



May 06, 2026

To,  
The Secretary,  
Listing Department,  
BSE Limited  
P.J Towers, Dalal Street, Fort,  
Mumbai - 400 001

**SCRIP CODE: 539288**

**SUB: BUSINESS UPDATE – EXCEPTIONAL EARLY TRACTION FOR ‘ASHWINI HEALTHCARE AI’ (WWW.ASHWINI.TECH) WITH 5,620+ REGISTERED USERS; OUTLINING THE SAAS REVENUE ROADMAP & METRICS.**

**REF: DISCLOSURE UNDER REGULATION 30 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI") (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015.**

Dear Sir / Madam,

We are pleased to share a highly positive business update regarding the successful soft launch and accelerated early adoption of our HealthTech AI platform, **Ashwini Healthcare AI**. We invite all stakeholders to view the platform live at our official portal: [www.ashwini.tech](http://www.ashwini.tech).

Since the launch, the platform has witnessed remarkable organic traction, successfully registering a highly engaged waitlist of over **5,620 users**. This overwhelmingly positive response strongly validates the Company's strategic pivot into scalable digital platforms and establishes a clear path to high-visibility, recurring revenue.

#### **Strategic SaaS Unit Economics & Monetization Roadmap:**

The management has engineered Ashwini Healthcare AI on a highly scalable Software-as-a-Service (SaaS) architecture, strictly mirroring the robust unit economics and retention metrics of premium global health, wearable, and performance ecosystems.

- **Premium Subscription Pricing:** The platform operates on an annual recurring revenue model, optimally priced at **₹999/year**. This ensures deep penetration in the domestic retail market while maintaining exceptional gross margins.
- **Near-Term Revenue Visibility (Year 1):** Based on the current pre-launch waitlist of 5,620 users, and applying strict, industry-standard health/wellness SaaS conversion metrics of 8% to 15%, the Company projects a realistic initial cohort of **600 to 900 active paying subscribers**. This establishes a baseline Year-1 Annual Recurring Revenue (ARR) of approximately ₹6.00 Lakhs to ₹9.00 Lakhs.

CIN: L20132JH1993PLC005233

- **High-Retention Architecture:** The AI-driven insights provided by Ashwini are designed for maximum user stickiness. The platform's internal operational target is to achieve and maintain an annual retention rate of **65% to 70%**, characteristic of top-tier health ecosystems.

#### The Structural Growth Path to ₹1 Crore ARR & Series-A Metrics:

The current waitlist represents merely the first phase of our aggressive digital rollout. The Company has set firm, tiered operational milestones:

- **Phase 1 Target:** Scale the active user base to **~10,000 paying subscribers**, officially unlocking a **₹1 Crore ARR run-rate**. Achieving this metric will formally position Ashwini Healthcare AI among the top-performing early-stage SaaS platforms in the Indian market.
- **Phase 2 Target (Institutional Grade):** Expand the ecosystem to 80,000 – 1,20,000 paying subscribers, targeting an **₹8 Crore to ₹12 Crore ARR**. This scale represents standard Series-A valuation metrics and will signify massive intrinsic value unlocking for the Company.

The immediate market validation of **www.ashwini.tech** perfectly demonstrates our capability to execute high-growth software models. We remain exceptionally confident in our ability to scale this SaaS roadmap and deliver compounded, debt-free growth to our shareholders.

We request you to kindly take this business update on your records and disseminate the same immediately for the information of the investors and the general public.

Thank you,

Yours faithfully,

**For, AVI POLYMERS LIMITED**

**CHINTAN YASHWANTBHAI PATEL**  
**Managing Director**  
**DIN: 10774473**