENING DATE AND SHALL BE MADE AVAILABLE TO THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED “NSE”) FOR THE PURPOSE OF UPLOADING ON THEIR WEBSITE. FOR FURTHER DETAILS KINDLY REFER TO CHAPTER TITLED “TERMS OF THE ISSUE” BEGINNING ON PAGE 339 OF THE DRAFT RED HERRING PROSPECTUS.		
Potential Bidders may note the following: “DEFINITIONS AND ABBREVIATIONS”, “SUMMARY OF DRAFT RED HERRING PROSPECTUS”, “RISK FACTORS”, “OBJECTS OF THE ISSUE”, “BASIS OF ISSUE PRICE”, “BUSINESS OVERVIEW”, “OUR SUBSIDIARY”, “HISTORY AND CORPORATE STRUCTURE”, “OUR MANAGEMENT”, “MANAGEMENT DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND RESULTS OF OPERATIONS”, “OUTSTANDING LITIGATIONS AND MATERIAL DEVELOPMENTS”, “GOVERNMENT APPROVALS” AND “MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION” have been updated in accordance with the suggestions made by the Stock Exchange.		
The below mentioned changes are to be read in conjunction with the Draft Red Herring Prospectus and accordingly their references in the Draft Red Herring Prospectus stand amended pursuant to this Addendum. Please note that the information included in the Draft Red Herring Prospectus will be suitably updated, including to the extent stated in this Addendum, as may be applicable in the Red Herring Prospectus/ Prospectus as and when filed with the Stock Exchange and the RoC. All capitalized terms used in this Addendum shall, unless the context otherwise requires, have the meaning ascribed to them in the Draft Red Herring Prospectus.		
The Equity Shares offered in the offer have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”) or the law of any state of the United States, and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act (as defined in Regulation S under the U.S. Securities Act (“Regulation S”)) and applicable state securities laws in the United States. Accordingly, the Equity Shares are being offered and sold outside the United States in “offshore transactions” as defined and in reliance on Regulation S and the applicable laws of the jurisdictions where such offers and sales are made. There will be no public offering of the Equity Shares in the United States.		
Place: Hyderabad, Secunderabad, Telangana Date: 25.11.2025		For and on behalf of EPW INDIA LIMITED Sd/- Deepika Gupta Company Secretary and Compliance Officer
BOOK RUNNING LEAD MANAGER		REGISTRAR TO THE ISSUE
GETFIVE ADVISORS PRIVATE LIMITED SEBI Registration Number: INM000013147 Address: 502, Abhishree Avenue, Nehrunagar, Manekbag, Ahmedabad, Gujarat, India, 380015 Telephone Number: 079 - 40300332 Email Id: investor.grievance@getfive.in Investors Grievance Id: investor.grievance@getfive.in Website: www.getfive.in Contact Person: Mr. Shrikant Goyal CIN: U70200GJ2023PTC144770		BIGSHARE SERVICES PRIVATE LIMITED SEBI Registration Number: INR000001385 Address: S6-2, 6th Floor Pinnacle Business Park, Mahakali Caves Road, next to Ahura Centre, Andheri East, Mumbai- 400093, Maharashtra. Tel. Number: 022 – 6263 8200 Email Id: ipo@bigshareonline.com Investors Grievance Id: investor@bigshareonline.com Website: https://www.bigshareonline.com Contact Person: Mr Sagar Pathare CIN: U99999MH1994PTC076534
BID/ ISSUE PERIOD		
ANCHOR INVESTOR BIDDING DATE: [●]*	ISSUE OPENS ON: [●]	ISSUE CLOSES ON: [●]**^

*Our Company, in consultation with the BRLM, may consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid/ Issue Period shall be one Working Day prior to the Bid/ Issue Opening Date.
** Our Company, in consultation with the Book Running Lead Manager, may consider closing the Bid/Issue Period for QIBs one Working Day prior to the Bid/ Issue Closing Date in accordance with the SEBI ICDR Regulations.
^The UPI mandate end time and date shall be at 5.00 p.m. on the Bid/ Issue Closing Date.

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SECTION I – GENERAL INFORMATION
DEFINATIONS AND ABBREVIATIONS

ISSUE RELATED TERMS

Term	Description
Addendum	The addendum dated 25.11.2025 to the Draft Red Herring Prospectus.

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SECTION II – SUMMARY OF DRAFT RED HERRING PROSPECTUS

PRE-IPO PLACEMENT

We hereby confirm that the Company is considering a Pre-IPO Placement, as may be permitted under applicable laws for up to 6,23,040 equity shares, at its discretion, prior to the filing of the Red Herring Prospectus with the ROC. The Pre-IPO Placement, if undertaken, will be at a price to be decided by the Company in consultation with the BRLM.

We hereby confirm that the details in compliance with rule 19(2)(b) of the SCRR, shall be disclosed in the Red Herring Prospectus. The Company shall report Pre-IPO Placement to the Stock Exchange, within 24 hours of such Pre-IPO Placement (in part or in entirety) and as may be required under applicable law. Further, relevant disclosures in relation to such intimation to the subscribers to the Pre-IPO Placement (if undertaken) shall be appropriately made in the relevant sections of the Red Herring Prospectus and the Prospectus.

SECTION III – RISK FACTOR

Risk Factor 1

Our company may be adversely affected by our dependence on IT Supplies, exposure to price volatility, and the absence of long-term supply contracts.

Our purchases of IT Supplies are not highly concentrated, with our top 10 suppliers accounting for 56.26% of our total IT Supplies purchases for the period ended on June 30, 2025. However, our ability to remain competitive, manage costs, and sustain profitability depends significantly on our ability to maintain a stable, adequate, and timely supply of IT Supplies at commercially acceptable prices. For more detail refer chapter titled “Business Overview” on page no 141.

We do not have long-term supply agreements with our suppliers, which subjects us to risks such as price fluctuations, supply constraints, and changes in supplier terms. Further, the Ministry of Commerce has imposed a restriction on the import of used computers and computer peripherals, including laptops and refurbished/ reconditioned spares for use in the domestic market. This restriction further limits the availability of cost-effective IT Supplies, making us vulnerable to supply-side pressures and price volatility.

An increase in the cost of IT Supplies, if not offset by a corresponding increase in the prices of our products or services, could lead to a reduction in our operating margins and adversely affect our results of operations, financial condition, and cash flows. In the absence of long-term contracts, we also face the risk of not being able to procure IT Supplies in the required quantities, of desired quality, or within appropriate timeframes, which could impact our ability to deliver services and affect our reputation.

There can be no assurance that we will be able to enter into favourable supply arrangements with existing or new suppliers in the future. Additionally, if a significant number of our suppliers are unable or unwilling to fulfil our requirements, or if we underestimate demand, we may face shortages or substantial cost escalations. Continued disruptions in the supply of IT Supplies could adversely affect our operational efficiency and profitability, particularly if we are unable to pass increased costs on to our customers.

However, there was no such instance faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk Factor 3

Inability to effectively manage inventory levels and fluctuations in prices of key components used in the refurbishment process may increase our operational costs and adversely impact our business, profitability and cash flows.

Our operational efficiency and financial performance depend significantly on our ability to manage inventory levels in line with market demand and consumer preferences. Accurate forecasting of demand and alignment of procurement cycles for used IT equipment and related spare parts is critical to avoid understocking or overstocking. Any misjudgement in estimating demand or delays in procurement could lead to product shortages or excess inventory, both of which could adversely affect our revenue, working capital cycle, and profitability.

Overstocking could result in increased capital being tied up in inventory and may lead to additional financing costs, whereas understocking may lead to missed sales opportunities and customer dissatisfaction. Both scenarios can negatively impact our liquidity, financial condition and overall business performance.

Further, the prices of essential components such as RAMs, hard drives and other hardware used in refurbishment are subject to market fluctuations based on global demand-supply dynamics. We do not have direct control over such price movements. Any significant increase in the cost of these inputs, coupled with our inability to pass on such cost hikes to customers due to competitive pressures, may compress our margins. This could have a material adverse effect on our business, financial results and cash flows. Further the trend of the inventory days of the company for the past few years is as follows:

<i>(Number in days)</i>				
<i>Particulars</i>	<i>June 30, 2026 (Restated)</i>	<i>2025 (Restated)</i>	<i>2024 (Restated)</i>	<i>2023 (Restated)</i>
<i>Inventory days</i>	83	94	93	191

It can be inferred from the table above that the Company's inventory days have improved on a year-to-year basis, indicating better efficiency in inventory management. While the Company has not faced any adverse instances in this regard till the date of filing of the Draft Red Herring Prospectus, the possibility of such occurrences in the future cannot be ruled out.

Risk Factor 5

We may not be able to successfully manage the growth of our business if we are unable to maintain adequate internal systems, processes and controls.

We have experienced considerable growth over the past three years and we have expanded our operations and product portfolio. Our total revenue grew at a CAGR of 179.07% between Financial years 2023 and 2025, while our restated profit after tax grew at a CAGR of 701.20% between Financial years 2023 and 2025. We cannot assure you that our growth strategies will continue to be successful or that we will be able to continue to expand further or at the same rate.

Our inability to execute our growth strategies in a timely manner or within budget estimates or our inability to meet the expectations of our customers and other stakeholders, could have an adverse effect on our business, results of operations and financial condition. Our future prospects will depend on our ability to grow our business and operations. Further, in order to manage our growth effectively, we must implement, upgrade, and improve our operational systems, procedures and internal controls on a timely basis. While there have been no such instances in the past, however, if we fail to implement these systems, procedures and controls on a timely basis, or if there are weaknesses in our internal controls that would result in inconsistent internal standard operating procedures, we may not be able to meet our customers' needs, hire and retain new employees or operate our business effectively. Failure to manage growth effectively could adversely affect our business and results of operations.

Risk Factor 6

Our policy of providing product warranties exposes us to potential costs associated with returns, replacements, and disputes, which may adversely affect our profitability and operational results.

In line with our customer satisfaction and quality assurance commitments, we offer warranties on our refurbished products. Warranty-related disputes may arise during normal course of business. While many of these can be resolved without material impact, there remains the risk of significant liability in cases involving product performance issues. As our product portfolio diversifies and scales across different models and categories, the likelihood and cost implications of warranty claims and product replacements may increase. In certain cases, we may also be required to modify or replace products, potentially resulting in substantial additional costs.

There can be no assurance that future warranty claims will not materially exceed such provisions or that we will be able to manage these claims without impacting our financial performance. An unexpected surge in returns or warranty activations could negatively affect our cash flows, margins, and results of operations.

Furthermore, there were certain instances of warranty claims which includes repairs and replacement in the past as below given table:


(Amount in lakhs, except percentages)

Financial year	Total Cost Incurred	% of Revenue from operations	% of PAT
2022-23	2.48	0.37%	38.50%
2023-24	2.73	0.14%	3.68%
2024-25	4.22	0.08%	1.12%
Stubb period (June 2025)	0.45	0.02%	0.28%

As per the above details, it is clear that there were no material instances of warranty and claims. However, there can be no assurance that future warranty claims will not materially exceed such provisions or that we will be able to manage these claims without impacting our financial performance.

Risk Factor 7

If we are unable to maintain and enhance our brand and reputation, the sales of our services may suffer which would have a material adverse effect on our business operations.

Our business depends significantly on the strength of our brand and reputation in marketing and providing our services. We also believe that maintaining and enhancing the “” brand, are critical to maintaining and expanding our customer base. We believe that continuing to develop awareness of our brand, through focused and consistent branding and marketing initiatives is important for our ability to increase our sales volumes and our revenues, grow our existing market share and expand into new markets.

Further, in future we may use the Trademarks, for which our company has taken the No Objection certificate from its owner mentioned in Section titled “Intellectual Property” in the chapter titled “Business Overview” on page 141. Also, we do not have any control over the registration of a trademark and a trademark may also be opposed by third parties that claim to have prior or superior rights or No Objection given by the owner can be revoked. Such actions are not within our control and can severely impact business and may result in requirement to undertake rebranding exercises, all of which result in additional costs for us and could also impact our reputation. We routinely monitor third party trademarks, including domain names, by keeping a check on the use of our trademarks. However, it is possible that we are not aware of misuse of our trademark and this could potentially cause loss of our reputation, which could impact our business and may even affect our goodwill.

However, there was no such instance faced by the Company till the date of filling of Draft Red Herring Prospectus.

Risk Factor 8

Our failure to achieve adequate sales from our stores could adversely affect our business and results of operations.

Our business model depends on sales generated from our retail stores. The performance of our stores depends on various factors including location, customer footfalls, product assortment, pricing, local competition, and marketing initiatives. There can be no assurance that our stores will achieve the expected levels of sales, profitability, or operational performance.

Further, if our existing stores fail to generate adequate sales or if newly opened stores take longer than anticipated to achieve breakeven, our revenues and cash flows may be adversely impacted. Further, any incorrect assessment of store locations, consumer demand, or inability to maintain customer engagement could lead to underperformance and affect our overall financial condition and prospects.

Further, as we expand our retail network, we may experience challenges in maintaining consistent performance across all locations. Inability to manage new store openings effectively could further strain our resources and impact profitability.

Risk Factor 10

Our business is working capital intensive, and any shortfall in meeting our working capital requirements may adversely impact our operations, growth plans, and financial condition.

Our operations require substantial working capital primarily for the upfront procurement of used IT equipment. Post-procurement, the inventory undergoes a refurbishment cycle involving testing, quality control, and other processes before the products are ready for sale and dispatch. This operating cycle necessitates sustained capital outlay before revenue realization.

As disclosed in the chapter titled “Object of The Issue” on page 90, reflecting a growing scale of operations. To support our anticipated business expansion and increased working capital needs for Fiscal 2026, we intend to allocate Rs 1,428.49 lakhs from the Net Proceeds of the Offer for working capital funding. It is important to note that such deployment will not result in the creation of tangible assets.

Please find below the details of working capital requirement of the company:

(Amount in lakhs)

Sr. No.	Particulars	Restated			Stub Period	Estimated
		2023	2024	2025	June 30, 2025	2026
I	Current Assets					
	Inventories	465.21	417.04	1,338.76	1,814.60	2,014.32
	Trade receivables	15.67	284.36	898.33	1,017.13	1,239.58
	Short Term Loans & Advances	-	1.00	-	101.83	101.83

	Other Current Assets	61.31	18.01	89.81	44.75	595.68
	Total(A)	542.19	720.41	2,326.90	2,978.31	3,951.41
II	Current Liabilities					
	Trade payables	512.60	632.30	447.44	610.68	619.79
	Other current liabilities	29.55	29.32	148.46	34.21	142.26
	Short-term provisions	2.94	28.98	162.95	160.16	265.56
	Total (B)	545.09	690.60	758.85	805.05	1,027.61
III	Total Working Capital Gap (A-B)	-2.90	29.81	1,568.05	2,173.26	2,923.80
IV	Funding Pattern					
	Short Term Borrowings & Internal accruals	-	29.81	1,568.05	2,173.26	1,495.31
	IPO Proceeds					1,428.49

Assumptions taken for the working capital requirement is as follows:

(Amount in days)

Particulars	2023 (Restated)	2024 (Restated)	2025 (Restated)	June 30, 2026 (Restated)	2026 (Projected)
Debtor Days	8	55	62	50	53
Creditor Days	210	140	31	28	30
Inventory days	191	93	94	83	98

It can be inferred from the table above that the company's working capital requirement has increased primarily due to its growing scale of operations. Although the debtor, creditor, and inventory days have remained in a similar range from FY 2023 to FY 2026, the absolute value of current assets and liabilities has grown significantly with increasing revenue from ₹666.09 lakhs in FY 2023 to ₹5,187.54 lakhs in FY 2025, and ₹1,840.88 lakhs in the stub period ending June 30, 2025.

Earlier, the company managed its working capital largely by extending payment terms to creditors. However, as the business expanded, the total funds required to maintain inventory, support receivables, and manage day-to-day operations increased, resulting in higher working capital needs despite consistent operating cycles.

As our business continues to grow, our working capital requirements are expected to increase further. In the event of a mismatch between our internal accruals and operational needs, we may be required to explore external funding sources. If we raise funds through debt, our financial obligations in terms of interest and principal repayments will increase, potentially affecting profitability and cash flow. Such borrowings may also be subject to restrictive covenants, limiting operational flexibility.

Alternatively, raising funds via equity issuance could result in dilution of shareholding for existing investors. Any sustained increase in our working capital demands, if not adequately financed, may impact our ability to execute growth plans and could have an adverse effect on our financial performance and overall business health.

Risk Factor 11

Our recent increase in profit after tax (pat) margin may not be sustainable in future periods and could adversely affect our financial performance.

Our Profit After Tax (PAT) margin has shown a significant improvement during Financial Year 2025 and for the six-month period ended on June 30, 2025 as compared to previous periods. The improvement was primarily driven by better margins achieved through bulk purchases during the period, resulting in cost efficiencies and enhanced profitability. However, similar benefits from bulk procurement may not be available in future, and any inability to secure such better pricing could impact profit margins.

While these factors have positively impacted our profitability in the short term, there can be no assurance that similar conditions will prevail in future periods. Certain achieved cost savings, may be non-recurring in nature, and fluctuations in raw material prices, employee costs, rental or logistics expenses, or changes in consumer demand could adversely affect our margins going forward. In addition, any increase in competition, changes in government policies, or decline in sales volumes may limit our

ability to maintain current profitability levels.

Accordingly, our recent financial performance, including the increase in PAT margin, may not be indicative of our future results of operations or financial condition. If we are unable to sustain or further improve our margins, our business, cash flows, and profitability could be materially and adversely affected.

Risk Factor 13

Our business is subject to seasonality (as we see higher demand of our products from our customers during the festive seasons), which may contribute to fluctuations in our periodical results of operations and financial condition.

Our business is subject to seasonality as we see higher demand of our products from our customers during the festive seasons which generally starts from Dusshera/ Diwali/ Christmas/ New Year onwards and higher demand from SME clients in month of February and March. Accordingly, our results of operations and financial condition in one quarter/ period may not accurately reflect the trends for the entire financial year and may not be comparable with our results of operations and financial condition for other quarters/periods. Additionally, any significant event such as unforeseen economic slowdown, political instabilities or epidemics during these peak seasons may adversely affect our business and results of operations.

Please find below, revenue generated by the company bifurcated into festive and non-festive seasons as follows:

(Amount in lakhs)

Sr. No.	Particulars	Stub Period ending June 30, 2025	% of Total	FY 2025	% of Total	FY 2024	% of Total	FY 2023	% of Total
1	Festive Season	-	-	3,138.12	60.49%	1,335.72	72.07%	523.76	78.63%
2	Non-Festive Season	1,840.88*	100.00%	2,049.42	39.51%	517.52	27.93%	142.33	21.37%
TOTAL		1,840.88	100.00%	5,187.54	100.00%	1,853.24	100.00%	666.09	100.00%

**Sales of April, May and June is included*

Note:

- *Festive Season includes months from October to March*
- *Non-Festive Season includes months from April to September*

Risk Factor 14

Our expansion into new product categories and an increase in the number of products offered by us may expose us to new challenges and more risks.

In order to achieve our goals, we are constantly evaluating the possibilities of expanding our business through newer models of existing products or introducing newer product categories aligned with our current expertise. Although we believe that there are synergies between our current business and our expansion plans, we may not have the depth of expertise in these new product categories. Such initiatives may pose significant challenges to our administrative, financial and operational resources, and additional risks, including some of which we are not aware of. Our product expansion initiatives may require capital and other resources, as well as management attention, which could place a burden on our resources and abilities. If we cannot successfully manage our product mix, address new challenges or compete effectively, we may not be able to recover costs of our investments and eventually achieve profitability, and our future results of operations and growth prospects may be materially and adversely affected.

Any enhancement to our existing offerings or new offerings that we develop and introduce involves significant commitment of time and resources and is subject to a number of risks and challenges including:

- ensuring the timely release and availability of new products
- resolving defects, errors, or failures in our products
- ensure seamless supply chain process to manage logistics and deliveries to end customers

However, there was no such instance faced by the Company till the date of filling of Draft Red Herring Prospectus.

Risk Factor 15

If our products fail to perform properly due to defects, or similar problems, and if we fail to develop enhancements to resolve any defect or other problems, we could lose customers, become subject to negative publicity which could affect our business and operations.

All our products are subject to rigorous testing and quality checks before these are dispatched to customers. While our internal quality testing process are set up to minimise/ reduce defects and other issues, we may not be able to identify and remediate any/all product related issues before these are sold to customers.

Any defects or other performance issues in our products could result in, among other things:

- lost revenue or delayed market acceptance in relation to our products;
- loss of customers;
- credits or refunds to customers;
- product liability lawsuits and other claims against us;
- diversion of development resources;
- increased expenses associated with remedying any defect, including increased technical support costs;
- injury to our brand and reputation; and
- increased maintenance and warranty costs.

Our brands could be damaged by any negative publicity on social media platforms or by claims or perceptions about the quality or safety of the products sold, regardless of whether such claims or perceptions are true. Any negative publicity regarding our company or the products may affect our reputation and image which leads to the adverse effect on our business and our goodwill.

However, there was no such major instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk Factor 16

Our company generates e-waste during the refurbishment of used IT products, and we have not yet been able to establish a sustainable, efficient, and effective system for its disposal.

E-waste can be toxic, is not biodegradable and accumulates in the environment, in the soil, air, water and among living things. Electronic waste contains substantial quantities of toxic elements like lithium, mercury, arsenic, barium, cadmium, cobalt, etc. These chemicals cause detrimental impacts on the environment and human health, calling for urgent responsible e-waste management. India has very few recognized and government-approved recycling centres to dismantle and repurpose electronic waste efficiently and purposefully. The majority of the e-waste collected in India is managed by the unorganized sector.

Although we currently rely on third-party vendors for e-waste disposal, we cannot assure you that such vendors will comply with all applicable e-waste handling rules and government guidelines. Any actual or alleged non-compliance, whether by our Company or our vendors, may expose us to legal proceedings, penalties, fines, directions to undertake corrective measures, suspension of operations relating to refurbishment, and other punitive actions under the applicable environmental laws. Such consequences could have a material adverse effect on our reputation, business operations, financial condition, and overall profitability.

However, there was no such instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk Factor 17

Our inability to receive or renew the necessary licenses, approvals and registrations in a timely manner or at all may lead to interruption of our Company's operations.

Our business is subject to government regulations and we require certain approvals, licenses, registrations and permissions for operating our business. In addition, we may not be in compliance with certain conditions prescribed by such approvals or licences. Our failure to obtain such licences and approvals and comply with the applicable laws and regulations could lead to imposition of sanctions by the relevant authorities, including penalties. We believe that our units have the required permits and agreements,

and that they also meet the required reporting and control requirements. For further details, see “**Government and Other Approvals**” on page 307.

Further, in future we will be required to apply for the renewal of approvals and permits for our business operations to continue. If we are unable to make applications and renew or obtain necessary permits, licenses and approvals on acceptable terms, in a timely manner or at all, we may be required to shut down or relocate our offices or warehouses and face other consequences due to which our business operations may be adversely affected. Changes in legislation and current regulations entailing stricter requirements and changes in conditions in terms of health, safety and environment or progress towards a stricter official application of legislation and regulations may require additional investment and lead to higher costs and other undertakings which may impact our business and operations.

However, there was no such instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk Factor 18

Industry information included in the Draft Red Herring Prospectus has been derived from third party industry reports

We have relied on the reports of certain independent third party for purposes of inclusion of such information in the Draft Red Herring Prospectus. There can be no assurance that such third-party statistical, financial and other industry information is either complete or accurate. These reports are subject to various limitations and based upon certain assumptions that are subjective in nature. We have not independently verified data from such industry reports and other sources. Although we believe that the data may be considered to be reliable, their accuracy, completeness and underlying assumptions are not guaranteed and their dependability cannot be assured. While we have taken reasonable care in the reproduction of the information, the information has not been prepared or independently verified by us, or any of our respective affiliates or advisors and, therefore, we make no representation or warranty, express or implied, as to the accuracy or completeness of such facts and statistics. Due to possibly flawed or ineffective collection methods or discrepancies between published information and market practice and other problems, the statistics herein may be inaccurate or may not be comparable to statistics produced for other economies and should not be unduly relied upon. Further, there is no assurance that they are stated or compiled on the same basis or with the same degree of accuracy as may be the case elsewhere.

Furthermore, the industry and market data used in the industry chapter has been derived from industry publications, in particular, the report titled “Refurbishment and E-waste Management Industry” dated July 03, 2025 (the “Infomerics Analytics and Research Report”) prepared and issued by Infomerics Analytics and Research Private Limited.

Risk Factor 19

The market for our refurbished products is relatively new and evolving. If the market does not develop further, develops more slowly, or in a way that we do not expect, our business will be adversely affected.

The global refurbished computers & laptops market was estimated at USD 5.4 billion in 2024. The market is expected to grow from USD 5.7 billion in 2025 to USD 9.6 billion in 2034 at a CAGR of 5.9%. The refurbished electronics market size worldwide was valued at US\$ 48.29 billion in 2023, which is expected to expand at a CAGR of 10% to reach US\$ 94.10 billion by 2030. North America has been a significant player and the largest market for refurbished electronics, primarily because of its well-developed e-commerce infrastructure, tech-savvy population and consumer awareness of sustainability. Europe is the second largest market for refurbished electronics, and it has gained traction due to stringent regulations promoting sustainable practices and consumer protection. Asia-Pacific is the third largest market, and it is growing significantly in the refurbished electronics market, driven by a large population, increasing urbanization, and rising smartphone ownership. Countries like India, South Korea and China have posted a rise in demand for refurbished smartphones and other electronic devices, serving the budget-conscious consumers.

The global refurbished computers & laptops market was estimated at USD 5.4 billion in 2024. The market is expected to grow from USD 5.7 billion in 2025 to USD 9.6 billion in 2034 at a CAGR of 5.9%.

Further, the disclosure provided in this section has been derived from industry publications, in particular, the report titled “Refurbishment and E-waste Management Industry” dated July 03, 2025 (the “Infomerics Analytics and Research Report”)

prepared and issued by Infomerics Analytics and Research Private Limited.

Risk Factor 20

An inability or failure to provide timely and effective customer support and related services may negatively impact our customer relationships, reputation, and financial performance.

Our business depends on our ability to provide effective customer support and related services for our products. Customers expect timely assistance in resolving issues related to product performance, maintenance, or service. We currently offer support through email and a dedicated customer care number.

If we or our channel partners are unable to respond to customer queries or service requests in a timely and/ or satisfactory manner, it may lead to customer dissatisfaction. Further, if our customer support services do not match industry standards or the quality offered by our competitors, we may lose existing customers and face challenges in attracting new ones.

Customer complaints relating to product performance or service quality may also impact our reputation. In addition, an increase in service requests without a similar increase in revenue could lead to higher operational costs. Since our brand image and sales depend on customer satisfaction and recommendations, any failure to maintain efficient and reliable customer support may adversely affect our business operations, financial performance, and reputation.

Risk Factor 21

Our inability to adapt to technological changes, evolving customer preferences and emerging industry trends may adversely affect our business, financial condition, and results of operations:

Our business operates in the Information and Communication Technology (ICT) devices industry, which changes quickly due to new technologies and changing customer preferences. New products, improved features, or advanced systems may come into the market that could make our current products or technologies less useful or outdated. To stay competitive, we must regularly upgrade our technology, improve our products, and invest in new equipment and processes. Such changes may involve high costs and require time and technical expertise. There is no guarantee that we will always be able to adopt new technologies successfully or at the right time.

If we are unable to keep up with these technological changes or customer expectations, our business operations, profitability, and financial performance could be negatively affected.

Risk Factor 24

The agreements executed by our Company with lenders for financial arrangements contain restrictive covenants for certain activities and if we are unable to get their approval, it might restrict our scope of activities and impede our growth plans.

We have entered into agreements for our borrowings with certain lenders. These borrowings include secured/ unsecured fund based and non-fund based facilities. These agreements may include restrictive covenants which mandate certain restrictions in terms of our business operations such as change in capital structure, formulation of any scheme of amalgamation or reconstruction, declaring dividends, further expansion of business, granting loans to directors, repaying loans, undertake guarantee obligations on behalf of any other borrower.

Further, company has received no-objection certificate from its secured lenders. Whereas company has requested all unsecured lenders for their prior approval/ no objection from the lenders for any of the above activities in-absence of which company may require to re-pay such loan amount on demand of such un-secured lender(s).

The details of loans taken by the company are as follows:

(Amount in lakhs)

Sr. No.	Lenders Name	Category of Borrowing	Amount Sanctioned	O/s Amount as on DRHP date	% of Total Indebtedness
1	ICICI Bank Limited	Cash Credit	1,000.00	938.38	63.02%

2	Aditya Birla Finance Limited	Unsecured Loan	50.00	46.60	3.13%
3	Axis Finance Limited	Unsecured Loan	30.00	19.21	1.29%
4	Bajaj Finance Limited	Unsecured Loan	41.09	38.36	2.58%
5	Godrej Finance Limited	Unsecured Loan	40.80	38.07	2.56%
6	Kisetsu Saison Finance (India) Private Limited	Unsecured Loan	40.80	36.43	2.45%
7	Poonawala Fincorp Limited	Unsecured Loan	30.05	28.05	1.88%
8	Shriram Finance Limited	Unsecured Loan	50.00	46.67	3.13%
9	SMFG India Credit Company Limited	Unsecured Loan	50.00	47.78	3.21%
10	Tata Capital Financial Services Limited	Unsecured Loan	50.00	46.63	3.13%
11	HDFC Bank Limited	Unsecured Loan	40.00	37.26	2.50%
12	IDFC First Bank Limited	Unsecured Loan	51.00	47.55	3.19%
13	Kotak Mahindra Bank Limited	Unsecured Loan	49.90	44.44	2.98%
14	Standard Chartered Bank	Unsecured Loan	44.00	41.05	2.76%
15	Yes Bank Limited	Unsecured Loan	35.00	32.64	2.19%
TOTAL			1,621.64	1,489.12	100.00%

Risk Factor 27

Our top three states contribute our major revenue for the mid period ending on June 30, 2025 and financial year ended 31st March 2025, 2024, 2023. Any loss of business from one or more of these states may adversely affect our revenues and profitability.

Our company operates its business operations from its registered office at Secunderabad, Telangana. These states contribute to a substantial portion of our revenues for the mid period ending on June 30, 2025 and financial year ending March 31, 2025, 2024 & 2023. Any factors relating to political and geographical changes, growing competition and any change in demand may adversely affect our business. We cannot assure that we shall generate the same quantum of business, or any business at all, from these states, and loss of business from one or more of them may adversely affect our revenues and profitability.

The contribution of top three states to our total revenue is as follows:

(Amount in lakhs, except percentages)

<i>State</i>	<i>30.06.2025</i>	<i>%</i>	<i>31.03.2025</i>	<i>%</i>	<i>31.03.2024</i>	<i>%</i>	<i>31.03.2023</i>	<i>%</i>
<i>Telangana</i>	<i>1,256.01</i>	<i>68.23%</i>	<i>3,926.90</i>	<i>75.70%</i>	<i>1,435.18</i>	<i>77.44%</i>	<i>637.68</i>	<i>95.73%</i>
<i>Andhra Pradesh</i>	<i>151.12</i>	<i>8.21%</i>	<i>310.48</i>	<i>5.99%</i>	<i>88.30</i>	<i>4.76%</i>	<i>16.88</i>	<i>2.53%</i>
<i>Gujarat</i>	<i>126.16</i>	<i>6.85%</i>	<i>94.59</i>	<i>1.82%</i>	<i>157.93</i>	<i>8.52%</i>	<i>-</i>	<i>0.00%</i>
Total	1,533.29	83.29%	4,331.97	83.51%	1,681.41	90.72%	654.56	98.26%

As it can be inferred from the table above that the sales contribution from the top three states have increased year on year basis. Hence, there was no such instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk Factor 30

Some of our Directors may not have prior experience as directors of companies listed on recognized stock exchanges.

Some of our Directors have not previously served as directors of companies listed on recognized stock exchanges. Directors of listed companies are required to perform several important responsibilities, such as ensuring compliance with listing and disclosure requirements, monitoring management performance, overseeing operations and financial reporting, and guiding the company's overall governance.

While our directors have strong business and managerial experience, they may need time to understand and adapt to the additional responsibilities and regulatory framework applicable to listed companies. As a result, there may be limited guidance from them initially in matters related to compliance, disclosures, and internal control requirements.

Further our Company plans to strengthen its internal control systems, disclosure processes, and governance structure to meet the

requirements of a listed entity, we cannot assure that our directors will immediately be able to meet all such obligations. Any delay or shortfall in doing so may affect our corporate governance, compliance standards, and reputation.

Risk Factor 32

We have in past entered into related party transactions and we may continue to do so in the future.

As of June 30, 2025, we have entered into related party transactions with our Promoters, individuals and entities forming a part of our promoter group and our Subsidiaries relating to our operations. In addition, we have in the past also entered into transactions with other related parties.

Our Company has entered into related party transactions for the period ended June 30, 2025 and the Fiscal ended March 31, 2025, March 31, 2024 and March 31, 2023. For further details, please refer to the section titled “Financial Information” – Notes to the Related Financial Information beginning on page 208. While we believe that all our related party transactions have been conducted on an arm’s length basis, we cannot assure you that we may not have achieved more favorable terms had such transactions been entered into with unrelated parties. There can be no assurance that such transactions, individually or taken together, will not have an adverse effect on our business, prospects, results of operations and financial condition, including because of potential conflicts of interest or otherwise. In addition, our business and growth prospects may decline if we cannot benefit from our relationships with them in the future. The related party transactions entered by the Company are in compliance with the applicable provisions of Companies Act, 2013.

The related party transactions in comparison to the revenue from operations of the company as follows:

(Amount in lakhs, except percentages)

Particulars	Period ending June 30, 2025	% of Revenue	FY 2025	% of Revenue	FY 2024	% of Revenue	FY 2023	% of Revenue
Loan taken from								
Yousuf Uddin	-	-	358.92	6.92%	-	-	58.26	8.75%
Loan given to								
Renavart Recyclers India Private Limited	101.83	5.53%	-	-	-	-	-	-
Sales Made								
Renavart Recyclers India Private Limited	0.28	0.02%	15.70	0.30%	-	-	-	-
Exclusive PC World	-	-	0.70	0.01%	462.40	24.95%	245.39	36.84%
F1 Traders (Sales Return)	-	-	-63.56	-1.23%	66.00	3.56%	6.86	1.03%
Marjaan Traders	-	-	43.09	0.83%	16.03	0.86%	23.09	3.47%
Vasiasat Food Products LLP	-	-	3.13	0.06%	-	-	-	-
Purchases Made								
Renavart Recyclers India Private Limited	-	-	35.48	0.68%	-	-	-	-
Exclusive PC World	-	-	721.47	13.91%	388.74	20.98%	377.86	56.73%
F1 Traders	-	-	37.80	0.73%	-	-	-	-
Marjaan Traders	32.31	1.76%	52.67	1.02%	56.80	3.06%	130.69	19.62%
Vasiasat Food Products LLP	8.63	0.47%	7.73	0.15%	-	-	-	-

Loan Repaid								
Yousuf Uddin	131.45	7.14%	-	-	49.00	2.64%	-	-
Total Revenue	1,840.88	100.00%	5,187.54	100.00%	1,853.24	100.00%	666.09	100.00%

All the transactions mentioned above are in compliance with the provisions of the Companies Act and have been undertaken on an arm's-length basis, in adherence to all applicable laws and regulations. Further company shall ensure to comply with the applicable laws for further transactions, as the case may be.

Risk Factor 33

In addition to the existing indebtedness our Company, may incur further indebtedness during the course of business. Whereas Our lenders have charge over our movable and immovable properties in respect of finance already availed by us.

As on June 30, 2025 the total outstanding of the fund based indebtedness of the Company is Rs 1,562.12 lakhs. In addition to the indebtedness for the existing operations, Company may incur further indebtedness during the course of the business. We cannot assure you that our Company will be able to obtain further loans at favorable terms. Increased borrowings, if any, may adversely affect our debt-equity ratio and our ability to borrow at competitive rates.

The historic debt-equity ratio of the company is as follows:

(Amount in lakhs)

Particulars	June 30, 2025 (Stub Period)	FY 2025	FY 2024	FY 2023
Total Debt	1,806.89	1,217.56	23.16	58.26
Total Equity	660.28	507.94	94.70	20.64
Debt-Equity Ratio (in times)	2.74	2.40	0.24	2.82

In addition, we cannot assure you that the budgeting of our working capital requirements for a particular year will be accurate. There may be situations where we may under-budget our working capital requirements, which may lead to delays in arranging additional working capital requirements, loss of reputation, levy of liquidated damages and can cause an adverse effect on our cash flows.

We have not defaulted in our loans. However, any failure to service the indebtedness of our Company or otherwise perform our obligations under our financing agreements entered with our lenders or which may be entered into by our Company, could trigger cross default provisions, penalties, acceleration of repayment of amounts due under such facilities which may cause an adverse effect on our business, financial condition and results of operations.

Our secured lenders have created a charge over our movable and immovable properties in respect of loans/ facilities availed by us from banks and financial institutions. The total amounts outstanding and payable by us as secured loans were Rs. 959.48 lakhs as on June 30, 2025. In the event we default in repayment of the loans/ facilities availed by us and any interest thereof, our properties may be forfeited by lenders, which in turn could have significant adverse effect on business, financial condition or results of operations. However, there have been no such instances faced by the Company till the date of filing of the Draft Red Herring Prospectus.

For details of our indebtedness, please refer to the section titled - **“Financial Indebtedness”** on page 283 of the Draft Red Herring Prospectus.

Risk Factor 39

Forward-looking statements and estimates in the offer document are subject to uncertainty.

The Draft Red Herring Prospectus includes forward-looking statements and future estimates relating to our business strategy, expansion plans, expected store additions, projected demand, inventory levels, industry growth, financial performance, and other operational assumptions. These statements are based on management's current expectations, internal assessments, and industry data, and are subject to risks, market fluctuations, and external factors beyond our control.

There can be no assurance that the assumptions underlying such projections will prove accurate. Any variation in customer demand, pricing, supply chain conditions, competitive landscape, regulatory changes, or economic environment may cause actual results to differ materially from those expressed or implied in such forward-looking statements. In the event our estimates or projections do not materialize as anticipated, our revenues, profitability, and growth plans may be adversely affected.

Investors are cautioned not to place undue reliance on any forward-looking statements contained in the Offer Document. We undertake no obligation to update or revise such statements, except as required under applicable law. Failure of assumptions or estimates may adversely affect the value of your investment

Risk Factor 39

There are certain discrepancies and non-compliances noticed in some of our financial reporting and/or records relating to filing of returns and deposit of statutory dues with the taxation and other statutory authorities such as Ministry of Corporate Affairs, Income Tax and GST.

Our Company has encountered certain inadvertent inaccuracies, delays, and non-compliances concerning regulatory filings and corporate actions in the past. As a result, we may face regulatory actions and penalties for any historical or future non-compliance, potentially adversely impacting our business and financial condition. The details of the same has been mentioned below for delayed in filing our ROC, GST, EPF returns and deposit of statutory dues, as a result of which, we have been required to pay the late filing fees long with interest on delayed deposit of due taxes and statutory dues.

The details of delays in filling of GST returns are as follows:

GSTR-1 delay Filing				
Sr. No.	Month	Due date of filling	Date of filling	Period of Delay (In Days)
1	May	11-06-2021	28-06-2021	17
2	June	11-07-2021	31-07-2021	20
3	July	11-08-2021	23-08-2021	12
4	August	11-09-2021	13-09-2021	2
5	November	11-12-2021	14-12-2021	3
6	May	11-06-2022	20-06-2022	9
7	July	11-08-2024	21-08-2024	10

GSTR-3B delay Filing				
Sr. No.	Month	Due date of filling	Date of filling	Period of Delay (In Days)
1	May	20-06-2021	28-06-2021	8
2	June	20-07-2021	31-07-2021	11
3	July	20-08-2021	23-08-2021	3
4	September	20-10-2021	21-10-2021	1
5	March	20-04-2022	21-04-2022	1
6	April	20-05-2022	27-05-2022	7
7	March	20-04-2023	21-04-2023	1
8	May	20-06-2023	30-06-2023	10
9	August	20-09-2023	11-10-2023	21
10	March	20-04-2024	02-05-2024	12
11	April	20-05-2024	23-05-2024	3
12	July	20-08-2024	21-08-2024	1
13	September	20-10-2024	22-10-2024	2

The details of delays related to Provident Fund are as follows:

Provident Fund delay Filing

Sr. No.	Month	Due date of filing	Date of filing	Period of Delay (In Days)
1	Dec-24	15-01-2025	01-02-2025	17
2	Jan-25	15-02-2025	08-08-2025	174
3	Feb-25	15-03-2025	08-08-2025	146
4	Mar-25	15-04-2025	30-08-2025	137
5	Apr-25	15-05-2025	30-08-2025	107
6	May-25	15-06-2025	30-08-2025	76
7	Jun-25	15-07-2025	30-08-2025	46

The details of delays in filing of ESIC are as follows:

ESIC delay Filing				
Sr. No.	Month	Due date of filing	Date of filing	Period of Delay (In Days)
1	Dec-24	15-01-2025	01-02-2025	17
2	Jan-25	15-02-2025	08-08-2025	174
3	Feb-25	15-03-2025	08-08-2025	146
4	Mar-25	15-04-2025	30-08-2025	137
5	Apr-25	15-05-2025	30-08-2025	107
6	May-25	15-06-2025	30-08-2025	76
7	Jun-25	15-07-2025	30-08-2025	46

The details of non-compliances or delayed filings to ROC is given as follows:.

ROC delay Filing				
Sr. No.	Particulars	Due date	Actual Date of Filing	Delay in days
1	DIR-12	01.06.2025	02.07.2025	31 days
2	ADT-1	17.05.2025	17.06.2025	31 days
3	ADT-1	25.06.2025	02.08.2025	38 days
4	MGT-14	24.02.2025	18.06.2025	114 days
5	MGT-14	24.02.2025	10.03.2025	14 days
6	MGT-14	27.02.2025	18.06.2025	112 days
7	MGT-14	01.06.2025	19.06.2025	18 days
8	MGT-14	13.06.2025	29.07.2025	46 days
9	MGT-14	13.06.2025	29.07.2025	46 days
10	MGT-14	18.06.2025	29.07.2025	41 days
11	MGT-14	26.06.2025	29.07.2025	33 days
12	MGT-14	27.06.2025	29.07.2025	32 days
13	DPT-3	30.06.2023	02.07.2025	702 days
14	DPT-3	30.06.2024	02.07.2025	367 days
15	PAS-6	30.05.2025	02.07.2025	33 days
16	CHG-1	05.03.2025	06.03.2025	1 day
17	MGT-14	16.08.2025	05.09.2025	18 days
18	MGT-14	16.08.2025	05.09.2025	18 days
19	AOC-4	09.07.2025	13.09.2025	66 days
20	MGT-7	09.08.2025	06.09.2025	28 days

The Company is in compliance of the provisions applicable of the Companies Act, 2013, and other applicable laws except as mentioned above there are few discrepancies noticed in some of our corporate records relating to e-forms filed with the Registrar of Companies and other regulators, which inter-alia includes non-filing of certain ROC Forms. The Company has not filed one form CHG-1 for creation on charge on vehicle loan taken in the past which inter-alia includes non-compliance of Section 77 of the Companies Act, 2013 and may subject to penalty under section 86 and/ or other relevant provision(s) of Companies Act, 2013, as maybe applicable. However, such loan has been repaid as on date of the Draft Red Herring Prospectus. Further there

were some instances where company has made late delay in filing and making payments of Professional Tax.

Subsequent to the appointment of Deepika Gupta as Company Secretary & Compliance Officer and Syed Najaf Imam Hussani as Chief Financial Officer to ensure the timely compliance.

However, no show cause notice or communication has been received from any statutory or regulatory authority in relation to the aforementioned delays as on the date of filing of Draft Red Herring Prospectus. Further, there has been no material adverse impact on the Company due to such delays as on the date of filing of offer document.

Risk Factor 40

Any non-compliance, default or regulatory action on any person or entities belonging to Promoter Group could adversely affect our business reputation and operations.

In case of imposition of any penalty for any default or non-compliance by any regulatory authority, on the persons or any entities belonging to our Promoter Group on chapter, “**Our Promoters and Promoter Group**” on page no. 202 could adversely affect our business operations and reputation. It is not necessary that the Company and Promoters are directly related to such defaults, yet this could have adverse effect on the business of the Company.

However, there was no such instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

Risk factor 43

Our insurance coverage may not be adequate to protect us against certain losses and this may have a material adverse effect on our business.

Our Company has obtained insurance coverage in respect of certain risks. For further details in relation to our Insurance, please refer to the section titled – Insurance in the chapter titled “**Business Overview**” on page no. 141 of the Draft Red Herring Prospectus. This insurance policies are renewed periodically to ensure that the coverage is adequate, however, our insurance policies do not cover all risks. There can be no assurance that our insurance policies will be adequate to cover the losses in respect of which the insurance has been availed. If we suffer a significant uninsured loss or if insurance claim in respect of the subject-matter of insurance is not accepted or any insured loss suffered by us significantly exceeds our insurance coverage, our business, financial condition and results of operations may be materially and adversely affected. For further details, please refer chapter titled “**Business Overview**” no page no. 141 of the Draft Red Herring Prospectus.

However, till the date of filing the Draft Red Herring Prospectus, there were no such instances where the company has to claim the insurance. Hence, there no instances for the claim rejection or any nature of loss incurred.

Risk Factor 45

We have not entered into any long-term contracts with any of our clients and supplier.

We do not have any long-term contracts with our clients and any change in the business pattern of our existing clients could adversely affect the business of our Company. As a result, our customers can terminate their relationships with us due to a change in preference or any other reason on immediate basis, which could materially and adversely impact our business. Consequently, our revenue may be subject to variability because of fluctuations in demand for our products and services. Our Company's customers have no obligation to work with us and may either cancel, reduce, or delay the business. The business by our Company's customers is dependent on factors such as the customer satisfaction with the level of service that our Company provides, fluctuation in demand for our Company's products, customer's inventory management, amongst others. Although we have satisfactory business relations with our clients and have received continued business from them in the past, there is no certainty that the same will continue in the years to come and may affect our profitability. Although, we have a strong emphasis on quality, timely delivery of our assignments and personal interaction by the senior management with the customers and suppliers, any change in the buying pattern of buyers and preferences of suppliers can adversely affect the business and the profitability of our Company.

However, there was no such instances faced by the Company till the date of filing of Draft Red Herring Prospectus.

SECTION IV - INTRODUCTION
OBJECT OF THE ISSUE

1. REPAYMENT OF BANKING FACILITIES AVAILED BY THE COMPANY

(Amount in lakhs)

Sr. No.	Date	Name of Lender	Nature of Borrowing	Sanction Amount	O/s Amount as on June 30, 2025	Rate of Interest (%)	Loan Duration	Purpose	Prepayment Penalty
1	28.01.2025	ICICI Bank Limited	Secured Borrowing	1000.00	946.23	9.75%	Revolving	Working Capital	NIL
2	31.05.2025	Aditya Birla Finance Limited	Unsecured Loan	50.00	50.00	14.75%	36 Months	Working Capital	4.00%
3	31.05.2025	Axis Finance Limited	Unsecured Loan	30.00	30.00	16.00%	36 Months	Working Capital	3.00%
4	29.05.2025	Bajaj Finance Limited	Unsecured Loan	41.09	41.09	16.00%	36 Months	Working Capital	4.72%
5	31.05.2025	Godrej Finance Limited	Unsecured Loan	40.80	40.80	15.50%	36 Months	Working Capital	4.00%
6	31.05.2025	Kisetsu Saison Finance (India) Private Limited	Unsecured Loan	40.80	40.80	16.00%	24 Months	Working Capital	6.00%
7	30.05.2025	Poonawala Fincorp Limited	Unsecured Loan	30.05	30.05	16.00%	36 Months	Working Capital	6.00%
8	31.05.2025	Shriram Finance Limited	Unsecured Loan	50.00	50.00	15.50%	36 Months	Working Capital	4.00%
9	05.06.2025	SMFG India Credit Company Limited	Unsecured Loan	50.00	50.00	15.50%	37 Months	Working Capital	7.00%
10	31.05.2025	Tata Capital Financial Services Limited	Unsecured Loan	50.00	50.00	15.00%	37 Months	Working Capital	6.50%
11	30.05.2025	HDFC Bank Limited	Unsecured Loan	40.00	40.00	14.71%	36 Months	Working Capital	4.00%
12	29.05.2025	IDFC First Bank Limited	Unsecured Loan	51.00	51.00	14.50%	36 Months	Working Capital	5.00%
13	26.05.2025	Kotak Mahindra Bank Limited	Unsecured Loan	49.90	49.90	15.25%	24 Months	Working Capital	NA
14	29.05.2025	Standard Chartered Bank	Unsecured Loan	44.00	44.00	15.50%	36 Months	Working Capital	5.00%
15	28.05.2025	Yes Bank Limited	Unsecured Loan	35.00	35.00	15.00%	36 Months	Working Capital	4.00%
TOTAL				1,602.64	1,548.87				

We hereby confirm that the company shall pay the prepayment charges from internal accruals.

2. TO MEET WORKING CAPITAL REQUIREMENTS

The Working Capital requirement of the company in the past 3 years and the stub period as follows:

(Amount in lakhs)

Sr. No.	Particulars	Restated			Stub Period	Estimated
		2023	2024	2025	June 30, 2025	2026

I	Current Assets					
	Inventories	465.21	417.04	1,338.76	1,814.60	2,014.32
	Trade receivables	15.67	284.36	898.33	1,017.13	1,239.58
	Short Term Loans & Advances	-	1.00	-	101.83	101.83
	Other Current Assets	61.31	18.01	89.81	44.75	595.68
	Total(A)	542.19	720.41	2,326.90	2,978.31	3,951.41
II	Current Liabilities					
	Trade payables	512.60	632.30	447.44	610.68	619.79
	Other current liabilities	29.55	29.32	148.46	34.21	142.26
	Short-term provisions	2.94	28.98	162.95	160.16	265.56
	Total (B)	545.09	690.60	758.85	805.05	1,027.61
III	Total Working Capital Gap (A-B)	-2.90	29.81	1,568.05	2,173.26	2,923.80
IV	Funding Pattern					
	Short Term Borrowings & Internal accruals	-	29.81	1,568.05	2,173.26	1,495.31
	IPO Proceeds					1,428.49

Assumptions taken for the working capital requirement is as follows:

(Amount in days)

Particulars	2023 (Restated)	2024 (Restated)	2025 (Restated)	June 30, 2026 (Restated)	2026 (Projected)
Debtor Days	8	55	62	50	53
Creditor Days	210	140	31	28	30
Inventory days	191	93	94	83	98

It can be inferred from the table above that the company's working capital requirement has increased primarily due to its growing scale of operations. Although the debtor, creditor, and inventory days have remained in a similar range from FY 2023 to FY 2026, the absolute value of current assets and liabilities has grown significantly with increasing revenue from Rs 666.09 lakhs in FY 2023 to ₹5,187.54 lakhs in FY 2025, and ₹1,840.88 lakhs in the stub period ending June 30, 2025. Earlier, the company managed its working capital largely by extending payment terms to creditors. However, as the business expanded, the total funds required to maintain inventory, support receivables, and manage day-to-day operations increased, resulting in higher working capital needs despite consistent operating cycles.

BASIS OF ISSUE PRICE

Key Performance Indicators

Operational Key Performance Indicators of our Company

The operational Key Performance Indicators (KPIs) of the Company as presented in the Draft Red Herring Prospectus is on standalone basis. This is because the Issuer Company is engaged in the refurbishment of used IT assets, whereas its subsidiary is involved in the recycling of electronic products, making it unworkable data to consolidate the operational KPI figures.

However, as per the disclosure under schedule VI, Part k, (3) (d), please find below updated Consolidated Operational KPI of the company:

<i>Key Performance Indicator</i>	<i>June 30, 2025</i>	<i>FY 2025*</i>	<i>FY 2024</i>	<i>FY 2023</i>
	<i>(Consolidated)</i>	<i>(Consolidated)</i>	<i>(Standalone)</i>	<i>(Standalone)</i>
<i>Revenue Split from by Sales Category (in %)</i>				
- <i>Refurbishment</i>	83.71%	97.31%	100.00%	100.00%
- <i>Recycling</i>	16.29%	2.69%	-	-
<i>B2B v/s B2C (in %)</i>				
- <i>B2C</i>	32.88%	53.32%	32.59%	31.29%
- <i>B2B</i>	67.12%	46.68%	67.41%	68.71%

**The figures are consolidated since October 2024, post acquiring the subsidiary company*

SECTION V – ABOUT THE COMPANY

BUSINESS OVERVIEW

OVERVIEW

The company, originally named M/s 'EPW India Private Limited' at Secunderabad, Hyderabad, Telangana was incorporated as a private limited company under the Companies Act, 2013, vide Corporate Identification Number (CIN) U72900TG2021PTC150671 pursuant to a certificate of incorporation dated 16.04.2021, issued by the Registrar of Companies, Central Registration Centre. In 2024, our Company was converted into a public limited company pursuant to a special resolution passed in the extraordinary general meeting of the Shareholders held on 25.11.2024, and a fresh certificate of incorporation was issued in the name of 'EPW India Limited' dated 26.12.2024 vide Corporate Identification Number (CIN) U72900TG2021PLC150671 by the Registrar of Companies, Central Processing Centre.

We are IT electronics refurbishing company providing refurbished electronics by using two different Supplychain method (Direct to consumer and Business to Business) at significant prices as compared to new products. Our business model encompasses end to end reverse supply chain for IT assets. It involves procuring used IT assets (laptops, desktops, Chromebook and peripherals), refurbishing them to as close to new condition, and selling them directly to end use customers – businesses or retail. Currently, the company sells IT products like laptops, desktops, Chromebook, monitors, and accessories (keyboards, mouse, etc.) through its own shops and website.

To support the operational activity of refurbishment of IT products, our company has established an in-house repair and renewal facility located at A.C.C. structure Plot No. 30/P, Survey No. 460/2. This facility, equipped with modern technology, covers an area of 4,500 sq. feet. We have a team of 32 technicians dedicated to refurbishing laptops and other IT products, ensuring smooth and efficient operational process for the company.

The company carries out a 15 – 20 days refurbishment process for used laptops that begins with acquiring and inspecting devices, followed by sorting and grading them based on condition. All data is then securely erased, and thorough hardware testing identifies the faulty parts if any, which are then replaced. The laptops undergo deep cleaning and physical restoration before software installation and activation. After quality checks and testing, the products are then, packaged, and send to the shops or listed for sale on website of the company. Finally, the laptops are sold and delivered with after-sales support and warranty, ensuring quality, affordable refurbished IT products while promoting sustainability.

The company makes use of various software applications as part of its refurbishment process, ensuring that customers receive genuine, licensed versions of the software for a better and more reliable experience. the company also implements multiple software as stated under head "List of Major Software" of the Draft Red Herring Prospectus, these software helps us to improve its day-to-day operations and strengthen the overall efficiency of our supply chain system.

With over four years of operational experience and a combined 16+ years of experience from our promoters - Yousuf Uddin, Mohamad Fazi Uddin, Mohd Zaki Uddin, dedicated to delivering quality refurbished IT products to the customer. The end use of our process is to provide quality IT products to customers so that they stay connected with the digital age.

STANDALONE REVENUE AND PURCHASE BIFURCATION

1. Type of raw material along with the total number of purchases for the past 3 financial years and stub period.

The main raw material used in the operations of the company comprises used IT assets, including laptops, desktops, and monitors, which are procured from various sources for the purpose of refurbishment. These assets are acquired in used, old, or non-functional condition and are subsequently repaired, upgraded, and refurbished to make them suitable for resale as functional IT products.

Accordingly, while the name of these items (laptops, desktops, monitors) may appear similar to the Company's final products, they are treated as raw materials in the books of accounts and disclosures since they serve as the primary input in the refurbishment process. The refurbished products are then sold as the Company's final output.

Further, the Company also procures various Peripherals and Accessories such as keyboards, mouse, RAM, hard drives, adaptors, and other components, which are used in the refurbishment of the main IT products. The detailed bifurcation of such raw materials for the past three financial years and the stub period is provided below for clarity:

(Amount in lakhs)

Particular	Stub period ended	Financial Year ended		
	30.06.2025	31.03.2025	31.03.2024	31.03.2023
Laptop	1,209.46	3,018.79	972.37	538.37
Desktop	375.17	987.65	337.87	166.58
Monitor	196.28	503.20	155.88	84.45
Peripherals & Accessories	183.31	630.69	155.18	88.76
Total	1,964.22	5,140.33	1,621.30	878.16

Detailed break up of Peripherals and Accessories for the past three years and stub period is as follows:

(Amount in lakhs)

Particular	Stub period ended	Financial Year ended		
	30.06.2025	31.03.2025	31.03.2024	31.03.2023
Keyboards & Mouse	27.15	44.36	14.51	9.51
Cables and Connectors	19.27	34.45	8.31	5.28
Adaptors and Charges	23.89	79.21	15.68	11.42
Hard Drive and SSDs	33.40	251.52	38.18	28.81
RAM and Storage Module	25.76	93.21	19.92	15.60
Cabinets and Power Supplies	20.18	34.52	16.80	4.44
Cooling Fans and Accessories	10.66	66.17	22.92	2.35
Laptop Bags and Covers	8.40	16.30	13.24	6.10
Networking Item (LAN, Wi-Fi, Router)	4.60	3.45	1.77	3.05
Speaker, Headphones & Mic	10.00	7.50	3.85	2.21
Total	183.31	630.69	155.18	88.76

The above classification appropriately reflects the nature of the Company's business model; wherein used IT assets serve as the primary input for the refurbishment process and are therefore disclosed as raw materials.

2. The total number of purchases for the past 3 financial years and stub period made from different states

(Amount in lakhs)

Particular	Stub period ended	Financial Year ended		
	30.06.2025	31.03.2025	31.03.2024	31.03.2023
Andhra Pradesh	-	112.99	104.38	102.24
Assam	-	-	-	-
Delhi	25.59	41.63	16.40	0.69
Gujarat	0.93	156.72	1.25	-
Haryana	-	0.11	-	0.05
Jammu & Kashmir	-	-	-	0.24
Karnataka	3.85	92.38	45.64	3.16
Maharashtra	71.08	352.42	146.44	44.78
Punjab	-	-	-	-
Rajasthan	-	1.59	1.49	-
Tamil Nadu	3.58	31.35	150.42	5.91
Telangana	1,826.07	4,347.09	1,151.04	649.49
Uttar Pradesh	0.68	2.89	-	-
Madhya Pradesh	-	1.15	-	-

Chhattisgarh	-	-	4.24	-
Total	1,964.22	5,140.33	1,621.30	806.55

3. The total number of purchases for the past 3 financial years and stub period made from different Countries.

(Amount in lakhs)

Particular	Stub period ended	Financial Year ended		
	30.06.2025	31.03.2025	31.03.2024	31.03.2023
Domestic	1,964.22	5,140.33	1,621.30	878.16
Foreign Countries	-	-	-	-
Total	1,964.22	5,140.33	1,621.30	878.16

4. Refurbishment and Trading Activities wise revenue bifurcation

(Amount in lakhs, except percentages)

Refurbished and Trading Activities Revenue Bifurcation								
Particular	30.06.2025	%age	31.03.2025	%age	31.03.2024	%age	31.03.2023	%age
Refurbishment activities	1666.36	90.52%	4674.17	90.10%	1539.21	83.06%	425.00	63.81%
Trading activities	174.51	9.48%	513.36	9.90%	314.03	16.94%	241.09	36.19%
Total	1840.88	100.00%	5,187.54	100.00%	1,853.24	100.00%	666.09	100.00%

CONSOLIDATED REVENUE BIFURCATION

1. Channel Wise

(Amount in lakhs, except percentages)

Particulars	30.06.2025	%	31.03.2025	%	31.03.2024	%	31.03.2023	%
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Offline Sales	2,199.06	100.00%	5,304.80	99.50%	1,853.24	100.00%	666.09	100.00%
Online Sales	-	0.00%	26.11	0.50%	-	0.00%	-	0.00%
Total	2,199.06	100.00%	5,330.91	100.00%	1,853.24	100.00%	666.09	100.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

2. Model Wise

(Amount in lakhs, except percentages)

Particulars	30.06.2025	%	31.03.2025	%	31.03.2024	%	31.03.2023	%
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
B2C Sales	722.96	32.88%	2,816.44	52.83%	603.98	32.59%	208.42	31.29%
B2B Sales	1,476.10	67.12%	2,488.36	46.68%	1,249.26	67.41%	457.67	68.71%
Online Sales	-	0.00%	26.11	0.49%	-	0.00%	-	0.00%
Total	2,199.06	100.00%	5,330.91	100.00%	1,853.24	100.00%	666.09	100.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

3. State Wise

(Amount in lakhs, except percentages)

State	30.06.2025	%	31.03.2025	%	31.03.2024	%	31.03.2023	%
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Telangana	1,614.19	73.40%	4,070.27	76.35%	1,435.18	77.44%	637.68	95.73%
Andhra Pradesh	151.12	6.87%	310.48	5.82%	88.30	4.76%	16.88	2.53%
Gujarat	126.16	5.74%	94.59	1.77%	157.93	8.52%	-	0.00%
Karnataka	109.52	4.98%	460.44	8.64%	39.65	2.14%	5.38	0.81%
Maharashtra	61.99	2.82%	134.46	2.52%	3.69	0.20%	1.39	0.21%
Tamil Nadu	48.44	2.20%	54.21	1.02%	114.65	6.19%	1.64	0.25%

Odisha	30.54	1.39%	46.69	0.88%	3.69	0.20%	-	0.00%
Chhattisgarh	21.38	0.97%	64.66	1.21%	7.59	0.41%	-	0.00%
Madhya Pradesh	13.58	0.62%	31.64	0.59%	0.75	0.04%	-	0.00%
Kerala	6.74	0.31%	14.58	0.27%	-	0.00%	-	0.00%
Uttar Pradesh	3.02	0.14%	10.88	0.20%	0.20	0.01%	-	0.00%
Himachal Pradesh	2.83	0.13%	0.11	0.00%	-	0.00%	-	0.00%
Jammu & Kashmir	2.62	0.12%	-	0.00%	0.22	0.01%	2.24	0.34%
Assam	1.44	0.07%	0.90	0.02%	-	0.00%	-	0.00%
Dadra and Nagar Haveli	1.14	0.05%	0.38	0.01%	-	0.00%	-	0.00%
Jharkhand	1.08	0.05%	0.57	0.01%	-	0.00%	-	0.00%
Haryana	0.76	0.03%	0.21	0.00%	-	0.00%	-	0.00%
Bihar	0.76	0.03%	0.95	0.02%	-	0.00%	-	0.00%
Uttarakhand	0.57	0.03%	1.09	0.02%	-	0.00%	-	0.00%
Puducherry	0.44	0.02%	3.35	0.06%	-	0.00%	-	0.00%
West Bengal	0.33	0.02%	1.59	0.03%	0.26	0.01%	-	0.00%
Delhi	0.24	0.01%	21.81	0.41%	1.13	0.06%	0.88	0.13%
Rajasthan	0.14	0.01%	3.19	0.06%	-	0.00%	-	0.00%
Punjab	-	0.00%	2.86	0.05%	-	0.00%	-	0.00%
Chandigarh	-	0.00%	0.50	0.01%	-	0.00%	-	0.00%
Sikkim	-	0.00%	0.07	0.00%	-	0.00%	-	0.00%
Arunachal Pradesh	-	0.00%	0.13	0.00%	-	0.00%	-	0.00%
Manipur	-	0.00%	0.15	0.00%	-	0.00%	-	0.00%
Tripura	-	0.00%	0.10	0.00%	-	0.00%	-	0.00%
Meghalaya	-	0.00%	0.05	0.00%	-	0.00%	-	0.00%
Total	2,199.03	100.00%	5,330.91	100.00%	1,853.24	100.00%	666.09	100.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

4. Product Wise

(Amount in lakhs, except percentage)

Segments/ Service	30.06.2025	%age	31.03.2025	%age	31.03.2024	%age	31.03.2023	%age
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Laptops	846.80	38.51%	2,434.07	45.66%	853.55	46.06%	333.05	50.00%
Desktops	699.53	31.81%	2,135.98	40.07%	668.49	36.07%	245.99	36.93%
Peripherals	294.54	13.39%	617.48	11.58%	331.20	17.87%	87.06	13.07%
Electronic Goods	358.18	16.29%	143.37	2.69%	-	0.00%	-	0.00%
Total	2,199.06	100.00%	5,330.91	100.00%	1,853.24	100.00%	666.09	100.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

5. Recycling vs Refurbished vs New

(Amount in lakhs, except percentages)

Particular	30.06.2025	%age	31.03.2025	%age	31.03.2024	%age	31.03.2023	%age
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Refurbished Sales	1,666.36	75.78%	4,674.17	87.68%	1,539.21	83.06%	425.00	63.81%
Recycling Sales	358.18	16.29%	143.38	2.69%	-	0.00%	-	0.00%
New Sales	174.52	7.94%	513.36	9.63%	314.03	16.94%	241.09	36.19%
Total	2,199.06	100.00%	5,330.91	100.00%	1,853.24	100.00%	666.09	100.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

6. Top 10 Customer wise Sales

(Amount in lakhs, except percentages)

State	30.06.2025	%age	31.03.2025	%age	31.03.2024	%age	31.03.2023	%age
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Customer -1	47.06	2.56%	63.88	1.23%	-	0.00%	-	0.00%
Customer -2	37.85	2.06%	-	0.00%	-	0.00%	-	0.00%
Customer -3	21.98	1.19%	-	0.00%	-	0.00%	-	0.00%
Customer -4	30.84	1.68%	-	0.00%	-	0.00%	-	0.00%
Customer -5	50.30	2.73%	-	0.00%	-	0.00%	-	0.00%
Customer -6	32.27	1.75%	-	0.00%	-	0.00%	-	0.00%
Customer -7	77.71	4.22%	94.52	1.82%	83.10	4.48%	-	0.00%
Customer -8	24.43	1.33%	-	0.00%	-	0.00%	-	0.00%
Customer -9	21.95	1.19%	-	0.00%	-	0.00%	-	0.00%
Customer -10	44.10	2.40%	-	0.00%	-	0.00%	-	0.00%
Total	388.49	21.10%	158.41	3.05%	83.10	4.48%	-	0.00%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

7. Top 10 Vendor wise Purchase

(Amount in lakhs, except percentages)

State	30.06.2025	%age	31.03.2025	%age	31.03.2024	%age	31.03.2023	%age
	(Consolidated)		(Consolidated)*		(Standalone)		(Standalone)	
Vendor -1	50.06	2.55%	160.10	3.11%	-	0.00%	-	0.00%
Vendor -2	87.80	4.47%	188.92	3.68%	-	0.00%	-	0.00%
Vendor -3	286.56	14.59%	-	0.00%	-	0.00%	-	0.00%
Vendor -4	217.63	11.08%	-	0.00%	-	0.00%	-	0.00%
Vendor -5	54.71	2.79%	-	0.00%	-	0.00%	-	0.00%
Vendor -6	52.04	2.65%	-	0.00%	50.38	3.11%	120.64	13.74%
Vendor -7	150.00	7.64%	210.41	4.09%	-	0.00%	-	0.00%
Vendor -8	49.85	2.54%	-	0.00%	-	0.00%	-	0.00%
Vendor -9	62.42	3.18%	-	0.00%	-	0.00%	-	0.00%
Vendor -10	94.03	4.79%	318.27	6.19%	137.93	8.51%	25.40	0.00%
Total	1,105.10	56.26%	877.70	17.07%	188.30	11.61%	146.04	13.74%

*The figures have been consolidated since October 2024, following the acquisition of the subsidiary company.

OUR STRENGTHS

Warranty Service:

We provide a warranty on all our refurbished products, which helps build trust and confidence among customers. If any issue arises during the warranty period, we offer support or replacements as needed. This service ensures customer satisfaction and encourages long-term relationships with our buyers.

The issuer Company provides a One (1) Year Limited warranty on all eligible refurbished desktops and laptops sold by them. The warranty covers manufacturing defects, hardware malfunctions, and non-functionality arising under normal usage conditions. It includes repair or replacement of defective hardware parts with new or refurbished parts of equivalent quality, at no additional cost to the customer.

The standard service time for warranty claims is 7-10 business days from the receipt of the defective product, subject to availability of parts. Exclusions from warranty include damages caused due to accident, misuse, unauthorized repairs, software issues, consumables, and normal wear and tear.

Below table represent the warranty cost incurred by the company in last three financial years and stub period.

(Amount in lakhs, except percentages)

Particular	Stub period ended	Financial Year ended		
	June 30, 2025	FY 2025	FY 2024	FY 2023
Warranty Cost Incurred	0.46	4.22	2.73	2.48
% of Revenue from operations	0.02%	0.08%	0.15%	0.37%

Further, the company does not have any unresolved customer grievances pending during the last three financial years and the stub period.

Multiple Sales Channels and Model:

We generate our revenue from online and offline channels as described under heading “Revenue bifurcation” in the chapter titled “Business Overview” on page 142 of Draft Red Herring Prospectus.

Further, we sell our refurbished products through our own shops located in different regions mentioned under the section titled ‘Properties’ on page 165 of the Draft Red Herring Prospectus, which helps us reach more customers and understand local needs better. Having stores in various areas also reduces our dependence on any single shop and allows us to serve customers more quickly and increase our presence in the market. This mix of sales channels helps us connect with different types of customers and enable us to operate through both B2B and B2C models.

Experienced Team of Individuals:

The Promoters, Directors, and Key Managerial Personnel (KMP) of the Company possess relevant expertise in the fields of information technology, business management, and finance, which has guided the Company’s operations and strategic direction. Their cumulative experience has enabled the Company to develop structured refurbishment processes, maintain quality assurance, and expand its market presence.

In addition to the leadership team, the Company employs a pool of trained technicians who plays a critical role in the refurbishment process. These technicians, on an average, possess at least 2 to 3 years of hands-on experience in inspection, hardware replacement, software installation, and quality control of IT devices. This technical workforce ensures that the refurbished products consistently meet the standards adopted by the Company.

OUR STRATEGIES

1. Continue to strive for cost efficiency:

The Company carries out refurbishment activities entirely through its in-house team, without engaging third-party contractors. This in-house model ensures cost optimization, skill enhancement, and quality control across all operations. To improve efficiency and accelerate the refurbishment process, the Company has strengthened its workforce by hiring additional technicians and quality assurance personnel. This expansion has enhanced the Company’s capability to manage higher refurbishment volumes while maintaining consistency in quality and reducing overall operational costs. The year-on-year details of technicians and quality assurance employees are presented in the table below.

(Amount in Nos.)

Date as on	Technicians	Quality Assurance employees
31.03.2023	1	2
31.03.2024	2	3
31.03.2025	11	18
30.06.2025	12	22

2. Establish and strengthen Long Term Relationship with dealers and customers

The Company directly engages B2B buyers, corporates, and dealers through its dedicated sales team while maintaining a structured post-sales support and warranty management system. The customer base has shown consistent growth, as illustrated below for the last 3 financial years and the stub period:

(Amount in Nos.)

Particular	30.06.2025	31.03.2025	31.03.2024	31.03.2023
Number of B2B Customers	2,930	8,834	2,701	776
Number of B2C Customers	7,345	31,451	7,993	2,025
Total	10,275	40,285	10,694	2,801

These initiatives have strengthened dealer and customer relationships, enhanced trust, and resulted in repeat business through an expanding network. Earlier, warranty claims were resolved within Appx **10-15 days**; however, the Company has now **reduced the turnaround time to 2-3 days within the same state of its registered office and 7-8 days in other states**, ensuring faster service and improved customer satisfaction, this result in increase in customer trust which overall leads to long term relationship.

3. Expanding our footprint and increase our market presence:

The Company has established multiple retail outlets and operational properties, details of which are disclosed under the head “Properties” in the Draft Red Herring Prospectus. The Company initially operated 1 store in 2021, added 1 more store in 2023, and, as of 2025, has a total of 13 properties, which include shops, retail stores, and warehouses. Additionally, the Company markets its products through its official website, ensuring a wider reach across both retail and B2B segments.

The year-wise growth of the Company’s properties is summarized below:

Year	Number of Properties	Type of Properties
2021	1	Retail Store
2023	2	Retail Stores
2025	13	Shops, Retail Stores, Warehouses

This expansion demonstrates the Company’s strategy to strengthen its physical presence while leveraging digital channels to reach a broader customer base.

4. Enhancing our Brand Image: The Company promotes its brand identity through following:

- **Brand Visibility at Retail Outlets:** The Company has installed **display boards** at its offices and retail outlets. These boards are strategically placed to capture the attention of customers, reinforcing the brand identity in physical spaces.
- **Customized Packaging:** To further strengthen brand recognition, the Company has introduced **customized packaging boxes** in 2023 that prominently feature our brand logo, ensuring consistency in brand presentation across all customer touchpoints.
- **Digital Presence:** The Company has developed and launched its official website www.epwindia.com, offering a user-friendly interface for customers to explore our products and services. Additionally, an Instagram (Social Media Platform) page was developed named “EPWINDIA” has been created to engage with our audience on social media, share product updates, and promote customer interactions.
- **Customer Trust and Engagement:** The Company has adopted a proactive approach to customer engagement by utilizing digital platforms like social media and its website to share valuable content, promote customer testimonials.

These measures collectively support brand recognition, strengthen visibility, and build customer trust.

BUSINESS OPERATIONS

Our Refurbishment Process

Our business model encompasses end to end reverse supply chain for IT assets. The Company undertakes a refurbishment process of approximately 15-20 days for each device prior to its sale. It involves procuring used IT assets (laptops, desktops, Chromebook and peripherals), refurbishing them to as close to new condition, and selling them directly to end use customers-businesses or retail. Currently, the company sells IT products like laptops, desktops, Chromebook, monitors, and accessories (keyboards, mice, etc.) through its own shops and website.

The quantity of refurbished goods sold by the Company during the last three financial years and the stub period is as under:

Quantity of Refurbished Goods Sold (in Units)				
Product Name	FY 2023	FY 2024	FY 2025	30.06.2025
- Laptops	2,716	6,139	24,439	6,917
- Desktops	795	2,032	11,978	3,295
- Monitors	1,245	1,011	7,956	892
- Peripherals & Accessories	1,340	6,938	2,328	7,428
Total	6,096	16,120	46,701	18,532

INFRASTRUCTURE AND UTILITIES

List of Major Machineries used by the Company

The Company neither leases nor uses any machinery for its operations. Its refurbishment activities are performed manually by individual personnel, mainly using various software tools and replacing hardware components as needed.

List of Major Software used by the Company

Sr. No.	Name of Major Software	Usage	Ownership	Expiry Terms
1	Financial Activity Tracker	Accounting & Financial Management Software: 1. End-to-end accounting and bookkeeping 2. GST compliance, E-invoicing, and E-way bill generation. 3. Inventory and stock management across branches 4. Bank reconciliation, vendor/customer payment tracking 5. Generation of financial reports like P&L, Balance Sheet, Cash Flow 6. Multi-location branch-wise financial control	Third Party*	Valid Until Cancelled
2	Storage Software	Cloud Storage & Backup Usage: 1. Secure cloud backup of all important documents 2. Centralized storage 3. Financial reports 4. Purchase orders & invoices 5. Employee documents 6. QC reports and images 7. Marketing creatives and product catalogues 8. Role-based file access and sharing across departments 9. Data synced automatically from local systems to cloud for redundancy	Owned	Renewal after every 1 month
3	Office 365	Microsoft Office (Word, Excel) Category: Productivity & Communication Suite Usage: 1. Documentation (invoices, agreements, reports) 2. Data analysis and MIS reporting (via Excel)	Owned	Renewal after every 1 month
4	Workspace Software	Cloud Productivity & Data Collection Usage: 1. Business email communication via Gmail 2. Data collection forms for retailers, customers, and vendors 3. Cloud storage and backup for key documents via Google Drive	Owned	Renewal after every 1 month

		4. Shared tracking and reporting via Google Sheets		
5	Diagnostic & Quality Check Tools for Refurbishment	Hardware Testing & Quality Control Used by: Technical/ QC Team Tools Used: 1. Software 1 – Checks battery health & charge cycles 2. Software 2 – Assesses HDD/ SSD health & performance 3. Software 3 – Tests laptop screen for dead pixels or lines 4. Software 4 – Tests internal audio & headphone jack 5. Software 5 – Ensures all keyboard keys are functional Usage: To test and certify all laptops and desktops before approval for resale.	Third Party*	Valid Until Cancelled
6	Human Resource Software	Human Resource Management System (HRMS) Usage: 1. Employee database management 2. Attendance and leave tracking (with Mobile device integration) 3. Payroll processing with automatic calculation of PF, ESIC, TDS 4. Generation of salary slips, PF/ ESI reports, and statutory registers 5. Onboarding and off boarding of employees 6. Performance tracking and internal documentation management	Owned	Renewal after every 1 month

* The Company has obtained the No Objection Certificate from the third party

The company utilizes Information Technology systems for managing its operations, including inventory tracking, refurbishment workflow monitoring, and customer enquiry management. The software tools deployed for data erasure, diagnostics, and operating system installation are licensed and legally procured. Further, the Company follows standard data protection, including secure data wiping of all devices prior to refurbishment, antivirus to ensure data security.

The IT infrastructure, including computers and related systems, is owned by the Company. Licensed software used in the business processes is leased/ purchased. Accordingly, the Information Technology and Data Security framework of the Company comprises a mix of owned infrastructure and licensed software solutions, enabling secure and efficient operations.

HUMAN RESOURCE

Department wise employee breakup table as on June 30, 2025

(Amount in Nos.)

Department	Number of Employee
Directors	6
Key Managerial Personnel	2
Finance & Accounting	10
Admin	2
Human Resource	1
Shop Keepers	5
Sales & Marketing	21
Technicians	12
Quality Assurance employees	22
Total Employee Count	81

Further, the list of employees registered on the EPFO platform as on June 30, 2025, is as follows:

(Amount in Nos.)

Department	Number of Employee
Key Managerial Personnel	1
Finance & Accounting	10
Admin	2
Human Resource	1
Shop Keepers	5
Sales & Marketing	20
Technicians	11
Quality Assurance employees	21
Total Employee Count	71

The said list reflects an employee count of **71**, whereas the total employee count as per the details mentioned above is **81**. The variance in the employee count arises due to non-applicability of Provident Fund contributions in the following cases:

Directors:

In accordance with the EPFO regulations, senior management personnel and directors are not required to be registered under the EPFO. Accordingly, all Six Directors are not enrolled under the EPFO.

Other Employees:

Four employees draw salaries exceeding the statutory threshold limit prescribed under the Employees' Provident Funds and Miscellaneous Provisions Act, 1952. As a result, provident fund contributions are not applicable to these employees.

Employee Attrition Rate:

(Amount in Nos., except percentages)

Sr. No.	Year	Employee at beginning of the year	Appointment	Resignation	Employee at the end of the year	Attrition Rate
1	FY 2023	9	3	3	9	33.33%
2	FY 2024	9	20	20	9	222.22%
3	FY 2025	9	111	44	76	103.53%
4	June 30, 2025	76	8	9	75	11.92%

The attrition rate in the refurbished laptops industry tends to be relatively higher in the initial year due to smaller staff and as the industry often engages semi-skilled staff, which naturally contributes to higher employee turnover.

New employees added in the past 3 years and stub period are as follows:

(Amount in Nos.)

Sr. No.	Particulars	30.06.2025	FY 2025	FY 2024	FY 2023
1	Employees joined the organisation	8	111	20	3

It can be inferred from the table above that, even though there is higher attrition rate, the number of employees joining the organisation has also increased YOY basis.

Over the past three years, the majority of employees who have left the company were from the sales department. To mitigate the effects of employee attrition, the Company has undertaken several initiatives, including:

- Employee engagement through regular feedback sessions, team activities, and recognition programs.
- Performance-based incentives and compensation structures to remain competitive within the industry.
- Skill development and technical training to employees internally, thereby improving retention and promoting internal growth opportunities.

These steps have collectively helped improve employee satisfaction and are expected to gradually reduce attrition levels over time.

IMMOVABLE PROPERTY

The Company operates through its physical retail stores and the overall tenure of each store at the respective locations has been disclosed in the table provided below:

Sr. No.	Usage	Address	Details of the Deed/ Agreement	Tenure/ Term	Owned/ Rented/ Lease (Amount and Time Period)	Area in Sq. ft.	Tenure
1	Registered office and Store	Shop No. 131 & 132, Ground Floor, C-Block Chenoy Trade Center, Parklane, Hyderabad, Secunderabad, Telangana, India, 500003.	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Yousuf Uddin vide rent agreement dated May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 40,000 per month.	640	Since Incorporation
2	Office	285/286 2nd Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Mrs. Seeta Gupta May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 29,400 per month.	765	Since last Financial Year (FY 2024-25)
3	Refurbishment Unit	A.C.C. structure Plot No. 30/P, Survey No. 460/2.	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Syed Faisal Ahmed vide rent agreement dated June 19, 2025 for a period from June 01, 2025 to April 30, 2026 at Rs. 50,000 per month.	4,500	Since last Financial Year (FY 2024-25)
4	Dispatch Center	161/162 1st Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Yousuf Uddin vide rent agreement dated May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 24,000 per month.	634	Since last Financial Year (FY 2024-25)
5	Store	148 1st Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. A Vishweshwar Rao vide rent agreement dated May 13, 2025 for a period from May 13, 2025 to April 12, 2026 at Rs. 13,000 per month.	315	Since last Financial Year (FY 2024-25)
6	Store	147 1st Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Ms. A Sangeeta vide rent agreement dated May 13, 2025 for a period	315	Since last Financial Year (FY 2024-25)

					from May 13, 2025 to April 12, 2026 at Rs. 13,000 per month.		
7	Store	146 1st Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Ms. A Sarala vide rent agreement dated May 13, 2025 for a period from May 13, 2025 to April 12, 2026 at Rs. 13,000 per month.	320	Since last Financial Year (FY 2024-25)
8	Store	283/284 2nd Floor C-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Mohd Zaki Uddin May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 30,000 per month.	765	Since Incorporation
9	Store	Ground Floor, Shop No. 11-115, Mahaveer Enclave, Shamshabad Flyover, Shamshabad, Hyderabad, Rangareddy, Telangana, 501218	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr Mohd Abdul Rasheed vide rent agreement dated March 11, 2025 for a period from March 07, 2025 to February 06, 2026 at Rs. 12,000 per month.	315	Since last Financial Year (FY 2024-25)
10	Store	1st Floor, Office No 27 to 39 Shop No. 131A, Nilgiri Blocks, Ameerpet Road, Ameerpet, Hyderabad, Hyderabad, Telangana, 500016	Leave and Licence Agreement	11 months	Obtained on rental basis from Zeenath Ali Hussain vide rent agreement dated September 2, 2025 for a period from September 01, 2025 to July 31, 2026 at Rs. 25,200 per month.	162	Since last Financial Year (FY 2024-25)
11	Warehouse/ workshop	714/715 7th Floor A-Block Chenoy Trade Center Parklane Secunderabad - 500003 Telangana	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr Mohd Zaki Uddin vide rent agreement dated May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs 20,000 per month	1,899	Since last Financial Year (FY 2024-25)
12	Warehouse/ workshop	Plot No.12,13 & 14 Laxmiguda Village, Lakeview Colony, Laxmiguda Kattedan Rangareddy Hyderabad - 500077	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Yousuf Uddin vide rent agreement dated May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 55,000 per month.	846.15	Since last Financial Year (FY 2024-25)

13	Godown	1st Floor, 2-3-15/1/24, Gandhi Market, Mahatma Gandhi Road, Ranigunj, Secunderabad, Hyderabad, Telangana - 500003	Leave and Licence Agreement	11 months	Obtained on rental basis from Mr. Yousuf Uddin vide rent agreement dated May 07, 2025 for a period from May 07, 2025 to April 06, 2026 at Rs. 5,000 per month.	130	Since last Financial Year (FY 2024-25)
TOTAL						11,606.15	

In the above-mentioned table, the following lessors are related party:

- Mr. Yousuf Uddin – Promoter and Managing Director
- Mr. Mohd Zaki Uddin – Promoter and Whole-Time Director

Further the company confirms that the transactions have been undertaken at an arm's length basis and is in compliance with the provisions of the Companies Act and other applicable laws. It is further verified by the statutory Auditor of the company vide certificate dated September 04, 2025.

Furthermore, there have been no instances of store closure by the Company in the past.

OUR SUBSIDIARY

As on the date of the Draft Red Herring Prospectus, our Company has one subsidiary, Renavart Recyclers India Private Limited, in which EPW India Limited has acquired 99.99% shareholding vide resolution dated October 23, 2024 and share purchase agreement dated October 26, 2024.

HISTORY AND CORPORATE STRUCTURE

COMPANY'S BACKGORUND

To support the operational activity of refurbishment of IT products, our company has established an in-house repair and renewal facility located at A.C.C. structure Plot No. 30/P, Survey No. 460/2. This facility covers an area of 4,500 sq. ft. We have a team of 12 technicians dedicated to refurbishing laptops and other IT products, ensuring smooth and efficient operational process for the company.

MAJOR EVENTS

The table below sets forth the key events in the history of our Company:

Year/ Period	Key Events/ Milestone/ Achievement
2024	Opened a new branch in 1st Floor, Office No 27 to 39 Shop No. 131A, Nilgiri Blocks, Ameerpet Road, Ameerpet, Hyderabad, Hyderabad, Telangana, 500016 to increase offline sales reach.
2024	Renavart Recyclers India Private Limited became a subsidiary of our Company
2024	Received Certificate as an authorised outlet store
2024	Conversion from Private limited company to Public Limited company.
2025	Received Certificate as authorised Sub Distributor
2025	Received Certificate of Appreciation
2025	Received Consent for Operation Certificate from Telangana Pollution Control Board.
2025	Started operations at our new facility in Telangana, India, spread across 4,500 square feet

CAPACITY OR FACILITY CREATION AND LOCATIONS OF PLANTS

We currently have 81 employees operating out in multiple stores, refurbishment unit, warehouses and etc. For more details of our geographical location please refer the head “Properties” under the chapter titled “Business Overview” at page no.165 of the Draft Red Herring Prospectus.

The refurbishment unit disclosed under the head “**Properties**” on page 165 of the Draft Red Herring Prospectus is utilised for carrying out refurbishment activities of laptops and other IT devices. The said unit is not a conventional manufacturing facility but is a workshop where refurbishment is undertaken by the employees. The process primarily involves software-based activities such as data erasure, operating system installation, and security checks, along with selective hardware-level interventions such as replacement of storage drives, memory, batteries, or screens wherever required.

Since the refurbishment process is conducted on each device individually and does not involve machinery or assembly-line production that can be measured in terms of installed capacity or utilisation, disclosure of “Capacity and Capacity Utilisation” is not applicable to the Company. The output of the unit depends on the availability and inflow of used devices for refurbishment, rather than on any fixed production capacity.

For clarity, the nature, role, and function of the refurbishment unit are as follows:

- **Nature:** A dedicated facility for refurbishment of used or end-of-life IT products, including laptops, desktops, and related peripherals.
- **Role:** To serve as the facility where used IT devices are systematically refurbished through defined processes, ensuring that each device is restored to a functional and marketable condition in line with the company standards.
- **Function:** To carry out processes such as inspection and grading of devices, data erasure, hardware diagnostics, component replacement, software installation, quality testing, and final certification before such products are released for sale through the Company’s sales channels.

MATERIAL ACQUISITIONS/ AMALGAMATIONS/ MERGERS/ REVALUATION OF ASSETS/ DIVESTMENT OF BUSINESS/ UNDERTAKING IN LAST TEN YEARS

EPW India Limited has acquired 4,99,950 equity shares of face value of Rs. 10/- each at a price of Rs. 5.13/- each, which comprises

99.99% of shareholding vide resolution dated October 23, 2024 and share purchase agreement dated October 26, 2024 of “Renavart Recyclers India Private Limited” hereinafter referred as “Renavart”. Apart from this, the Company has not undertaken any significant acquisitions, mergers, amalgamations, asset revaluations, or divestments of businesses or undertakings in the past ten years.

MAIN OBJECTS AS SET OUT IN THE MEMORANDUM OF ASSOCIATION OF THE COMPANY

Sub Clause 3(a)(iv):

(iv) To carry on the business of providing, selling, refurbishing, purchasing, marketing, trading, renting, leasing, production, distribution, import, export, customization, development, manufacturing, designing, or otherwise deal in all types of products, portals, computers / parts, services, applications and other related services, alter, refurbished or otherwise deal in all kinds of Information and Communication Technology (ICT) devices, including but not limited to computers, laptops, mobile phones, tablets, printers, networking equipment and other electronic gadgets both wholesale and retail within domestic and international markets and to provide related services for such devices and to engage in the recycling, disposal and environmental management of all kind of ICT devices.

OUR MANAGEMENT

BRIEF PROFILE OF DIRECTORS

1. **Yousuf Uddin:**

Yousuf Uddin has an experience of over 15 years of in IT hardware, e-waste recycling, and FMCG. He is the Chairman and Managing Director of our Company. He is one of the promoters, and has been associated with the organization since its incorporation. He oversees the management and business affairs of the Company, including growth strategies, operational leadership, and regulatory compliance.

Being Chairman and Managing Director of EPW India Limited, he developed Exclusive PC World into a nationwide company specializing in refurbished IT products. In 2024, the acquisition of Renavart Recyclers India Pvt. Ltd. enabled integration of refurbishing and recycling operations.

He is also the Founder & Designated Partner of Vasiyasat Food Products LLP, which launched the “SpringLife” packaged drinking water brand. Academically, he has completed Intermediate Education (12th class). His work reflects a focus on sustainability, and innovation. He handles the Company’s management and business functions, covering strategic planning, operational oversight, and regulatory adherence.

2. **Mohd Fasi Uddin:**

Mohd Fasi Uddin is a professional with over 8 years of experience in IT refurbishment services and FMCG operations. He has worked in technical support, logistics, customer service, and distribution management.

As Whole Time Director and Promoter at EPW India Limited since 2016, he manages computer and laptop refurbishment, software installation, system testing, logistics coordination, warranty handling, and after-sales support.

He is also Partner at Vasiyasat Food Products LLP (SpringLife Water) since 2021, he is involved in packaging, labor coordination, distribution planning, hygiene management.

He has completed SSC (10th class) and has over ten years of experience in IT refurbishment. His experience include hardware and software troubleshooting, refurbishment processes, logistics, and FMCG operations. He focuses on maintaining operational efficiency, improving processes, and ensuring reliable delivery of services and products.

3. **Mohd Zaki Uddin:**

Mohd Zaki Uddin is the Whole-time Director of the Company and has been one of its promoters since its incorporation. He has completed Intermediate Education (12th class) and has over 12 years of experience in operations, logistics, procurement, and execution management.

He is associated with EPW India Limited and Renavart Recyclers India Pvt. Ltd. He oversees refurbishment operations, inventory management, vendor coordination, quality control, and logistics for desktops and laptops.

He has implemented processes for service centers and warehouses, managed vendor networks, and contributed to customer engagement through B2B, B2C, and e-commerce channels. His experience includes operations management, procurement, vendor sourcing, logistics planning, warehouse setup, quality assurance, and team leadership.

4. **Musthyala Jaya Sri:**

Musthyala Jayasri is an HR and Administrative professional with a Bachelor’s degree in Commerce and experience in HR compliance, governance, and administrative operations.

She served as Assistant Manager – Administration & HR at Prosync Consulting Pvt. Ltd., Hyderabad (Dec 2022 - Feb 2024), where she handled HR compliance, workforce planning, administrative management, and policy implementation. Her skills include human resource management, regulatory compliance, HR governance, and process improvement, with a focus on supporting organizational efficiency and contributing to strategic and operational objectives.

She has been appointed as the Non- Executive Independent Director of our Company for a period of 5 years with effect from May 02, 2025.

5. Vinod Kumar Narva:

Mr. Vinod Kumar Narva, aged 36, is a Chartered Accountant in practice and a Cost and Management Accountant (CMA) with over 10 years of experience in accounting, auditing, taxation, and corporate compliance.

He began his career in 2018 as Manager – Exports at Ravi Foods Private Limited, gaining exposure to international trade and operational compliance. From 2019, he practiced as a CMA with Prosync Consulting, providing accounting, statutory and internal audits, taxation, and regulatory compliance services to corporates, MSMEs, and individuals.

Since October 2024, he has been practicing as a Chartered Accountant, focusing on direct and indirect taxation. He is experienced in corporate legal compliance under the Companies Act, 2013, including director appointments, filings, board procedures, and corporate governance. He holds DIN 11035704 and is registered with the Independent Directors' Databank.

He has been appointed as the Non- Executive Independent Director of our Company for a period of 5 years with effect from May 02, 2025.

6. Nukala Ashwanth:

Nukala Ashwanth is currently working as Assistant Company Secretary & Legal with PSSM Media Limited since August 2020, with over five years of experience in legal, secretarial, and compliance matters under company law.

He has worked on FEMA matters, domestic fund raising, due diligence, and liaising with regulatory authorities. He has previously worked with R&A and Associates, Ashish & Mahadev PCS, Parikh Secretarial Support Services, and Goldstone Infratech Limited, handling company incorporations, board meetings, annual general meetings, share allotments, filings with RoC and RBI, XBRL reporting, and drafting annual reports. He holds a B. Com, LLB, and has completed CS Executive.

Currently, he has been appointed as the Non- Executive Independent Director of our Company for a period of 5 years with effect from May 02, 2025.

KEY MANAGERIAL PERSONNEL AND SENIOR MANGEMENT PERSONNEL

1. Syed Najaf Imam Hussani: (Chief Financial Officer)

Mr. Syed Najaf Imam Hussani holds a Master degree in commerce (M. Com) from Osmania University, Hyderabad in November 2014. Syed Najaf Imam Hussani has more than a decade of experience in accounting, compliance, and financial management.

He has built expertise in regulatory adherence, financial reporting, strategic planning, and cost optimization, with nine years as Senior Accountant at Exclusive PC World, Hyderabad. A graduate of Osmania University, he is recognized for driving transparency, operational excellence, and sustainable profitability while empowering teams and creating stakeholder value.

He is currently serving as Chief Financial Officer (CFO), with effect from 02.05.2025, at EPW India Limited, Hyderabad (Since 2021). In FY 2026 (Till June 30, 2025) the remuneration paid to the CFO is Rs 1.47 lakhs.

2. Deepika Gupta: (Compliance Officer and Company Secretary)

Deepika Gupta is a qualified Company Secretary (M. No. A56607) with over 8.5 years of professional experience in corporate secretarial functions, compliance management, and corporate governance. She has in-depth expertise in Company Law, FEMA, LLP Act, SEBI (LODR) regulations, and related legal frameworks.

Her career spans roles as Associate Company Secretary in the various organizations. She has been appointed as Company Secretary & Compliance Officer of our Company with effect from 02.05.2025. In FY 2026 (till June 30, 2025) the remuneration paid to the Company Secretary is Rs 0.60 lakhs.

Further, the Company confirms that, apart from the Key Managerial Personnel disclosed under the heading **“Key Managerial personnel and Senior Management Personnel”** of DRHP, there are no other persons who qualify as Senior Management Personnel of the Company.

SECTION VI – FINANCIAL STATEMENTS
MANAGEMENT DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND RESULTS OF OPERATIONS

Discussion on Standalone Result of Operations

Standalone Profit and Loss Statement

The following discussion on results of operations should be read in conjunction with the Standalone Restated Financial Statements for the three months ending on June 30, 2025, and the Standalone Restated Financial Statements for the financial years ended on March 31, 2025, March 31, 2024 and March 31, 2023.

(Amount in lakhs)

Particulars	June 30, 2025	% of Total Income	FY 2025	% of Total Income	FY 2024	% of Total Income	FY 2023	% of Total Income
Revenue from operations	1,840.88	99.98%	5,187.54	99.95%	1,853.24	99.90%	666.09	99.95%
Other Income	0.40	0.02%	2.68	0.05%	1.88	0.10%	0.35	0.05%
Total Income	1,841.27	100.00%	5,190.22	100.00%	1,855.12	100.00%	666.44	100.00%
Expenses								
Purchases	1,964.22	106.68%	5,140.33	99.04%	1,621.30	87.40%	878.16	131.77%
Changes in inventories of finished goods & WIP	-475.83	-25.84%	-921.72	-17.76%	48.18	2.60%	-290.23	-43.55%
Employee benefits expenses	69.28	3.76%	253.38	4.88%	66.38	3.58%	54.60	8.19%
Finance costs	32.09	1.74%	12.65	0.24%	1.16	0.06%	0.08	0.01%
Depreciation and amortisation expense	2.21	0.12%	8.04	0.15%	2.57	0.14%	2.72	0.41%
Other Expense	27.74	1.51%	122.86	2.37%	14.79	0.80%	12.42	1.86%
Total Expenses	1,619.70	87.97%	4,615.54	88.93%	1,754.37	94.57%	657.75	98.70%
Profit/ (Loss) Before Tax	221.57	12.03%	574.69	11.07%	100.75	5.43%	8.69	1.30%
Tax Expense:								
(a) Current tax expense	62.83	3.41%	162.94	3.14%	27.08	1.46%	2.93	0.44%
(b) Deferred tax liability/ (asset)	-0.51	-0.03%	-1.50	-0.03%	-0.39	-0.02%	-0.68	-0.10%
Total tax	62.32	3.38%	161.44	3.11%	26.69	1.44%	2.26	0.34%
Profit/ (Loss) After Tax	159.25	8.65%	413.25	7.96%	74.06	3.99%	6.44	0.97%

Our Significant Accounting Policies

For Significant accounting policies please refer Significant Accounting Policies, under Chapter titled “**Restated Financial Statements**” on page no 208 of the Draft Red Herring Prospectus.

Overview of Revenue & Expenditure

The following discussion on results of operations should be read in conjunction with the Restated Financial Statements for the period ending on June 30, 2025, Financial years 2024-25, Financial years 2023-24 & Financial Year 2022-23. Our revenue and expenses are reported in the following manner:

Revenue from operations:

Our Company’s revenue is primarily generated from sales of refurbished laptops, desktops, monitors, accessories and new IT products (laptops, desktops, etc.)

Other Income:

Other Income includes Bank interest received, discount received by the company and other income.

Expenses:

Our total expenditure primarily consists of Cost of Sales, Employee benefit expense, Finance Costs, Depreciation and amortization expense, and Other Expenses.

Cost of Sales

The Cost of Sales of the company mainly consist of purchase of the used IT products such as laptops, desktops of multiple brands from various vendors and changes in inventory.

Employee benefits expense:

The Employee benefit expense includes salary and wages of the employees, gratuity expense other staff welfare expenses

Finance Costs:

Finance cost of the company consists of interest paid by the company on the banking facilities used. The company has availed cash credit facility, unsecured loans from various NBFCs and banks and a vehicle loan.

Depreciation and Amortization Expenses:

Depreciation and Amortization Expenses majorly include depreciation on fixed assets of the company including plant and machinery, furniture and fittings, computers, etc.

Other Expenses:

Other expenses majorly include rent expense, commissions and discounts, travelling expense, various office expense, etc.

FINANCIAL PERFORMANCE HIGHLIGHTS FOR THE STUB PERIOD ENDED JUNE 30, 2025**Total Income**

Total Income for the period ended June 30, 2025, stood at Rs. 1,841.27 lakhs, which consist of revenue from operations of Rs 1,840.88 lakhs and other income of Rs 0.40 lakhs.

Revenue from operations:

Revenue from operations of the company for the period ended June 30, 2025, stood at Rs 1,840.88 lakhs which is 99.98% of the total income.

Other Income:

Other income of the company for the period ended June 30, 2025, is Rs 0.40 lakhs, which is 0.02% of the total income.

Expenses:

Total Expenses for the period ended June 30, 2025, stood at Rs. 1,619.70 lakhs which is 87.97% of the Total Income which includes Cost of Sales, Employment Benefit Expenses, Finance Cost, Depreciation and Amortization expenses and Other Expenses.

Cost of Sales:

As of June 30, 2025, the company recorded purchases of Rs 1,964.22 lakhs and a change in inventory of Rs 475.83 lakhs, resulting in cost of sales of Rs 1,488.38 lakhs, which represents 80.83% of the total income. The Purchases of the company includes used IT assets such as laptops, desktops, monitors, keyboards, and other equipment. Due to rising purchase volumes, the company could take benefit of better pricing from its vendors for procuring used IT assets.

Employee benefits expense:

Employment Benefit Expenses for the period ended June 30, 2025, stood at Rs. 69.28 lakhs which is 3.76% of the Total Income. The employee benefit majorly includes salary to employees and director remuneration, i.e., Rs 48.80 lakhs and Rs 19.50 lakhs respectively.

Finance Costs:

Finance Cost for the period ended June 30, 2025, stood at Rs. 32.09 lakhs which is 1.74% of the Total Income which includes interest paid by the company for utilising the cash credit facility availed from the bank and other bank charges.

Depreciation and Amortization Expenses:

Depreciation and Amortization Expenses for the period ended June 30, 2025, stood at Rs. 2.21 lakhs which is 0.12% of the Total Income which include depreciation on assets like plant and machinery, furniture and fixtures, etc.

Other Expenses:

Other Expenses for the period ended June 30, 2025, stood at Rs. 27.74 lakhs which is 1.51% of the Total Income which includes Office expense, rent expense, travelling expense, commission and discounts, and other day to day expenses.

Restated Profit Before Tax

Restated profit before tax for the period ended June 30, 2025, stood at Rs. 221.57 lakhs which is 12.03% of the Total Income.

Tax Expense

Tax Expense for the period ended June 30, 2025, stood at Rs. 62.32 lakhs

Restated Profit After Tax

For the period ended June 30, 2025, the company reported a restated profit after tax of Rs 159.25 lakhs, representing 8.65% of the total income. This growth in profit is mainly due to an improvement in the company's gross profit margin.

(Amount in Lakhs)

Sr. No.	Particulars	June 30, 2025	FY 2025
1	Sales	1,840.88	5,187.54
2	Gross Profit	352.49	968.94
3	Gross Profit %	19.15%	18.68%
4	Net Profit	159.25	413.25
5	Net Profit %	8.65%	7.96%

The company has leveraged its increased purchasing power alongside rising revenues, resulting in more efficient and cost-effective procurement. This optimisation has contributed to improved gross margins and, in turn, better overall profitability.

FINANCIAL YEAR 2025 COMPARED TO FINANCIAL YEAR 2024 (BASED ON RESTATED FINANCIAL STATEMENTS)

Total Income:

The total income of the company has increased from Rs 1,855.12 lakhs in FY 2024 to Rs 5,190.22 lakhs in FY 2025, showing a growth of 179.78%. The increase in the total income of the company is due to increase in the sales of the company from Rs 1,853.24 lakhs in FY 2024 to Rs 5,187.54 lakhs in FY 2025.

Revenue from Operations:

The business was initially operated as a proprietorship under the name Exclusive PC World, since 2008. However, with increasing demand and business expansion, the promoters transitioned the operations into a private limited company structure. The key reasons for this shift include:

1. Recognition as a separate legal entity with improved corporate governance
2. Greater business continuity
3. Enhanced credibility and brand image
4. A more structured and transparent compliance framework
5. Improved tax compliance and regulatory alignment

Accordingly, upon incorporation of EPW India Limited, in 2021, the business was gradually migrated from the proprietorship to the company. As a result, the company has recorded significant sales growth during FY 2023, FY 2024, and FY 2025. However, to present a holistic view of the business performance, the combined sales of both EPW India Limited and the erstwhile proprietorship concern, Exclusive PC World, are as follows:

(Amount in lakhs)

Sr. No.	Particulars	FY 2025	FY 2024
1	Exclusive PC World	0.83	2,318.82
2	EPW India Limited	5,186.84	1,390.84
3	Combined Sales	5,187.67	3,709.66

It can be inferred from the table above that, the sales of the company when compared on the combined basis has grown by 39.84% % from FY 2024 to FY 2025.

Further, in the current financial year, the proprietorship concern is non-operational, as the sales has completely shifted to the Issuer company. The Proprietorship concern has already surrendered the GST Certificate and has suspended the operations.

Further, if we see the company's revenue on individual basis, it has increased from Rs 1,853.24 lakhs in FY 2024 to Rs 5,187.54 lakhs in FY 2025, indicating a growth of 179.92%. Increase in segment wise sales of the company is as follows:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2025	% of total Sales	FY 2024	% of total Sales
1	Laptops	2,434.07	46.92%	853.55	46.06%
2	Desktops	2,135.98	41.18%	668.49	36.07%
3	Peripherals	617.48	11.90%	331.20	17.87%
TOTAL		5,187.54	100.00%	1,853.24	100.00%

The company's sales breakdown for FY 2025 and FY 2024 indicates both growth in absolute terms and a shift in product-wise contribution to total sales.

- Laptops: Sales increased from Rs 853.55 lakhs in FY 2024 to Rs 2,434.07 lakhs in FY 2025, maintaining a relatively stable share of total sales (46.06% to 46.92%). This suggests consistent demand and performance in this segment.
- Desktops: Sales grew from Rs 668.49 lakhs to Rs 2,135.98 lakhs, with their share rising from 36.07% to 41.18%. This indicates a stronger contribution from desktops in FY 2025 and suggests increased demand or strategic focus on this category.
- Peripherals: Although sales of peripherals rose from Rs 331.20 lakhs in FY 2024 to Rs 617.48 lakhs in FY 2025, their share in total sales decreased from 17.87% to 11.90%. This suggests that, despite the increase in absolute sales, the growth rate of peripherals was lower compared to laptops and desktops, likely due to their relatively lower unit value.

Additionally, bifurcation of sales into B2B and B2C customers is as follows for the said period:

Particular	Number of B2B Customers (Amount in No.)	Percentage	Number of B2C Customers (Amount in No.)	Percentage	Revenue from Operations (Amount in Rs lakhs)	Percentage
31.03.2025	8,834	227.06%	31,451	293.48%	5,187.54	179.92%
31.03.2024	2,701	-	7,993	-	1,853.24	-

The number of B2B customers increased from 2,701 in FY2023-24 to 8,834 in FY2024-25, recording a growth of approximately 227% over the previous year. Similarly, the B2C customer base expanded from 7,993 in FY2023-24 to 31,451 in FY2024-25, reflecting a growth of approximately 293% over FY2023-24.

This significant growth in customer base translated into a strong improvement in revenue from operations, which increased from Rs 1,853.24 lakh in FY2023-24 to Rs. 5,187.54 lakh in FY2024-25, representing a growth of approximately 180%.

Other Income:

The company's other income increased from Rs 1.88 lakhs in FY 2024 to Rs 2.68 lakhs in FY 2024, reflecting a growth of 42.55%. This rise is primarily attributable to higher trade discounts received on bulk purchases.

Total Expenses:

The total expenses of the company have increased from Rs 1,754.34 lakhs in FY 2024 to Rs 4,615.54 lakhs in FY 2025, however

if we compare the same against the sales of the company the total expenses have decreased from 94.572 of total income in FY 2024 to 88.93% of total income in FY 2025.

Cost of Sales

The company's cost of sales has decreased as a proportion of total income, even though it increased in absolute terms from Rs 1,669.48 lakhs in FY 2024 (constituting 89.99% of total income) to Rs 4,218.60 lakhs in FY 2025 (representing 81.28% of total income). This relative decline reflects improved operational efficiency and stronger cost management.

The reduction in cost of sales as a percentage of income is largely due to the company's increasing purchasing power in FY 2025. With increased scale of operations and higher sales volumes, the company was able to negotiate better terms with suppliers and take advantage of economies of scale. This allowed the company to acquire used IT equipment at more competitive rates.

Employee benefits expense:

The employee benefit expenses of the company have increased from Rs 66.38 lakhs in FY 2024, i.e., 3.58% of the total income, to Rs 253.38 lakhs in FY 2025, contributing 4.88% of the total income. This increase is primarily attributed to the growth in sales, which led to a corresponding rise in the workforce to support growing operations.

Increase in employees from FY 2024 to FY 2025 is as follows:

(Amount in No.)

Sr. No.	Particulars	FY 2025	FY 2024
1	Employee Count	76	9

Finance costs:

The finance cost of the company has increased from Rs 1.16 lakhs in FY 2024, contributing 0.06% of the total income, to Rs 12.65 lakhs in FY 2025, contributing 0.24% of the total income. The increase in the finance cost of the company is due to the availability of working capital facility by the company in January 2025, previously there was only one vehicle loan on the books, hence the interest expense was on a lower end in FY 2024.

Depreciation and Amortization Expenses:

The depreciation and amortisation cost of the company has increased from Rs 2.57 lakhs in FY 2024 to Rs 8.04 lakhs in FY 2025 due to increase in the fixed assets of the company by Rs 27.03 lakhs.

Other expense:

The other expense of the company has increased from Rs 14.79 lakhs in FY 2024, contributing 0.80% of the total income, to Rs 122.86 lakhs in FY 2025, leading to 2.37% of the total income. The increase in other expenses of the company is due to increase in the following expenses:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2025	% of total Income	FY 2024	% of total Income
1	Travelling expense	23.72	0.46%	0.42	0.02%
2	Rent Expense	12.08	0.23%	2.04	0.11%
3	Packaging Material	11.54	0.22%	0.39	0.02%
4	Office expense	12.96	0.25%	1.16	0.06%
5	Professional fees	8.12	0.16%	-	-
6	Commission and Discounts	19.92	0.38%	-	-
Total		88.34	-	4.01	-

Reason for increase in other expense as per table are mentioned below:

- Travelling expense of the company has increased in proportion to the growing business operations.
- Rent Expense of the company have increased in proportion to the increase in sales of the company, due to the need for additional store to support the increased scale of operations.
- Packaging Material costs increased in line with the company's rising sales, reflecting higher order volumes.
- Office Expenses also grew proportionately with business expansion, indicating increased administrative activities and operational needs.

- Professional Fees and Commission & Discounts, which were not incurred in FY 2024, were introduced in FY 2025, indicating that the company has begun engaging external professional services for compliance related matters and adopting promotional or incentive-based approaches to drive business growth.

Other expenses increased in FY 2025 due to the overall growth of the business. However, they still make up a small part of total income, showing that the company is handling its expansion in a cost-effective way.

Restated Profit/ (Loss) before tax:

The profit before tax of the company has increased from Rs 100.75 lakhs in FY 2024 to Rs 574.69 lakhs in FY 2025, which suggests increase from 5.43% of the total income in FY 2024 to 11.07% of the income in FY 2025.

Tax Expense

The tax expense of the company is Rs 26.69 lakhs in FY 2024 and Rs 161.44 lakhs in FY 2025, which has increased in lines with the increase in profitability of the company.

Restated Profit/ (Loss) after tax:

During Financial Year 2025, Profit After Tax (PAT) increased from Rs. 74.06 Lakhs in FY 2024 (3.99% of total income) to Rs. 413.25 lakhs in FY 2025 (7.96% of total income) driven by improved gross margins and operational efficiency.

(Amount in lakhs)

Sr. No.	Particulars	FY 2025	FY 2024
1	Sales	5,187.54	1,853.24
2	Cost of Sales	4,218.60	1,669.48
3	Gross Profit	968.94	183.76
4	Gross Profit %	18.68%	9.92%
5	Other Expense	396.93	84.89
6	Profit before tax	574.69	100.75
7	Tax	161.44	26.69
8	Net Profit	413.25	74.06
9	Net Profit %	7.96%	3.99%

Due to higher sales volumes in FY 2025 led by increased scale of operations and business expansion, the company was able to leverage economies of scale in the procurement of its key inputs i.e. used IT goods which is essential for its refurbishment operations.

Since the company was able to negotiate better pricing and avail bulk purchase discounts by purchasing used IT goods in larger quantities and the refurbishment activities rely heavily on the availability and timely procurement of used IT goods, it resulted in higher gross margin and further resulted in higher PAT margins in FY 2025.

FINANCIAL YEAR 2024 COMPARED TO FINANCIAL YEAR 2023 (BASED ON RESTATED FINANCIAL STATEMENTS)

Total Income:

The total income of the company has increased from Rs 666.44 lakhs in FY 2023 to Rs 1,855.12 lakhs in FY 2024. The increase in the total income is contributed to increase in the revenue of the company from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, showing a growth of 178.23%.

Revenue from Operations:

The business was initially operated as a proprietorship under the name Exclusive PC World. However, with increasing demand and business expansion, the promoters transitioned the operations into a private limited company structure. The key reasons for this shift include:

1. Recognition as a separate legal entity with improved corporate governance
2. Greater business continuity
3. Enhanced credibility and brand image

4. A more structured and transparent compliance framework
5. Improved tax compliance and regulatory alignment

Accordingly, upon incorporation of EPW India Limited, the business was gradually migrated from the proprietorship to the company. As a result, the company has recorded significant sales growth during FY 2023, FY 2024, and FY 2025. However, to present a holistic view of the business performance, the combined sales of both EPW India Limited and the erstwhile proprietorship concern, Exclusive PC World, are as follows:

(Amount in lakhs)

Sr. No.	Particulars	FY 2024	FY 2023
1	Exclusive PC World	2,318.82	2,237.91
2	EPW India Limited	1,390.84	4,20.70
3	Combined Sales	3,709.66	2,658.61

It can be inferred from the table above that, the sales of the company when compared on the combined basis has grown by 39.53% % from FY 2023 to FY 2024.

Further, in the current financial year, the proprietorship concern is non-operational, as the sales has completely shifted to the Issuer company. The Proprietorship concern has already surrendered the GST Certificate and has suspended the operations.

If, we consider the revenue from operations of the company has increased from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024.

Increase in segment wise sales of the company is as follows:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	% of total Sales	FY 2023	% of total Sales
1	Laptops	853.55	46.06%	333.05	50.00%
2	Desktops	668.49	36.07%	245.99	36.93%
3	Peripherals	331.20	17.87%	87.06	13.07%
TOTAL		1,853.24	100.00%	666.09	100.00%

The company's sales breakdown for FY 2025 and FY 2024 indicates both growth in absolute terms and a shift in product-wise contribution to total sales.

- Laptops: Sales increased from Rs 333.05 lakhs in FY 2023 to Rs 853.55 lakhs in FY 2024, maintaining a relatively higher growth in terms of absolute value, however declined in terms of share in total sales (50.00% to 46.06%).
- Desktops: Sales grew from Rs 245.99 lakhs to Rs 668.49 lakhs from FY 2023 to FY 2024 respectively. Even though the in terms of share in total sales it remained moreover same, 36.93% to 36.07%. This indicates balanced demand from this category in the particular year.
- Peripherals: Peripherals experienced the highest relative growth, rising from Rs 87.06 lakhs to Rs 331.20 lakhs. Its contribution to total sales increased from 13.07% to 17.87%, indicating rising demand for accessories and supporting products.

While the percentage contribution of each product category shifted slightly, all three segments experienced substantial growth in absolute terms. This indicates overall expansion in demand and sales volumes across the company's product range during FY 2024.

Additionally, bifurcation of sales into B2B and B2C customers is as follows for the said period:

Particular	Number of B2B Customers (Amount in No.)	Percentage	Number of B2C Customers (Amount in No.)	Percentage	Revenue from Operations (Amount in Rs lakhs)	Percentage
31.03.2024	2,701	248.07%	7,993	294.72%	1,853.24	178.23%
31.03.2023	776	-	2,025	-	666.09	-

The above-mentioned table reflects that the Company has demonstrated sustained expansion in its customer base across both B2B and B2C segments since FY2022-23, reflecting enhanced market traction and successful customer acquisition initiatives.

The number of B2B customers increased from 776 in FY2022-23 to 2,701 in FY2023-24, representing a growth of approximately 248%. Similarly, the B2C customer base expanded from 2,025 in FY2022-23 to 7,993 in FY2023-24, indicating a growth of approximately 295%.

This significant growth in customer base translated into a strong improvement in revenue from operations, which increased from Rs 666.09 lakh in FY2022-23 to Rs 1,853.24 lakh in FY2023-24, registering a growth of approximately 178%

Other Income:

The other income of the company has increased from Rs 0.35 lakhs in FY 2023 to Rs 1.88 lakhs in FY 2024. The increase in other income is due to increase in the trade discount received by the company and other income.

Total Expenses:

The total expense of the company has decreased from Rs 657.75 lakhs in FY 2023, contributing 98.70% of the total income, to 1,754.37 lakhs in FY 2024, contributing 94.57% of the total income. The decline in total expenses is majorly due to declining employee benefit expense, depreciation expense and other expense.

Cost of Sales

The company's cost of sales increased slightly from Rs 587.93 lakhs in FY 2023 (88.22% of total income) to Rs 1,669.48 lakhs in FY 2024 (89.99% of total income). This marginal rise is mainly due to the increase in the company's revenue.

Employee benefits expense:

The employee benefit expense of the company increased from Rs 54.60 lakhs in FY 2023 to Rs 66.38 lakhs in FY 2024. However, as a percentage of total income, it declined from 8.19% in FY 2023 to 3.58% in FY 2024. This relative decrease is primarily due to a significant rise in the company's total income, which grew from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, while the number of employees remained unchanged.

Finance costs:

The finance cost of the company has increased from Rs 0.08 lakhs in FY 2023 to Rs 1.16 lakhs in FY 2024. This primarily comprises standard bank charges incurred during the year.

Depreciation and Amortization Expenses:

The depreciation expense of the company declined from Rs 2.72 lakhs in FY 2023 to Rs 2.57 lakhs in FY 2024. Since the company follows the Written Down Value (WDV) method of depreciation and there was only a marginal asset addition of Rs 2.92 lakhs during the year, the overall depreciation charge for the period decreased.

Other expense:

The company's other expenses saw a slight increase from Rs 12.42 lakhs in FY 2023 to Rs 14.79 lakhs in FY 2024. However, as a percentage of total income, these expenses decreased from 1.86% to 0.80%.

The main components under other expenses remained largely stable, with some increase in items such as rent expense, packaging materials, and printing and stationery. Although some costs went up, they made up a smaller share of total income because the company's sales grew by approximately 179% during the year.

Restated Profit/ (Loss) before tax:

Profit before tax of the company has increased from Rs 8.69 lakhs in FY 2023 to Rs 100.75 lakhs in FY 2024, which represents increase from 1.30% of the total income to 5.43% of the total income.

Taxation Expense:

Tax expense of the company has increased from Rs 2.26 lakhs in FY 2023, contributing 0.34% of the total income, to Rs 26.69

lakhs in FY 2024, contributing 1.44% of the total income. The increase in the tax amount is due to growth in the revenue of the company.

Restated Profit/ (Loss) after tax:

During Financial Year 2024, Profit After Tax (PAT) increased to Rs. 74.06 Lakhs in FY 2024 (3.99% of total income) from Rs. 6.44 lakhs in FY 2023 (0.97% of total income).

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	FY 2023
1	Sales	1,853.24	666.09
2	Gross Profit	183.76	78.16
3	Gross Profit %	9.92%	11.73%
4	EBITDA	104.47	11.48
5	EBITDA%	5.63%	1.72%
6	Net Profit	74.06	6.44
7	Net Profit %	3.99%	0.97%

Even though, the gross margin slightly declined (from 11.73% to 9.92%), the increase in PAT margin was primarily due to better EBITDA Margin. This indicates company's better control over operating and indirect costs, while simultaneously driving growth in revenue.

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	% of Total Income	FY 2023	% of Total Income
1	Employee Benefit Expense	66.38	3.58%	54.60	8.19%
2	Depreciation	2.57	0.14%	2.72	0.41%
TOTAL		68.95	-	57.32	-

- Employee benefit expense:** Employee benefit expense has increased from 54.60 Lakhs to 66.38 Lakhs, however the expense as a percentage of total income has declined and the number of employees in the organization remained the same which indicates efficient utilization of the existing workforce contributing to the company's improved profitability.
- Depreciation cost:** Since the company has adopted WDV method of depreciation and there were limited asset addition during the year, the Depreciation expense has slightly decreased in absolute terms (from Rs 2.72 lakhs to Rs 2.57 lakhs) and notably decreased as a percentage of total income (from 0.41% to 0.14%).

Standalone Balance Sheet

The following discussion on balance sheet should be read in conjunction with the Standalone Restated Financial Statements for the three months ending on June 30, 2025, and the Standalone Restated Financial Statements for the financial years ended on March 31, 2025, March 31, 2024 and March 31, 2023.

(Amount in lakhs)

Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
Liabilities				
Long Term Borrowing	422.15	8.57	-	-
Short Term Borrowings	1,384.74	1,208.98	23.16	58.26
Trade Payables	610.68	447.44	632.29	512.60
Contingent Liability	-	-	-	-
Assets				
Inventory	1,814.60	1,338.76	417.04	465.21
Trade Receivable	1,017.13	898.33	284.36	15.67
Short Term Loans and Advances	101.83	-	1.00	-
Non-Current Investment	25.65	25.65	-	-

Overview of Assets and Liabilities

The following discussion on assets and liabilities should be read in conjunction with the Restated Financial Statements for the period ending on June 30, 2025, FY 2024-25, FY 2023-24 & FY 2022-23. Our assets and liabilities are reported in the following manner:

Long Term Borrowing

Long Term Borrowings of the company include loans taken by the company, i.e., vehicle loan and various unsecured loan taken from banks and financial institution.

Short Term Borrowing

Short Term Borrowings of the company include working capital limit availed from the bank and the unsecured loan given by Mr Yousuf Uddin to the company. Further, it also includes current maturity of the long term borrowings to be paid within one year.

Trade Payables

Trade payables represent the amounts the company owes to its vendors for purchases made on credit.

Contingent Liability

There is no contingent liability of the company as on date of filing the Draft Red Herring Prospectus.

Inventory

Inventory shows the amount of stock been hold by the company during the year.

Trade Receivable

Trade receivables include the amounts due from customers for sales made by the company on credit.

Non-Current Investment

Non-Current Investment include investment done by the company into its subsidiary company in the form of equity share capital.

Short Term Loans and Advances

Short term Loans and advances include advance tax paid, advances given to the employees, advance given to subsidiary company and advance given to the supplier.

CHANGES IN THE ASSETS FROM FINANCIAL YEAR 2023 TO STUB PERIOD ENDING JUNE 30, 2025

Long Term Borrowing

The company obtained long-term borrowings of Rs 8.57 lakhs in FY 2025 in the form of a vehicle loan. Additionally, to support its growing working capital needs driven by rising sales—from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, and further to Rs 5,187.54 lakhs in FY 2025, with Rs 1,840.88 lakhs recorded in the stub period ending June 30, 2025—the company raised funds through unsecured loans from various banks and financial institutions. As a result, long-term borrowings increased from Rs 8.57 lakhs in FY 2025 to Rs 415.21 lakhs as of June 30, 2025.

Short Term Borrowing

The short term borrowing of the company has decreased from Rs 58.26 lakhs in FY 2023 to Rs 23.16 lakhs in FY 2024 further increased to Rs 1,208.98 lakhs in FY 2025 and Rs 1,384.74 lakhs in the stub period ending June 30, 2025.

Bifurcation of the short term borrowing throughout the years is as follows:

<i>(Amount in lakhs)</i>				
Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
Loan from related party (unsecured) (1)	244.76	368.19	9.26	58.26
Loan from bank (Secured) (2)	-	-	13.89	-
Loan from bank - overdraft facility (3)	946.23	834.63	-	-
Current maturities of long term borrowings	193.74	6.17	-	-
TOTAL	1,384.74	1,208.98	23.16	58.26

⁽¹⁾ Loan from related party includes loan given by Mr Yousuf Uddin (Managing Director) of the company in way of unsecured

loan

(2) Business loan taken by the company in FY 2024, to support working capital during the year.

(3) Cash Credit facility availed by the company from ICICI Bank in January 2025, to support the working capital during the growth stage of the company

The company initially relied on promoter funding (FY 2023), reduced its dependency in FY 2024, and then increased short-term borrowings in FY 2025 to support rapid growth in operations. It can be seen that the revenue of the company has increased from Rs 666.09 lakhs in FY 2023 to Rs 5,187.54 lakhs in FY 2025, hence the requirement of working capital has increased YOY basis. The most significant contributor to the increase is the cash credit facility from ICICI Bank, followed by unsecured loans from the Managing Director. This borrowing pattern reflects the company's strategy to manage working capital needs in line with its rising revenue trajectory. This strategic move has contributed to the rise in short-term borrowings, reflecting the company's expanding scale of operations.

Trade Payables

The company's trade payables have remained relatively stable in absolute terms, rising from Rs 512.60 lakhs in FY 2023 to Rs 632.29 lakhs in FY 2024, then decreasing to Rs 447.44 lakhs in FY 2025, and increasing again to Rs 610.68 lakhs in the stub period ending June 30, 2025. These fluctuations are primarily driven by two factors: (1) the year-on-year growth in the company's sales and (2) a consistent decline in trade payable days.

Please find below Trade payable days of the company over the years:

<i>(In days)</i>					
Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Trade Payable	28	31	140	210

The company's trade payable days have consistently declined over time, as shown in the table above. In the initial years, due to the absence of credit facilities, the company often led to delayed payments to suppliers to maintain inventory levels. However, with increased sales, the company availed working capital facility. Hence, it has managed to bring down its trade payable days to approximately 30 days. This improvement has also enabled the company to purchase used IT goods from vendors at a larger quantity leading to favourable rates.

Inventory

The company's inventory value decreased from Rs 465.21 lakhs in FY 2023 to Rs 417.04 lakhs in FY 2024, before rising significantly to Rs 1,338.76 lakhs in FY 2025 and further to Rs 1,814.60 lakhs during the stub period ending June 30, 2025. While the absolute inventory figures have grown considerably, the inventory holding period has remained relatively stable at around three months since FY 2024.

Please find below inventory days of the company over the years:

<i>(In days)</i>					
Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Inventory	83	94	93	191

The company's inventory holding period has seen a notable decline since FY 2023 and has stabilized at approximately 90 days from FY 2024 onward. This reflects improved inventory management aligned with the company's expanding operations, resulting in quicker inventory turnover and enhanced cash flow efficiency. The current three-month inventory cycle also factors in the refurbishment process. Additionally, as the company operates across 6 outlets, it maintains sufficient stock levels to meet customer demand in a timely manner.

Trade Receivable

Trade receivables have increased significantly from Rs 15.67 lakhs in FY 2023 to Rs 284.36 lakhs in FY 2024, Rs 898.33 lakhs in FY 2025, and further to Rs 1,017.13 lakhs in the stub period ending June 30, 2025. However, despite the rise in absolute figures, the trade receivable days have remained fairly stable, ranging between 1.5 to 2 months. This increase in receivables is in line with the company's growing sales over the years.

Please find below trade receivable days of the company over the years:

(In days)

Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Trade Receivable	50	62	55	8

The company's trade receivable days currently range between 50 to 62 days, equivalent to roughly 1.5 to 2 months, which is typical for B2B operations where credit terms of 60 days are common. The increasing trend from FY 2023 to FY 2025 reflects the company's growing sales and a shift toward offering credit terms to customers. The slight improvement in the stub period suggests the company is actively managing its receivables and improving cash flow efficiency. This trend is in line with a growing company that is scaling up operations and extending credit to support its B2B customer base, while also starting to optimize collections.

Non-Current Investment

Non-Current investment of the company includes investment in wholly owned subsidiary, i.e., Renavart Recyclers India Private Limited, in the format of equity share capital.

Short Term Loans and Advances

Short term loans and advances of the company can be further bifurcated in the following way:

(Amount in Lakhs)

Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1	Employee Advances	-	-	1.00	-
2	Advance to related parties	101.83	-	-	-
TOTAL		101.83	-	1.00	-

- Employee Advances: Employee advances were therein FY 2024 equivalent to Rs 1.00 lakh, which did not continue further in the upcoming years. The advances were given to the employees as loan to retain talent amid growth.
- Advance to Related Parties: Introduced in the stub period (Rs 101.83 lakhs), this represents advances given to the company's subsidiary, i.e., Renavart Recyclers India Private Limited, for regular working capital needs. This indicates internal support to fund group operations as the business expands.

The company's short-term loans and advances have grown significantly—from Rs 1.00 lakhs in FY 2024 to Rs 101.83 lakhs in the stub period ending June 30, 2025. The company is strategically using advances for employee retention and intra-group support.

Discussion on Consolidated Result of Operations

Consolidated Profit and Loss Statement

The following discussion on results of operations should be read in conjunction with the Restated Financial Statements for the three months ending on June 30, 2025, and the Restated Financial Statements for the financial years ended on March 31, 2025, March 31, 2024 and March 31, 2023.

(Amount in lakhs)

Particulars	June 30, 2025	% of Total Income	FY 2025	% of Total Income	FY 2024	% of Total Income	FY 2023	% of Total Income
	Consolidated		Consolidated*		Standalone		Standalone	
Revenue from operations	2,199.06	99.98%	5,330.91	99.95%	1,853.24	99.90%	666.09	99.95%
Other Income	0.40	0.02%	2.68	0.05%	1.88	0.10%	0.35	0.05%
Total Income	2,199.45	100.00 %	5,333.59	100.00 %	1,855.12	100.00%	666.44	100.00 %
Expenses								
Purchases	2,307.71	104.92%	5,385.65	100.98%	1,621.30	87.40%	878.16	131.77%

Changes in inventories of finished goods & WIP	-522.01	-23.73%	-1,056.69	-19.81%	48.18	2.60%	-290.23	-43.55%
Employee benefits expenses	73.89	3.36%	254.97	4.78%	66.38	3.58%	54.60	8.19%
Finance costs	32.09	1.46%	12.61	0.24%	1.16	0.06%	0.08	0.01%
Depreciation and amortisation expense	2.89	0.13%	9.25	0.17%	2.57	0.14%	2.72	0.41%
Other Expense	35.56	1.62%	126.23	2.37%	14.79	0.80%	12.42	1.86%
Total Expenses	1,930.13	87.75%	4,732.01	88.72%	1,754.37	94.57%	657.75	98.70%
Profit/ (Loss) Before Tax	269.33	12.25%	601.58	11.28%	100.75	5.43%	8.69	1.30%
Tax Expense:								
(a) Current tax expense	76.15	3.46%	170.09	3.19%	27.08	1.46%	2.93	0.44%
(b) Deferred tax liability/ (asset)	-0.55	-0.03%	-1.82	-0.03%	-0.39	-0.02%	-0.68	-0.10%
Total tax	75.59	3.44%	168.28	3.16%	26.69	1.44%	2.26	0.34%
Profit/ (Loss) After Tax	193.74	8.81%	433.30	8.12%	74.06	3.99%	6.44	0.97%

*Consolidated financial since October 2024

Our Significant Accounting Policies

For Significant accounting policies please refer Significant Accounting Policies, under Chapter titled “**Restated Financial Statements**” on page no 208 of the Draft Red Herring Prospectus.

Overview of Revenue & Expenditure

The following discussion on results of operations should be read in conjunction with the Restated Financial Statements for the period ending on June 30, 2025, Financial years 2024-25, Financial years 2023-24 & Financial Year 2022-23. Our revenue and expenses are reported in the following manner:

Revenue from operations:

Revenue from operation of the issuer Company is primarily generated from sales of refurbished laptops, desktops, monitors, accessories and new IT products (laptops, desktops, etc.), whereas of the subsidiary company is generated from recycling of the electronic products.

Other Income:

Other Income includes Bank interest received, discount received by the company and other income.

Expenses:

Our total expenditure primarily consists of Cost of Sales, Employee benefit expense, Finance Costs, Depreciation and amortization expense, and Other Expenses.

Cost of Sales

The Cost of Sales of the issuer company mainly consist of purchase of the used IT products such as laptops, desktops of multiple brands from various vendors and changes in inventory. Cost of sales of the subsidiary company consists of purchase of scrap electronic goods for recycling purpose.

Employee benefits expense:

The Employee benefit expense includes salary and wages of the employees, gratuity expense other staff welfare expenses

Finance Costs:

Finance cost of the company consists of interest paid by the company on the banking facilities used. The company has availed cash credit facility, unsecured loans from various NBFCs and banks and a vehicle loan.

Depreciation and Amortization Expenses:

Depreciation and Amortization Expenses majorly include depreciation on fixed assets of the companies including plant and

machinery, furniture and fittings, computers, etc.

Other Expenses:

Other expenses majorly include rent expense, commissions and discounts, travelling expense, various office expense, etc.

FINANCIAL PERFORMANCE HIGHLIGHTS FOR THE STUB PERIOD ENDED JUNE 30, 2025

Total Income

Total Income for the period ended June 30, 2025, stood at Rs. 2,199.45 lakhs, which consist of revenue from operations of Rs 2,199.06 lakhs and other income of Rs 0.40 lakhs.

Revenue from operations:

For the period ended June 30, 2025, the consolidated revenue from operations of Rs 2,199.06 lakhs, accounting for 99.98% of its total income. Of this, the issuer company contributed Rs 1,840.88 lakhs, while the subsidiary company generated Rs 358.18 lakhs.

Other Income:

Other income of the company for the period ended June 30, 2025, is Rs 0.40 lakhs, which is 0.02% of the total income.

Expenses:

Total Expenses for the period ended June 30, 2025, stood at Rs. 1,930.13 lakhs which is 87.75% of the Total Income which includes Cost of Sales, Employment Benefit Expenses, Finance Cost, Depreciation and Amortization expenses and Other Expenses.

Cost of Sales:

As of June 30, 2025, consolidated purchases stood at Rs 2,307.71 lakhs, with a change in inventory of -Rs 522.01 lakhs, resulting in a cost of sales of Rs 1,785.70 lakhs, which represents 81.19% of the total income.

The issuer company's purchases mainly consisted of used IT assets such as laptops, desktops, monitors, keyboards, and other equipment. With increasing purchase volumes, the company was able to obtain better pricing from its vendors for these assets.

Meanwhile, the subsidiary company's purchases were relatively higher, aligning with its plan to scale up sales, as reflected in the revenue growth from Rs 143.37 lakhs in FY 2025 (from October 2024 onwards) to Rs 358.18 lakhs in the first quarter of FY 2026.

Employee benefits expense:

Employment Benefit Expenses for the period ended June 30, 2025, stood at Rs. 73.89 lakhs which is 3.36% of the Total Income. The employee benefit majorly includes salary to employees and director remuneration, i.e., Rs 53.41 lakhs and Rs 19.50 lakhs respectively.

Finance Costs:

Finance Cost for the period ended June 30, 2025, stood at Rs. 32.09 lakhs which is 1.46% of the Total Income which includes interest paid by the company for utilising the cash credit facility availed from the bank and other bank charges.

Depreciation and Amortization Expenses:

Depreciation and Amortization Expenses for the period ended June 30, 2025, stood at Rs. 2.89 lakhs which is 0.13% of the Total Income which include depreciation on assets like plant and machinery, furniture and fixtures, etc.

Other Expenses:

Other Expenses for the period ended June 30, 2025, stood at Rs. 35.56 lakhs which is 1.62% of the Total Income which includes Office expense, rent expense, travelling expense, commission and discounts, and other day to day expenses.

Restated Profit Before Tax

Restated profit before tax for the period ended June 30, 2025, stood at Rs. 269.33 lakhs which is 12.25% of the Total Income.

Tax Expense

Tax Expense for the period ended June 30, 2025, stood at Rs. 75.59 lakhs

Restated Profit After Tax

For the period ended June 30, 2025, the company reported a restated profit after tax of Rs 193.74 lakhs, representing 8.81% of the total income.

FINANCIAL YEAR 2025 COMPARED TO FINANCIAL YEAR 2024 (BASED ON CONSOLIDATED RESTATED FINANCIAL STATEMENTS)

Total Income:

The company's total income rose from Rs 1,855.12 lakhs in FY 2024 to Rs 5,339.59 lakhs in FY 2025. This figure includes the subsidiary company's total income of Rs 143.37 lakhs for FY 2025, accounted for since October 2024. Excluding the subsidiary, the issuer company's total income grew from Rs 1,855.12 lakhs in FY 2024 to Rs 5,190.22 lakhs in FY 2025, reflecting a growth of 179.78%. The increase in total income is primarily attributable to higher sales, which rose from Rs 1,853.24 lakhs in FY 2024 to Rs 5,187.54 lakhs in FY 2025.

Revenue from Operations:

Revenue from operations for FY 2025 is categorized as follows:

- Issuer Company – Rs 5,187.54 lakhs
- Subsidiary Company – Rs 143.37 lakhs

Since the subsidiary company's sales have been consolidated only from October 2024, they are not comparable with the previous year.

The growth in the issuer company's revenue, however, can be attributed to the following factors:

The business was initially operated as a proprietorship under the name Exclusive PC World, since 2008. However, with increasing demand and business expansion, the promoters transitioned the operations into a private limited company structure.

The key reasons for this shift include:

1. Recognition as a separate legal entity with improved corporate governance
2. Greater business continuity
3. Enhanced credibility and brand image
4. A more structured and transparent compliance framework
5. Improved tax compliance and regulatory alignment

Accordingly, upon incorporation of EPW India Limited, in 2021, the business was gradually migrated from the proprietorship to the company. As a result, the company has recorded significant sales growth during FY 2023, FY 2024, and FY 2025. However, to present a holistic view of the business performance, the combined sales of both EPW India Limited and the erstwhile proprietorship concern, Exclusive PC World, are as follows:

(Amount in lakhs)

Sr. No.	Particulars	FY 2025	FY 2024
1	Exclusive PC World	0.83	2,318.82
2	EPW India Limited	5,186.84	1,390.84
3	Combined Sales	5,187.67	3,709.66

It can be inferred from the table above that, the sales of the company when compared on the combined basis has grown by 39.84% % from FY 2024 to FY 2025.

Further, in the current financial year, the proprietorship concern is non-operational, as the sales has completely shifted to the Issuer company. The Proprietorship concern has already surrendered the GST Certificate and has suspended the operations.

Further, if we see the company's revenue on individual basis, it has increased from Rs 1,853.24 lakhs in FY 2024 to Rs 5,187.54 lakhs in FY 2025, indicating a growth of 179.92%. Increase in segment wise sales of the company is as follows:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2025	% of total Sales	FY 2024	% of total Sales
1	Laptops	2,434.07	46.92%	853.55	46.06%
2	Desktops	2,135.98	41.18%	668.49	36.07%
3	Peripherals	617.48	11.90%	331.20	17.87%
TOTAL		5,187.54	100.00%	1,853.24	100.00%

The company's sales breakdown for FY 2025 and FY 2024 indicates both growth in absolute terms and a shift in product-wise contribution to total sales.

- **Laptops:** Sales increased from Rs 853.55 lakhs in FY 2024 to Rs 2,434.07 lakhs in FY 2025, maintaining a relatively stable share of total sales (46.06% to 46.92%). This suggests consistent demand and performance in this segment.
- **Desktops:** Sales grew from Rs 668.49 lakhs to Rs 2,135.98 lakhs, with their share rising from 36.07% to 41.18%. This indicates a stronger contribution from desktops in FY 2025 and suggests increased demand or strategic focus on this category.
- **Peripherals:** Although sales of peripherals rose from Rs 331.20 lakhs in FY 2024 to Rs 617.48 lakhs in FY 2025, their share in total sales decreased from 17.87% to 11.90%. This suggests that, despite the increase in absolute sales, the growth rate of peripherals was lower compared to laptops and desktops, likely due to their relatively lower unit value.

Additionally, bifurcation of sales into B2B and B2C customers is as follows for the said period:

Particular	Number of B2B Customers (Amount in No.)	Percentage	Number of B2C Customers (Amount in No.)	Percentage	Revenue from Operations (Amount in Rs lakhs)	Percentage
31.03.2025	8,834	227.06%	31,451	293.48%	5,187.54	179.92%
31.03.2024	2,701	-	7,993	-	1,853.24	-

The number of B2B customers increased from 2,701 in FY2023-24 to 8,834 in FY2024-25, recording a growth of approximately 227% over the previous year. Similarly, the B2C customer base expanded from 7,993 in FY2023-24 to 31,451 in FY2024-25, reflecting a growth of approximately 293% over FY2023-24.

This significant growth in customer base translated into a strong improvement in revenue from operations, which increased from Rs 1,853.24 lakh in FY2023-24 to Rs. 5,187.54 lakh in FY2024-25, representing a growth of approximately 180%.

Other Income:

The company's other income increased from Rs 1.88 lakhs in FY 2024 to Rs 2.68 lakhs in FY 2024, reflecting a growth of 42.55%. This rise is primarily attributable to higher trade discounts received on bulk purchases.

Total Expenses:

The total expenses of the company have increased from Rs 1,754.34 lakhs in FY 2024 to Rs 4,732.01 lakhs in FY 2025, however if we compare the same against the sales of the company the total expenses have decreased from 94.57% of total income in FY 2024 to 88.72% of total income in FY 2025.

Cost of Sales

The Cost of Sales for FY 2025 can be bifurcated as follows:

- Issuer company – Rs 4,128.60 lakhs
- Subsidiary company – Rs 245.32 lakhs

The cost of sales of the subsidiary company is accounted for since October 2024, and hence cannot be compared with the previous financial year.

The reason for changes in the cost of sales of the issuer company is as follows:

The company's cost of sales has decreased as a proportion of total income, even though it increased in absolute terms from Rs 1,669.48 lakhs in FY 2024 (constituting 89.99% of total income) to Rs 4,218.60 lakhs in FY 2025 (representing 81.28% of total income). This relative decline reflects improved operational efficiency and stronger cost management.

The reduction in cost of sales as a percentage of income is largely due to the company's increasing purchasing power in FY 2025. With increased scale of operations and higher sales volumes, the company was able to negotiate better terms with suppliers and take advantage of economies of scale. This allowed the company to acquire used IT equipment at more competitive rates.

Employee benefits expense:

The Employee Benefit expense of the company is further divided as follows:

- Issuer Company – Rs 253.38 lakhs
- Subsidiary company – 1.59 lakhs

The employee benefit expense of the subsidiary company cannot be compared with the previous year, as the details of the subsidiary company is consolidated since October 2024 in FY 2025.

Further, comparison of changes in the employee benefit expense of the issuer company is as follows:

The employee benefit expenses of the company have increased from Rs 66.38 lakhs in FY 2024, i.e., 3.58% of the total income, to Rs 253.38 lakhs in FY 2025, contributing 4.88% of the total income. This increase is primarily attributed to the growth in sales, which led to a corresponding rise in the workforce to support growing operations.

Increase in employees from FY 2024 to FY 2025 is as follows:

<i>(Amount in No.)</i>			
Sr. No.	Particulars	FY 2025	FY 2024
1	Employee Count	76	9

Finance costs:

The finance cost of the company has increased from Rs 1.16 lakhs in FY 2024, contributing 0.06% of the total income, to Rs 12.61 lakhs in FY 2025, contributing 0.24% of the total income. The increase in the finance cost of the company is due to availment of working capital facility by the company in January 2025, previously there was only one vehicle loan on the books, hence the interest expense was on a lower end in FY 2024.

Depreciation and Amortization Expenses:

Depreciation expense of the company for FY 2025 is Rs 9.25 lakhs, out of which Rs 1.21 lakhs is of the subsidiary company which is added since October 2024 and hence cannot be compared with the previous financial year.

However, changes in depreciation expense of the issuer company are as follows:

The depreciation and amortisation cost of the company has increased from Rs 2.57 lakhs in FY 2024 to Rs 8.04 lakhs in FY 2025 due to increase in the fixed assets of the company by Rs 27.03 lakhs.

Other expense:

Other expenses for FY 2025 amounted to Rs 126.37 lakhs, which includes Rs 3.37 lakhs incurred by the subsidiary company. As the subsidiary's financials have been consolidated only from October 2024, its figures are not comparable with the previous financial year.

Comparison of other expense of the issuer company is as follows:

The other expense of the company has increased from Rs 14.79 lakhs in FY 2024, contributing 0.80% of the total income, to Rs 122.86 lakhs in FY 2025, leading to 2.37% of the total income. The increase in other expenses of the company is due to increase in the following expenses:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2025	% of total Income	FY 2024	% of total Income
1	Travelling expense	23.72	0.46%	0.42	0.02%
2	Rent Expense	12.08	0.23%	2.04	0.11%
3	Packaging Material	11.54	0.22%	0.39	0.02%
4	Office expense	12.96	0.25%	1.16	0.06%
5	Professional fees	8.12	0.16%	-	-
6	Commission and Discounts	19.92	0.38%	-	-
Total		88.34	-	4.01	-

Reason for increase in other expense as per table are mentioned below:

- Travelling expense of the company has increased in proportion to the growing business operations.
- Rent Expense of the company have increased in proportion to the increase in sales of the company, due to the need for additional store to support the increased scale of operations.
- Packaging Material costs increased in line with the company's rising sales, reflecting higher order volumes.
- Office Expenses also grew proportionately with business expansion, indicating increased administrative activities and operational needs.
- Professional Fees and Commission & Discounts, which were not incurred in FY 2024, were introduced in FY 2025, indicating that the company has begun engaging external professional services for compliance related matters and adopting promotional or incentive-based approaches to drive business growth.

Other expenses increased in FY 2025 due to the overall growth of the business. However, they still make up a small part of total income, showing that the company is handling its expansion in a cost-effective way.

Restated Profit/ (Loss) before tax:

Profit before tax of FY 2025 is Rs 601.58 lakhs, which includes profitability of the subsidiary company of Rs 26.89 lakhs.

The profit before tax of the issuer company has increased from Rs 100.75 lakhs in FY 2024 to Rs 574.69 lakhs in FY 2025, which suggests increase from 5.43% of the total income in FY 2024 to 11.07% of the income in FY 2025.

Tax Expense

Tax expense for FY 2025 includes Rs 6.84 lakhs of the subsidiary company, which is acquired in October 2024. Hence the consolidated figures cannot be compared with the previous year.

The tax expense of the issuer company is Rs 26.69 lakhs in FY 2024 and Rs 161.44 lakhs in FY 2025, which has increased in lines with the increase in profitability of the company.

Restated Profit/ (Loss) after tax:

The profit after tax of the company for FY 2025 is Rs 433.30 lakhs, which includes Rs 20.05 lakhs of the subsidiary company. As the subsidiary company was acquired in October 2024, the figures cannot be compared with the previous financial year.

Explanation of changes in the profit after tax of the issuer company is as follows:

During Financial Year 2025, Profit After Tax (PAT) increased from Rs. 74.06 Lakhs in FY 2024 (3.99% of total income) to Rs. 413.25 lakhs in FY 2025 (7.96% of total income) driven by improved gross margins and operational efficiency.

(Amount in lakhs)

Sr. No.	Particulars	FY 2025	FY 2024
1	Sales	5,187.54	1,853.24
2	Cost of Sales	4,218.60	1,669.48
3	Gross Profit	968.94	183.76

4	Gross Profit %	18.68%	9.92%
5	Other Expense	396.93	84.89
6	Profit before tax	574.69	100.75
7	Tax	161.44	26.69
8	Net Profit	413.25	74.06
9	Net Profit %	7.96%	3.99%

Due to higher sales volumes in FY 2025 led by increased scale of operations and business expansion, the company was able to leverage economies of scale in the procurement of its key inputs i.e. used IT goods which is essential for its refurbishment operations.

Since the company was able to negotiate better pricing and avail bulk purchase discounts by purchasing used IT goods in larger quantities and the refurbishment activities rely heavily on the availability and timely procurement of used IT goods, it resulted in higher gross margin and further resulted in higher PAT margins in FY 2025.

FINANCIAL YEAR 2024 COMPARED TO FINANCIAL YEAR 2023 (BASED ON RESTATED FINANCIAL STATEMENTS)

Total Income:

The total income of the company has increased from Rs 666.44 lakhs in FY 2023 to Rs 1,855.12 lakhs in FY 2024. The increase in the total income is contributed to increase in the revenue of the company from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, showing a growth of 178.23%.

Revenue from Operations:

The business was initially operated as a proprietorship under the name Exclusive PC World. However, with increasing demand and business expansion, the promoters transitioned the operations into a private limited company structure. The key reasons for this shift include:

1. Recognition as a separate legal entity with improved corporate governance
2. Greater business continuity
3. Enhanced credibility and brand image
4. A more structured and transparent compliance framework
5. Improved tax compliance and regulatory alignment

Accordingly, upon incorporation of EPW India Limited, the business was gradually migrated from the proprietorship to the company. As a result, the company has recorded significant sales growth during FY 2023, FY 2024, and FY 2025. However, to present a holistic view of the business performance, the combined sales of both EPW India Limited and the erstwhile proprietorship concern, Exclusive PC World, are as follows:

(Amount in lakhs)

Sr. No.	Particulars	FY 2024	FY 2023
1	Exclusive PC World	2,318.82	2,237.91
2	EPW India Limited	1,390.84	4,20.70
3	Combined Sales	3,709.66	2,658.61

It can be inferred from the table above that, the sales of the company when compared on the combined basis has grown by 39.53% % from FY 2023 to FY 2024.

Further, in the current financial year, the proprietorship concern is non-operational, as the sales has completely shifted to the Issuer company. The Proprietorship concern has already surrendered the GST Certificate and has suspended the operations.

If, we consider the revenue from operations of the company has increased from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024.

Increase in segment wise sales of the company is as follows:

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	% of total Sales	FY 2023	% of total Sales
1	Laptops	853.55	46.06%	333.05	50.00%
2	Desktops	668.49	36.07%	245.99	36.93%
3	Peripherals	331.20	17.87%	87.06	13.07%
TOTAL		1,853.24	100.00%	666.09	100.00%

The company's sales breakdown for FY 2025 and FY 2024 indicates both growth in absolute terms and a shift in product-wise contribution to total sales.

- **Laptops:** Sales increased from Rs 333.05 lakhs in FY 2023 to Rs 853.55 lakhs in FY 2024, maintaining a relatively higher growth in terms of absolute value, however declined in terms of share in total sales (50.00% to 46.06%).
- **Desktops:** Sales grew from Rs 245.99 lakhs to Rs 668.49 lakhs from FY 2023 to FY 2024 respectively. Even though the in terms of share in total sales it remained moreover same, 36.93% to 36.07%. This indicates balanced demand from this category in the particular year.
- **Peripherals:** Peripherals experienced the highest relative growth, rising from Rs 87.06 lakhs to Rs 331.20 lakhs. Its contribution to total sales increased from 13.07% to 17.87%, indicating rising demand for accessories and supporting products.

While the percentage contribution of each product category shifted slightly, all three segments experienced substantial growth in absolute terms. This indicates overall expansion in demand and sales volumes across the company's product range during FY 2024.

Additionally, bifurcation of sales into B2B and B2C customers is as follows for the said period:

Particular	Number of B2B Customers (Amount in No.)	Percentage	Number of B2C Customers (Amount in No.)	Percentage	Revenue from Operations (Amount in Rs lakhs)	Percentage
31.03.2024	2,701	248.07%	7,993	294.72%	1,853.24	178.23%
31.03.2023	776	-	2,025	-	666.09	-

The above-mentioned table reflects that the Company has demonstrated sustained expansion in its customer base across both B2B and B2C segments since FY2022-23, reflecting enhanced market traction and successful customer acquisition initiatives.

The number of B2B customers increased from 776 in FY2022-23 to 2,701 in FY2023-24, representing a growth of approximately 248%. Similarly, the B2C customer base expanded from 2,025 in FY2022-23 to 7,993 in FY2023-24, indicating a growth of approximately 295%.

This significant growth in customer base translated into a strong improvement in revenue from operations, which increased from Rs 666.09 lakh in FY2022-23 to Rs 1,853.24 lakh in FY2023-24, registering a growth of approximately 178%

Other Income:

The other income of the company has increased from Rs 0.35 lakhs in FY 2023 to Rs 1.88 lakhs in FY 2024. The increase in other income is due to increase in the trade discount received by the company and other income.

Total Expenses:

The total expense of the company has decreased from Rs 657.75 lakhs in FY 2023, contributing 98.70% of the total income, to 1,754.37 lakhs in FY 2024, contributing 94.57% of the total income. The decline in total expenses is majorly due to declining employee benefit expense, depreciation expense and other expense.

Cost of Sales

The company's cost of sales increased slightly from Rs 587.93 lakhs in FY 2023 (88.22% of total income) to Rs 1,669.48 lakhs in FY 2024 (89.99% of total income). This marginal rise is mainly due to the increase in the company's revenue.

Employee benefits expense:

The employee benefit expense of the company increased from Rs 54.60 lakhs in FY 2023 to Rs 66.38 lakhs in FY 2024. However, as a percentage of total income, it declined from 8.19% in FY 2023 to 3.58% in FY 2024. This relative decrease is primarily due to a significant rise in the company's total income, which grew from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, while the number of employees remained unchanged.

Finance costs:

The finance cost of the company has increased from Rs 0.08 lakhs in FY 2023 to Rs 1.16 lakhs in FY 2024. This primarily comprises standard bank charges incurred during the year.

Depreciation and Amortization Expenses:

The depreciation expense of the company declined from Rs 2.72 lakhs in FY 2023 to Rs 2.57 lakhs in FY 2024. Since the company follows the Written Down Value (WDV) method of depreciation and there was only a marginal asset addition of Rs 2.92 lakhs during the year, the overall depreciation charge for the period decreased.

Other expense:

The company's other expenses saw a slight increase from Rs 12.42 lakhs in FY 2023 to Rs 14.79 lakhs in FY 2024. However, as a percentage of total income, these expenses decreased from 1.86% to 0.80%.

The main components under other expenses remained largely stable, with some increase in items such as rent expense, packaging materials, and printing and stationery. Although some costs went up, they made up a smaller share of total income because the company's sales grew by approximately 179% during the year.

Restated Profit/ (Loss) before tax:

Profit before tax of the company has increased from Rs 8.69 lakhs in FY 2023 to Rs 100.75 lakhs in FY 2024, which represents increase from 1.30% of the total income to 5.43% of the total income.

Taxation Expense:

Tax expense of the company is has increased from Rs 2.26 lakhs in FY 2023, contributing 0.34% of the total income, to Rs 26.69 lakhs in FY 2024, contributing 1.44% of the total income. The increase in the tax amount is due to growth in the revenue of the company.

Restated Profit/ (Loss) after tax:

During Financial Year 2024, Profit After Tax (PAT) increased to Rs. 74.06 Lakhs in FY 2024 (3.99% of total income) from Rs. 6.44 lakhs in FY 2023 (0.97% of total income).

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	FY 2023
1	Sales	1,853.24	666.09
2	Gross Profit	183.76	78.16
3	Gross Profit %	9.92%	11.73%
4	EBITDA	104.47	11.48
5	EBITDA%	5.63%	1.72%
6	Net Profit	74.06	6.44
7	Net Profit %	3.99%	0.97%

Even though, the gross margin slightly declined (from 11.73% to 9.92%), the increase in PAT margin was primarily due to better EBITDA Margin. This indicates company's better control over operating and indirect costs, while simultaneously driving growth in revenue.

(Amount in lakhs, except percentages)

Sr. No.	Particulars	FY 2024	% of Total Income	FY 2023	% of Total Income
1	Employee Benefit Expense	66.38	3.58%	54.60	8.19%
2	Depreciation	2.57	0.14%	2.72	0.41%
TOTAL		68.95	-	57.32	-

- **Employee benefit expense:** Employee benefit expense has increased from 54.60 Lakhs to 66.38 Lakhs, however the expense as a percentage of total income has declined and the number of employees in the organization remained the same which indicates efficient utilization of the existing workforce contributing to the company's improved profitability.
- **Depreciation cost:** Since the company has adopted WDV method of depreciation and there were limited asset addition during the year, the Depreciation expense has slightly decreased in absolute terms (from Rs 2.72 lakhs to Rs 2.57 lakhs) and notably decreased as a percentage of total income (from 0.41% to 0.14%).

Consolidated Balance Sheet

The following discussion on consolidated balance sheet should be read in conjunction with the Consolidated Restated Financial Statements for the three months ending on June 30, 2025, and the Consolidated Restated Financial Statements for the financial years ended on March 31, 2025, March 31, 2024 and March 31, 2023.

(Amount in lakhs)

Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
	(Consolidated)	(Consolidated*)	(Standalone)	(Standalone)
Liabilities				
Long Term Borrowing	422.15	8.57	-	-
Short Term Borrowings	1,392.44	1,216.91	23.16	58.26
Trade Payables	918.38	637.56	632.29	512.60
Contingent Liability	-	-	-	-
Assets				
Inventory	1,995.74	1,473.73	417.04	465.21
Trade Receivable	1,219.49	953.14	284.36	15.67
Short Term Loans and Advances	-	-	1.00	-
Non-Current Investment	-	-	-	-

*The figures are consolidated since October 2024

Overview of Assets and Liabilities

The following discussion on assets and liabilities should be read in conjunction with the Consolidated Restated Financial Statements for the period ending on June 30, 2025, FY 2024-25, FY 2023-24 & FY 2022-23. Our assets and liabilities are reported in the following manner:

Long Term Borrowing

Long Term Borrowings of the company include loans taken by the company, i.e., vehicle loan and various unsecured loan taken from banks and financial institution.

Short Term Borrowing

Short Term Borrowings of the company include working capital limit availed from the bank and the unsecured loan given by Mr Yousuf Uddin to the company. Further, it also includes current maturity of the long term borrowings to be paid within one year.

Trade Payables

Trade payables represent the amounts the company owes to its vendors for purchases made on credit.

Contingent Liability

There is no contingent liability of the company as on date of filing the Draft Red Herring Prospectus.

Inventory

Inventory shows the amount of stock been hold by the company during the year.

Trade Receivable

Trade receivables include the amounts due from customers for sales made by the company on credit.

Non-Current Investment

There is no non-current investment in the company.

Short Term Loans and Advances

Short term Loans and advances include advances given to the employees.

CHANGES IN THE ASSETS FROM FINANCIAL YEAR 2023 TO STUB PERIOD ENDING JUNE 30, 2025

Long Term Borrowing

The company obtained long-term borrowings of Rs 8.57 lakhs in FY 2025 in the form of a vehicle loan. Additionally, to support its growing working capital needs driven by rising sales—from Rs 666.09 lakhs in FY 2023 to Rs 1,853.24 lakhs in FY 2024, and further to Rs 5,187.54 lakhs in FY 2025, with Rs 1,840.88 lakhs recorded in the stub period ending June 30, 2025—the company raised funds through unsecured loans from various banks and financial institutions. As a result, long-term borrowings increased from Rs 8.57 lakhs in FY 2025 to Rs 415.21 lakhs as of June 30, 2025.

There is no long term borrowing in the subsidiary company and hence, all the long term borrowing mentioned here are of the issuer company.

Short Term Borrowing

The short term borrowing of the company has decreased from Rs 58.26 lakhs in FY 2023 to Rs 23.16 lakhs in FY 2024 further increased to Rs 1,208.98 lakhs in FY 2025 and Rs 1,384.74 lakhs in the stub period ending June 30, 2025.

Bifurcation of the short term borrowing throughout the years is as follows:

<i>(Amount in lakhs)</i>				
Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
Loan from related party (unsecured) (1)	252.46	376.12	9.26	58.26
Loan from bank (Secured) (2)	-	-	13.89	-
Loan from bank - overdraft facility (3)	946.23	834.63	-	-
Current maturities of long-term borrowings	193.74	6.17	-	-
TOTAL	1,392.44	1,216.91	23.16	58.26

(1) Loan from related party includes loan given by Mr Yousuf Uddin (Managing Director) of the company in way of unsecured loan

(2) Business loan taken by the company in FY 2024, to support working capital during the year.

(3) Cash Credit facility availed by the company from ICICI Bank in January 2025, to support the working capital during the growth stage of the company

The company initially relied on promoter funding (FY 2023), reduced its dependency in FY 2024, and then increased short-term borrowings in FY 2025 to support rapid growth in operations. It can be seen that the revenue of the company has increased from Rs 666.09 lakhs in FY 2023 to Rs 5,187.54 lakhs in FY 2025, hence the requirement of working capital has increased YOY basis. The most significant contributor to the increase is the cash credit facility from ICICI Bank, followed by unsecured loans from the Managing Director. This borrowing pattern reflects the company's strategy to manage working capital needs in line with its rising revenue trajectory. This strategic move has contributed to the rise in short-term borrowings, reflecting the company's expanding scale of operations.

The promoter, Mr. Yousuf Uddin, invested Rs 7.70 lakhs during the stub period ending June 30, 2025, and Rs 7.93 lakhs in FY 2025 in the subsidiary. Apart from these, all short-term borrowings pertain to the issuer company.

Trade Payables

The issuer company's trade payables have remained relatively stable in absolute terms, rising from Rs 512.60 lakhs in FY 2023 to Rs 632.29 lakhs in FY 2024, then decreasing to Rs 447.44 lakhs in FY 2025, and increasing again to Rs 610.68 lakhs in the

stub period ending June 30, 2025. These fluctuations are primarily driven by two factors: (1) the year-on-year growth in the company's sales and (2) a consistent decline in trade payable days.

Please find below Trade payable days of the company over the years:

(In days)

Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Trade Payable	28	31	140	210

The company's trade payable days have consistently declined over time, as shown in the table above. In the initial years, due to the absence of credit facilities, the company often led to delayed payments to suppliers to maintain inventory levels. However, with increased sales, the company availed working capital facility. Hence, it has managed to bring down its trade payable days to approximately 30 days. This improvement has also enabled the company to purchase used IT goods from vendors at a larger quantity leading to favourable rates.

Further, the subsidiary company's trade payables stood at Rs 190.11 lakhs for FY 2025 and Rs 307.70 lakhs for the stub period ending June 30, 2025. Since the subsidiary was acquired in October 2024, there is no full-year comparison available for FY 2025. On a standalone basis, the company's trade payables are relatively high, as the subsidiary has recently commenced and scaled up its operations. With no dedicated working capital, the subsidiary is relying on extended trade payable days to support its performance.

Inventory

The inventory value of subsidiary company cannot be compared with the previous years, as the details of the same has been accounted since October 2024. Hence the comparison in changes in the trend of inventory level of the company is provided below of the issuer company:

The company's inventory value decreased from Rs 465.21 lakhs in FY 2023 to Rs 417.04 lakhs in FY 2024, before rising significantly to Rs 1,338.76 lakhs in FY 2025 and further to Rs 1,814.60 lakhs during the stub period ending June 30, 2025. While the absolute inventory figures have grown considerably, the inventory holding period has remained relatively stable at around three months since FY 2024.

Please find below inventory days of the company over the years:

(In days)

Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Inventory	83	94	93	191

The company's inventory holding period has seen a notable decline since FY 2023 and has stabilized at approximately 90 days from FY 2024 onward. This reflects improved inventory management aligned with the company's expanding operations, resulting in quicker inventory turnover and enhanced cash flow efficiency. The current three-month inventory cycle also factors in the refurbishment process. Additionally, as the company operates across 6 outlets, it maintains sufficient stock levels to meet customer demand in a timely manner.

Trade Receivable

The subsidiary company was acquired in October 2024, and hence the consolidated figures are presented since that time. As the subsidiary was added in the mid period, the comparison of the same cannot be done with the previous year.

Whereas, changes in the trend of trade receivables of the issuer is given as follows:

Trade receivables have increased significantly from Rs 15.67 lakhs in FY 2023 to Rs 284.36 lakhs in FY 2024, Rs 898.33 lakhs in FY 2025, and further to Rs 1,017.13 lakhs in the stub period ending June 30, 2025. However, despite the rise in absolute figures, the trade receivable days have remained fairly stable, ranging between 1.5 to 2 months. This increase in receivables is in line with the company's growing sales over the years.

Please find below trade receivable days of the company over the years:

(In days)

Sr. No.	Particulars	June 30, 2025	FY 2025	FY 2024	FY 2023
1.	Trade Receivable	50	62	55	8

The company's trade receivable days currently range between 50 to 62 days, equivalent to roughly 1.5 to 2 months, which is typical for B2B operations where credit terms of 60 days are common. The increasing trend from FY 2023 to FY 2025 reflects the company's growing sales and a shift toward offering credit terms to customers. The slight improvement in the stub period suggests the company is actively managing its receivables and improving cash flow efficiency. This trend is in line with a growing company that is scaling up operations and extending credit to support its B2B customer base, while also starting to optimize collections.

Short Term Loans and Advances

Short term loans and advances of the company include employee advances of Rs 1.00 lakhs. Employee advances were therein FY 2024, which did not continue further in the upcoming years. The advances were given to the employees as loan to retain talent amid growth.

**SECTION VII – LEGAL AND OTHER INFORMATION
OUTSTANDING LITIGATIONS AND MATERIAL DEVELOPMENTS**

PART 2: LITIGATION RELATING TO THE DIRECTORS AND PROMOTERS OF THE COMPANY

A. LITIGATION AGAINST OUR DIRECTORS AND PROMOTER

Litigation Involving Actions by Statutory/Regulatory Authorities

Yousuf Uddin Promoter and Managing Director of the company has filed an appeal with the Central Excise and service Tax Appellate Tribunal, Kolkata dated August 21, 2025 against the order no. KOL/CUS/COMMISSIONER/PORT/ADJN/18/2025 dated May 28, 2025 and fees in respect of same has been paid vide DD No. 520682 dated August 18, 2025. However, as the appeal is yet to be admitted and listed on the roster of the concerned authority.

GOVERNMENT APPROVALS

APPROVALS/ LICENSES/ PERMISSIONS IN RELATION TO OUR BUSINESS:

Business Related Approvals:

Note: The company is into the business of refurbishing computers and computer equipment's which does not require the installation of and most of the work is done by our technicians individually through small machineries/ hand tools. As the process is not automated and each unit refurbished by us requires personal skill except for replacement of screens or keyboards or external body, the refurbishing unit is more in the nature of service centre rather than a factory unit. Moreover, we have only 12 (Twelve) technicians employed at our refurbishing unit. Hence the refurbishing unit being in the nature of a service located at Plot Number 30/P, Survey Number. 460/2 IDA Mankhal, Maheshwaram District Maheshwaram, Rangaeddy. We have duly obtained registration under the Telangana Shops & Establishments Act, 1988 and the same is valid till December 31, 2025.

APPROVALS OR LICENSES APPLIED BUT NOT RECEIVED

Sr. No.	Description	Application in the name of	Applicable Laws	Authority	Date of Application
1	Extended Producer Responsibility*	EPW INDIA LIMITED	E-Waste (Management) Rules, 2022	Central Pollution Control Board	August 02, 2025

* The material approvals affecting current operations have been disclosed in the DRHP. However inadvertently the Extended Producer Responsibility (EPR) registration application for EPW INDIA LIMITED (Application No. 4992637, with the Central Pollution Control Board) was not mentioned in the Draft Red Herring Prospectus, which is currently pending approval. This pending application does not affect the Company's ongoing operations, as all other statutory approvals required for current business activities are valid and in place.

SECTION X – OTHER INFORMATION
MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION

MATERIAL DOCUMENTS

1. Certificate issued by the statutory auditors of the company dated September 04, 2025 for Working Capital requirements as instituted in the Object of the Issue.

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Yousuf Uddin
Chairman Cum Managing Director
DIN: 08423158
Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Mohd Zaki Uddin

Whole-Time Director

DIN: 09149105

Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Mohd Fasi Uddin
Whole-Time Director
DIN: 09149104
Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Musthyala Jaya Sri
Independent Director
DIN: 011069184
Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Nukala Ashwanth
Independent Director
DIN: 09719259

Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Vinod Kumar Narva

Independent Director

DIN: 11035704

Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Deepika Gupta
Company Secretary and Compliance Officer
PAN: BRGPG3904B
Place: Secunderabad, Hyderabad, Telangana

DECLARATION

I hereby declare that all relevant provisions of the Companies Act 2013 and the rules, regulations and guidelines issued by the Government of India, or the rules, regulations or guidelines issued by the SEBI, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Red Herring Prospectus /Red Herring Prospectus /Prospectus and any other document in connection with this issue (hereinafter referred to as “Offer Document”) is contrary to the provisions of the Companies Act 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contract (Regulation) Rules, 1957 and the Securities and Exchange Board of India Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements and disclosures made in this Addendum to Draft Red Herring Prospectus are true and correct.

SD/-

Syed Najaf Imam Hussani

Chief Financial Officer

PAN: AJHPH0507K

Place: Secunderabad, Hyderabad, Telangana