

Media Release

Krystal Integrated Services Limited delivers strong Financial Results for the Financial Year

- **FY24 Revenue surges 45.1% YoY to Rs. 1,026.8 crore**
- **EBITDA for FY24 grows 37.8% YoY to Rs. 68.7 crore**
- **PAT for FY24 is up by 45.2% YoY to Rs. 49.0 crore**

Mumbai, May 27th, 2024: Krystal Integrated Services Limited (KISL), a market leader in facility management services across India, is pleased to announce its audited financial performance for the fourth quarter and financial year ended March 31, 2024.

Key Consolidated Financials:

Particulars (Rs. Cr.)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
Revenue	292.2	192.2	52.0%	1026.8	707.6	45.1%
EBIDTA*	18.8	9.5	97.7%	68.7	49.8	37.8%
EBITDA Margin (%)	6.4%	4.9%	149 bps	6.7%	7.0%	(35 bps)
PAT	15.7	9.2	70.3%	49.0	33.8**	45.2%
PAT Margin	5.4%	4.8%	58 bps	4.8%	4.8%	-

* EBITDA excluding Other Income

** Excluding profit from discontinued operations

Performance Highlights for the quarter ended March 31st, 2024:

- **Revenue** for the quarter was **Rs. 292.2 crore** in Q4 FY24, a **YoY increase of 52.0%**
- **EBITDA** (excluding other income) stood at **Rs. 18.8 crore** in Q4 FY24, **YoY increase of 97.7%**. **EBITDA Margin** was **6.4%** in Q4 FY24, rising 149 bps
- **PAT** was reported at **Rs. 15.7 crore** in Q4 FY24, vis-à-vis Rs. 9.2 crore in Q4 FY23, while **PAT Margin** stood at **5.4%**

Performance Highlights for the Financial Year ended March 31st, 2024:

- **Revenue** for the full year was **Rs. 1,026.8 crore** in FY24, a **YoY increase of 45.1%**
- **EBITDA** was at **Rs. 68.7 crore** for FY24, **YoY increase of 37.8%**. **EBITDA Margin** was **6.7%** for FY24
- **PAT** for the year was **Rs. 49.0 crore** compared to Rs. 33.8 crore in FY23, while **PAT Margin** stood at **4.8%**

KRYSTAL INTEGRATED SERVICES LIMITED

(FORMERLY KNOWN AS KRYSTAL INTEGRATED SERVICES PRIVATE LIMITED)



- The Board has recommended Dividend of Rs. 1.50/- per equity share, i.e. 15% of face value Rs. 10/- each, subject to shareholders' approval

Management Comments:

Commenting on the performance, Mr. Sanjay Dighe, CEO & Whole Time Director, Krystal Integrated Services Ltd, said,

"I am pleased to share that the company has performed better than expectations, closing the fiscal year on a strong note. In FY24, our top line has grown 45.1% year-on-year to Rs. 1,026.8 crore, crossing the Rs. 1,000 crore mark for the first time. EBITDA and PAT increased 37.8% and 45.2% to Rs. 68.7 crore and Rs. 49.0 crore, respectively.

The growth mainly came from a robust increase in our order book as we continued to secure new contracts. We are strategically diversifying our business by expanding our corporate partnerships to reduce our reliance on government contracts. Concurrently, we are broadening our service offerings to include a more comprehensive portfolio.

Overall, we have entered the new fiscal year on an optimistic note and aim to sustain this momentum in the coming quarters. I would like to thank the entire team at Krystal and all our stakeholders for their continued support."

About Krystal Integrated Services Limited:

KISL, one of India's leading integrated facilities management services companies, specializes in sectors such as healthcare, education, public administration—including state government entities, municipal bodies, and other government offices—airports, railways, metro infrastructure, and retail. The company offers a comprehensive range of integrated facility management services across these varied sectors. Additionally, KISL provides staffing solutions and payroll management, private security and manned guarding services, and catering services. Over the fiscal years 2021 to 2023, KISL served 262, 277, and 326 customers, respectively, and operated at 1,962, 2,240, and 2,427 customer locations across India.

BSE: 544149; NSE: KRYSTAL Website: krystal-group.com

For Further information, please contact:

KRYSTAL INTEGRATED SERVICES LIMITED

(FORMERLY KNOWN AS KRYSTAL INTEGRATED SERVICES PRIVATE LIMITED)



Ms. Stuti Maru

Company Secretary & Compliance Officer

Krystal Integrated Services Limited

Email: company.secretary@krystal-group.com

Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

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Krystal Integrated Services Limited

Q4 & FY24

Investor Presentation

The presentation and the accompanying slides (the "**Presentation**") have been prepared by Krystal Integrated Services Limited (the "**Company**"), solely for informational purposes and does not constitute a draft red herring prospectus, red herring prospectus, prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, an offer or a solicitation of any offer or an offer document to purchase or sell any securities under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. This Presentation should not be considered as a recommendation to subscribe for or purchase any securities of the Company and its subsidiaries and should not be used as a basis of any contract or commitment whatsoever or for any investment decision. This Presentation is strictly confidential and may not be reproduced or redistributed to any other person. By attending or viewing all or a part of this Presentation, you (a) acknowledge and agree to be bound by the limitations and restrictions described herein, (b) agree to maintain confidentiality regarding the information disclosed in this Presentation, and (c) agree to maintain confidentiality of the existence and scope of this Presentation and of all conversations held during this Presentation, and (d) represent that you are lawfully able to receive this Presentation under the laws of the jurisdiction in which you are located or other applicable laws. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

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Certain data contained in this Presentation was obtained from various external data sources. The Company and its affiliates, advisers and representatives make no representation as to the accuracy or completeness of that data, and this data involves risks and uncertainties and is subject to change based on various factors.

Certain data contained in this Presentation was obtained from various external data sources and the report titled “*Industry Report on Integrated Facility Management, Staffing & Payroll Management, and Private Security/Manned Guarding Services Business in India*” dated September 21, 2023 prepared and issued by Frost & Sullivan (the “**F&S Report**”) which is subject to the following disclaimer:

*“The report titled “Integrated Facility Management, Staffing and Payroll Management, and Private Security/Manned Guarding Services Business in India” dated September 21, 2023 has been prepared for the proposed initial public offering of equity shares by Krystal Integrated Services Limited (the “**Company**”).*

*This study has been undertaken through extensive primary and secondary research, which involves discussing the status of the industry with leading market participants and experts, and compiling inputs from publicly available sources, including official publications and research reports. Estimates provided by Frost & Sullivan (India) Private Limited (“**Frost & Sullivan**”) and its assumptions are based on varying levels of quantitative and qualitative analyses, including industry journals, company reports and information in the public domain.*

Frost & Sullivan has prepared this study in an independent and objective manner, and it has taken all reasonable care to ensure its accuracy and completeness. We believe that this study presents a true and fair view of the industry within the limitations of, among others, secondary statistics and primary research, and it does not purport to be exhaustive. The results that can be or are derived from these findings are based on certain assumptions and parameters/conditions. As such, a blanket, generic use of the derived results or the methodology is not encouraged.

Forecasts, estimates, predictions, and other forward-looking statements contained in this Report are inherently uncertain because of changes in factors underlying their assumptions, or events or combinations of events that cannot be reasonably foreseen. Actual results and future events could differ materially from such forecasts, estimates, predictions, or such statements.

In making any decision regarding the transaction, the recipient should conduct its own investigation and analysis of all facts and information contained in the prospectus of which this Report is a part and the recipient must rely on its own examination and the terms of the transaction, as and when discussed. The recipients should not construe any of the contents in this Report as advice relating to business, financial, legal, taxation or investment matters and are advised to consult their own business, financial, legal, taxation, and other advisors concerning the transaction”

The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. You will be solely responsible for your own assessment of the market and the market position of the Company and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

The Company is proposing, subject to the receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its equity shares and has filed a Draft Red Herring Prospectus dated September 27, 2023 (the “**DRHP**”) filed with the Securities and Exchange Board of India (the “**SEBI**”) on September 28, 2023. The DRHP is available on the website of the Company, the SEBI, BSE Limited and National Stock Exchange of India Limited at www.krystal-group.com, www.sebigov.in, www.bseindia.com and www.nseindia.com, respectively and the website of the book running lead manager at www.ingaventures.com.

Investors should note that investment in equity shares involves a high degree of risk. For details, potential investors should refer to the red herring prospectus that may be filed with the Registrar of Companies, Maharashtra at Mumbai in the future, including the section titled “Risk Factors”. Potential investors should not rely on the DRHP filed with the SEBI for making any investment decision.

Capitalized terms and abbreviations used in this Presentation but not defined herein shall have the meaning given to such terms and abbreviations in the DRHP.

Amongst the fastest growing IFM companies in India*



Company Overview



One of India's leading IFMS companies, with a focus on healthcare, education, public administration, airports, railways and metro infrastructure and retail sectors*



Comprehensive range of service offerings which include Integrated Facility Management, Staffing & Payroll Management, Private Security & Manned Guarding and Catering, providing a one-stop solution to customer



Key solutions provider to the government sector and amongst the select companies in India to qualify for and service large, multi-location government projects*



100% contract renewal / extension rates for relevant non-government customers during FY21, FY22, FY23 & FY24



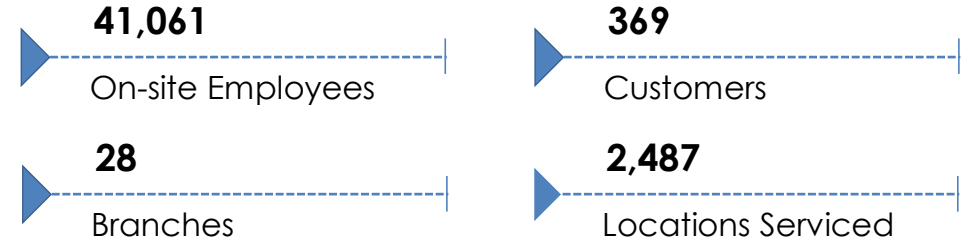
Led by a well-qualified and experienced management team



Strong track record of high employee satisfaction and improving retention rates*

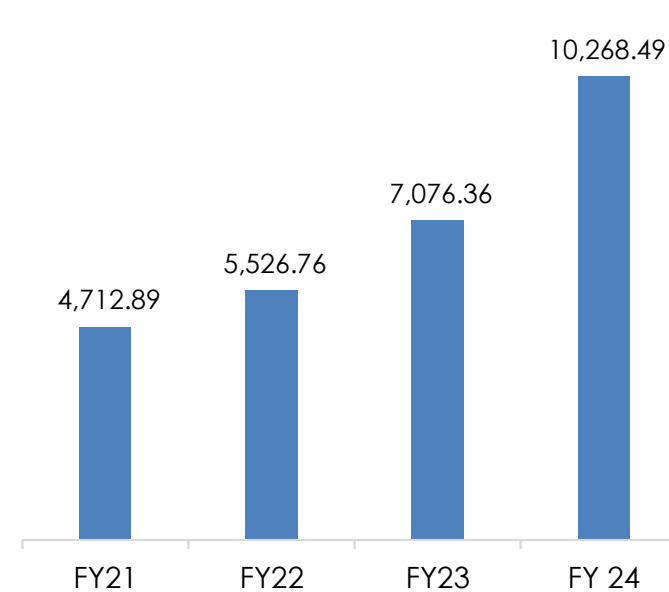


Key Highlights**



Strong Financial Performance

Revenue from operations (₹ Mn)



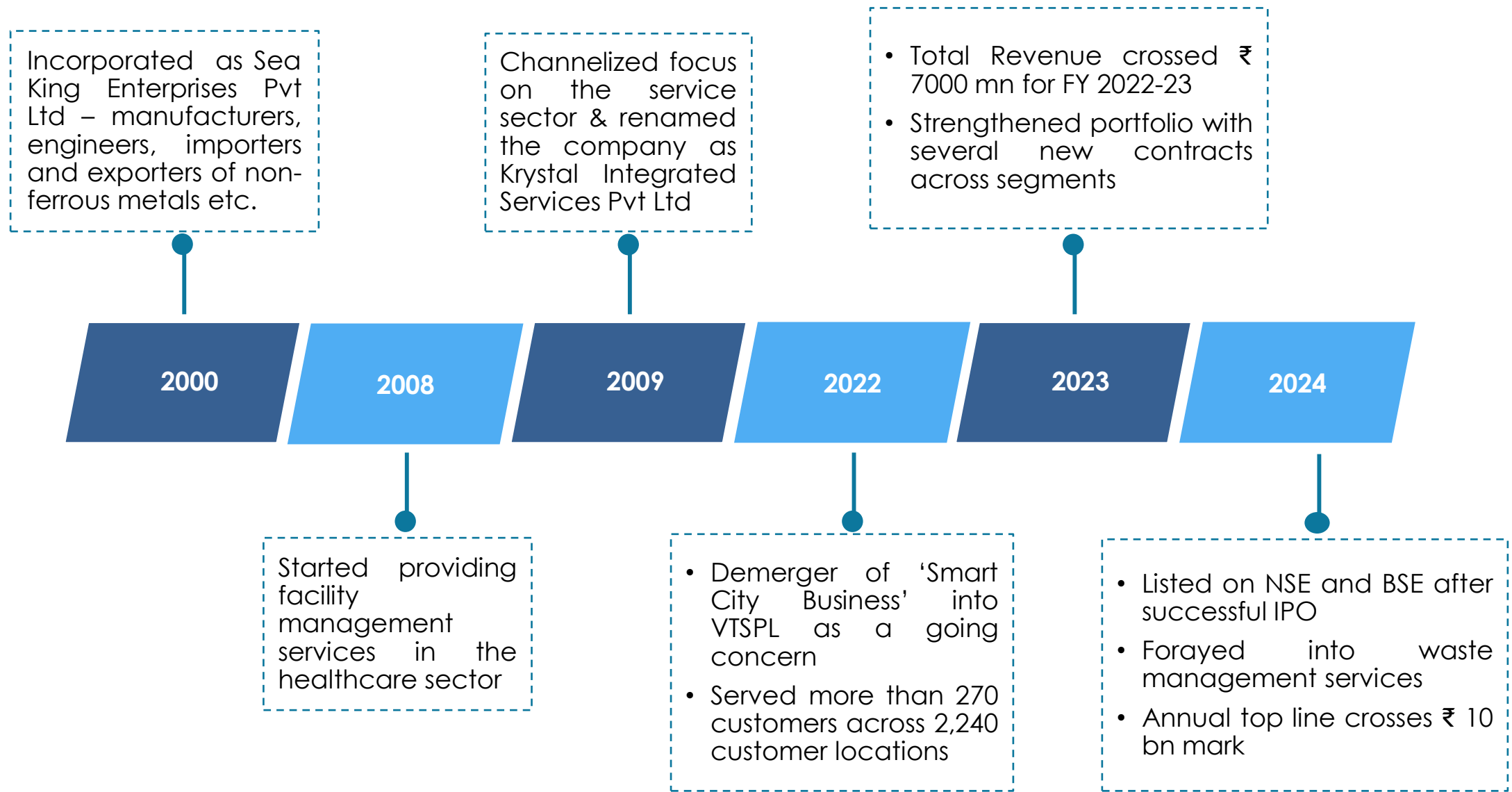
29.6%
Revenue CAGR (FY21-FY24)

71.7%
PAT CAGR (FY21-FY24)

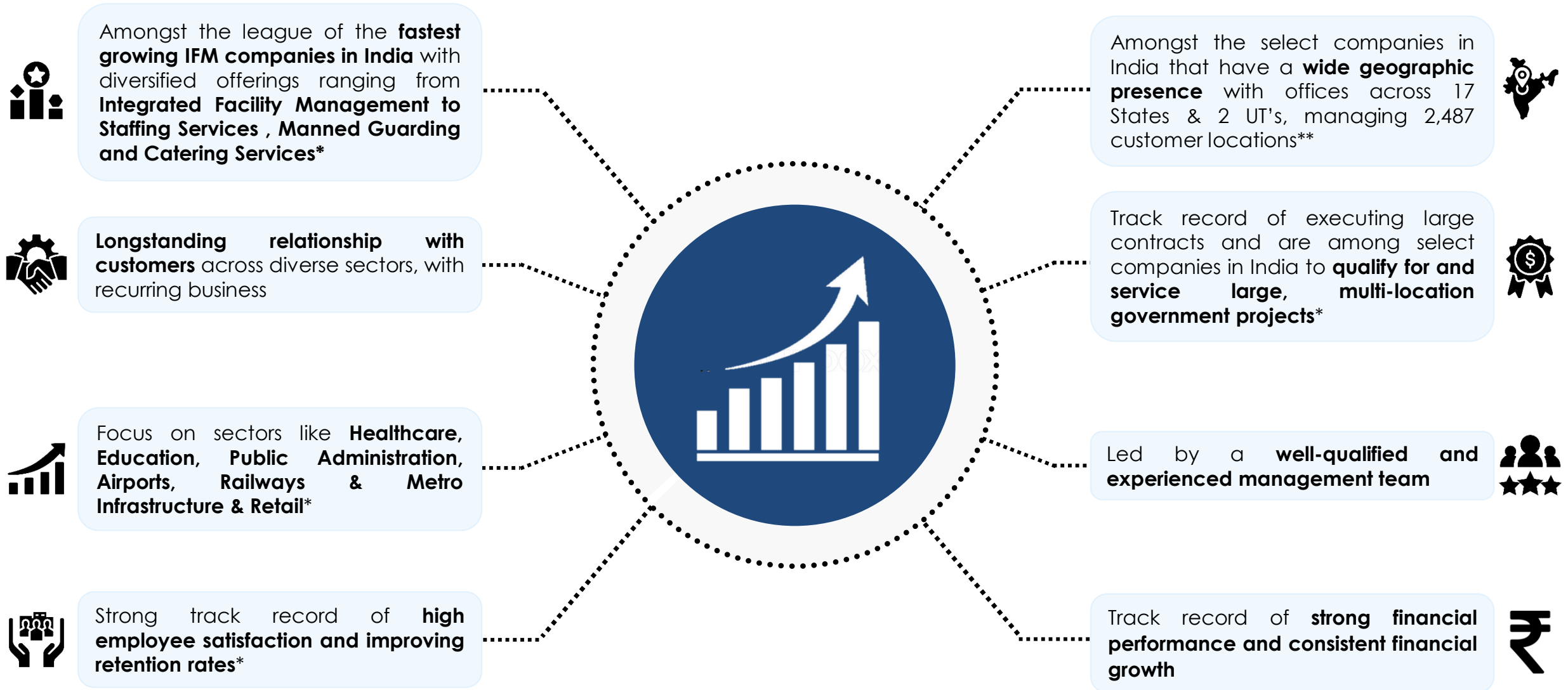
6.7%
EBITDA Margin (FY24)

15.2%
ROCE (FY24)

0.22
Debt/Equity (FY24)



Key Strengths



* Source: F&S Report ** As on March 31, 2024

Comprehensive portfolio of services enables to...

...offer bundled solution of services suited to the specific needs of customers, thus acting as a one-stop integrated solution provider

Integrated Facility Management Services

Service offerings include **soft services** such as housekeeping, sanitation and gardening, **hard services** such as MEP services, solid, liquid and biomedical waste management, pest control and façade cleaning and **other services** such as production support, warehouse management and airport management



Krystal is the sixth largest Soft Services company *

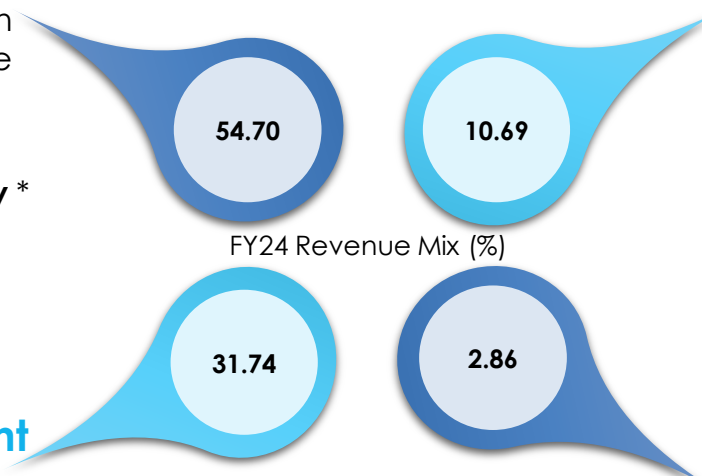
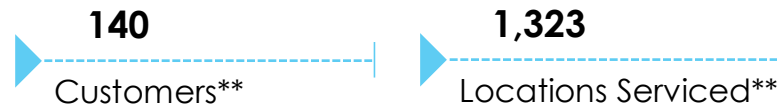


Staffing Solutions and Payroll Management

Services comprise of recruitment, payroll, and human resource services. Provides skilled, semi-skilled and unskilled manpower as per customer's requirements



Key customer includes **HDFC Bank Limited**



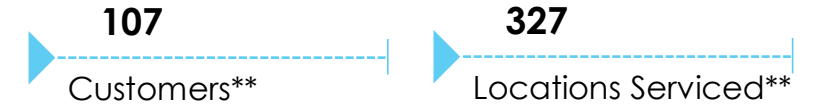
Private Security and Manned Guarding



Services consist of providing security solutions including access control, surveillance, emergency services and patrols



Holds PSARA license in 12 states and one UT



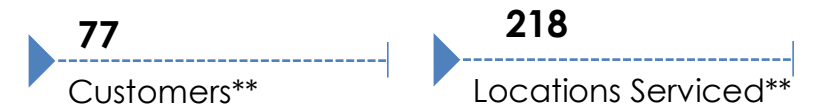
Catering



Offers full range of food and beverage services, including breakfast, lunch and dinner for employees

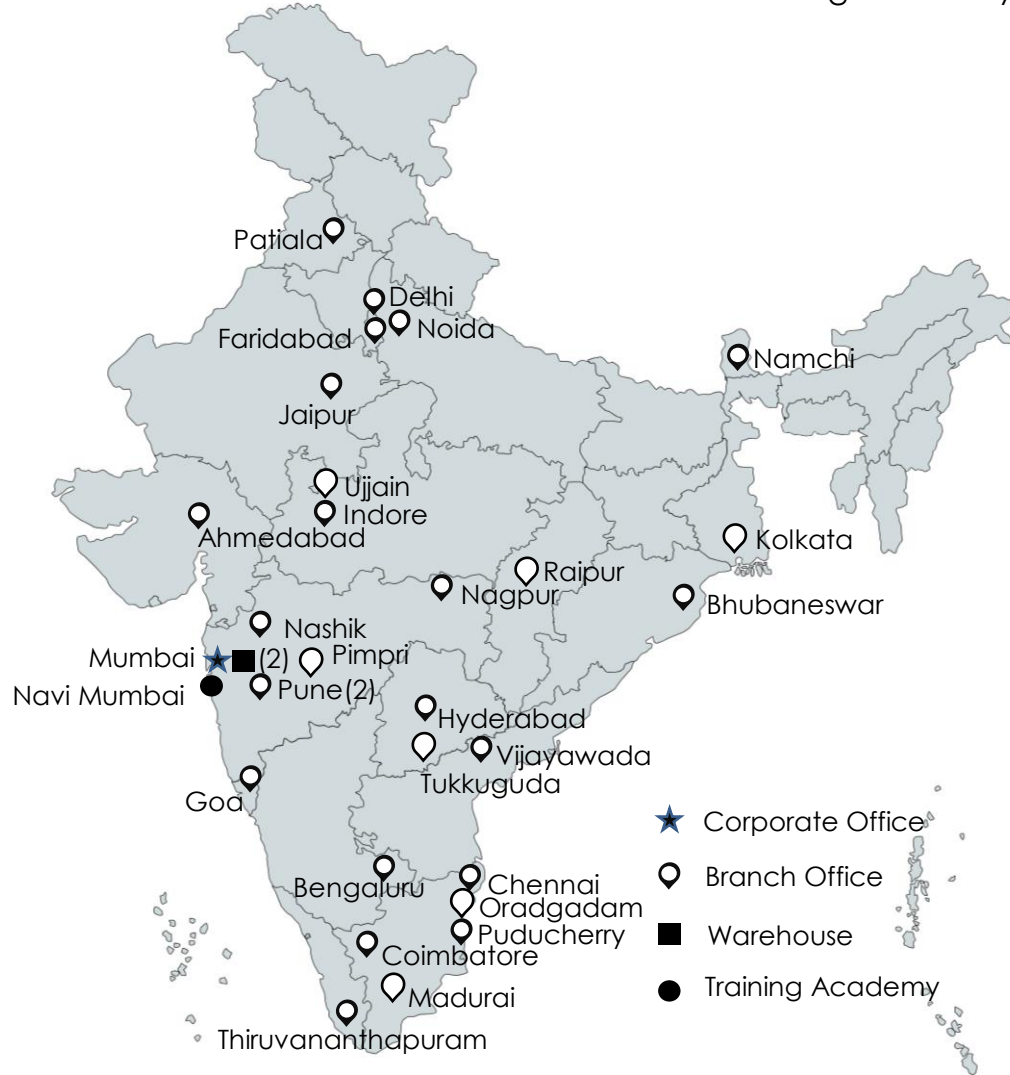


Services are offered through the subsidiary company, Krystal Gourmet which operates a **central kitchen** in Kalina, Mumbai



Wide Geographic Presence

28 Branches* 2 Warehouses* 1 Training Academy*



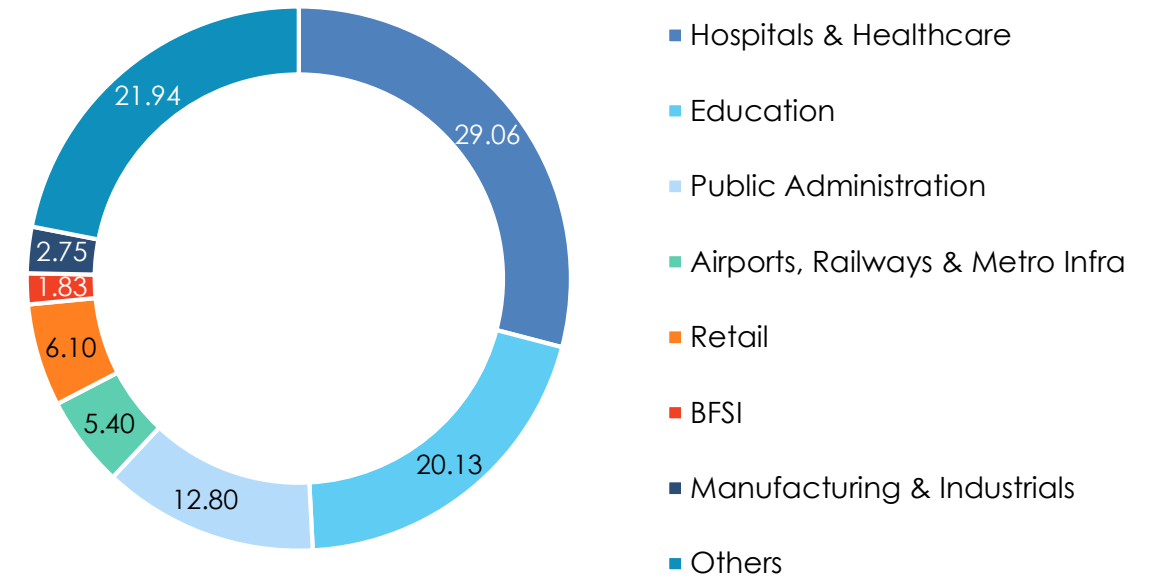
Serviced over 250 locations each for four existing customers*

- Client A**
 - Locations Serviced – 292
 - Sector – Private
- Client B**
 - Locations Serviced – 333
 - Sector – Private
- Client C**
 - Locations Serviced – 254
 - Sector – Government
- Client D**
 - Locations Serviced – 397
 - Sector – Government

Longstanding relationship with customers across diverse sectors with recurring business



End user industry segment wise sales mix (%) *



- Ability to maintain quality standards while consistently expanding the service offerings
- Ability to offer customized solutions to fit the needs of the customers
- Brand, market position and delivery of quality services across sectors
- Longstanding relationships with key customers and reduced revenue and earnings uncertainty**

* In Fiscal 2024

Key solutions provider to the government sector...

...with a track record of executing large contracts and among select companies in India to qualify for and service large, multi-location government projects*



Provides services to key government customers in the healthcare, education, airport, railways and metro infrastructure sectors, including to **Maha Mumbai Metro Operation Corporation Limited and Education Department, Brihanmumbai Municipal Corporation**



Also serves the municipal bodies, state government entities, electricity board and district consumer forums

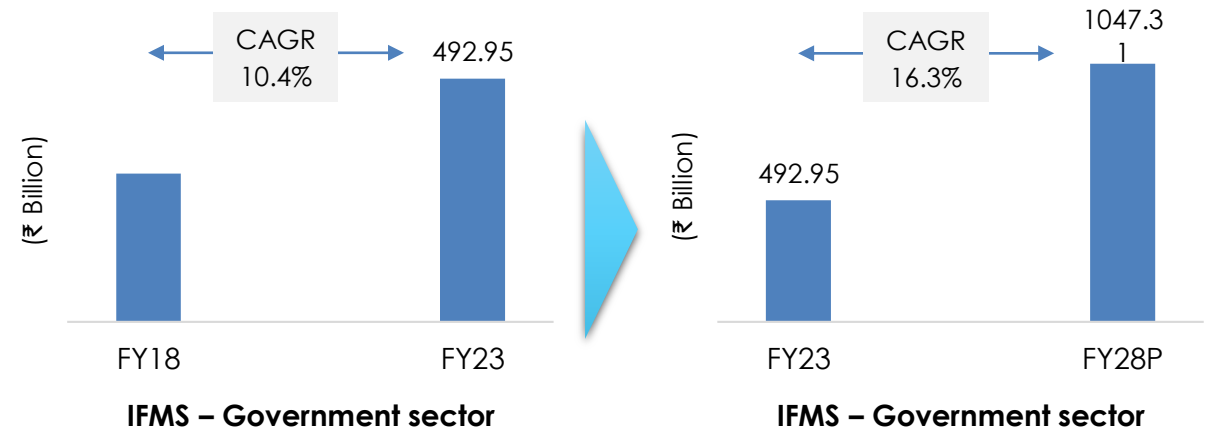
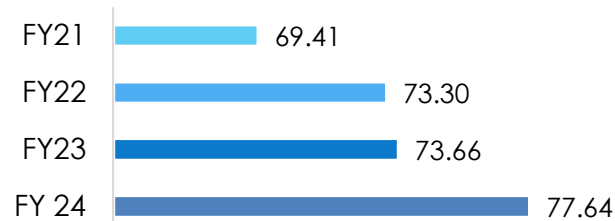


In FY24, provided IFMS, security and staffing services at **116 municipal and government offices, electricity board and district consumer forums.**

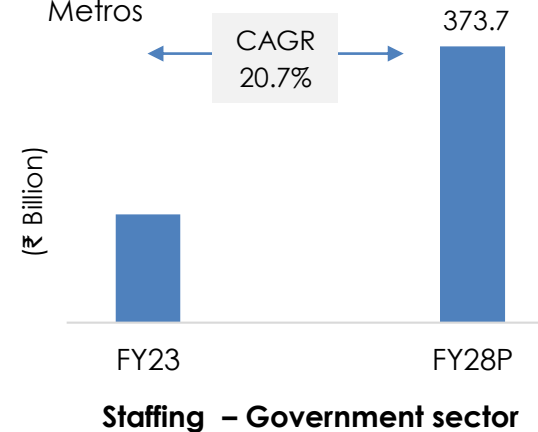


Experience and existing investment on manpower and machinery allow the company to bid competitively for existing projects upon expiration

Revenue from government contracts (%)



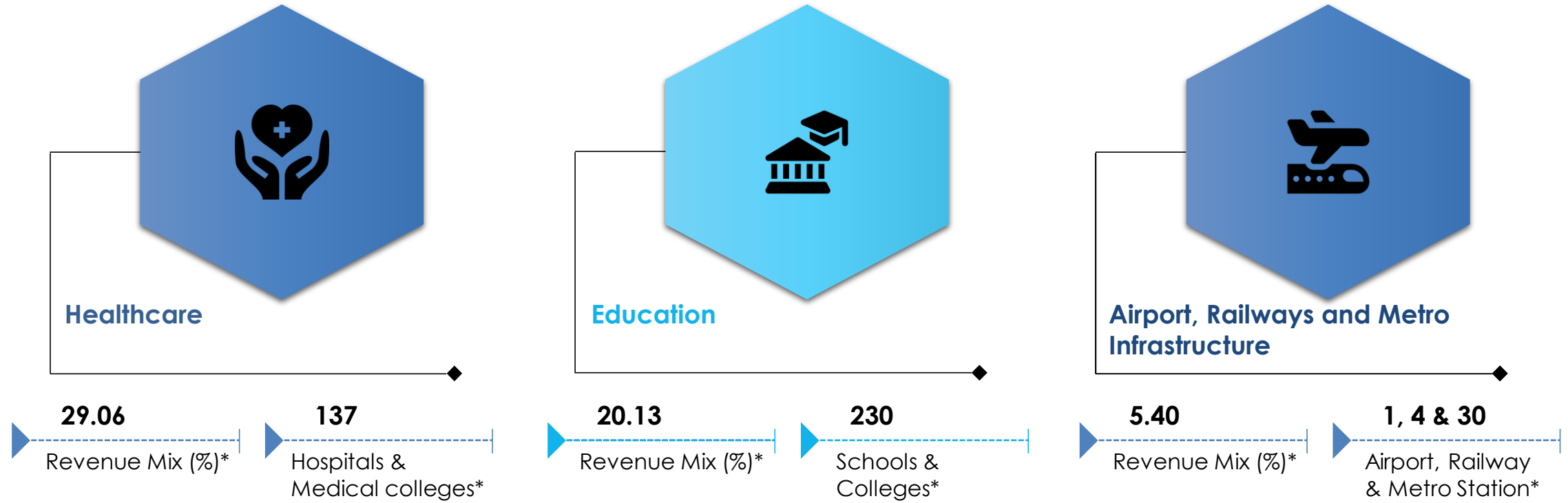
- The government sector has grown at a CAGR of 10.4% during FY18 – FY23, higher than the 6% recorded by the private sector
- The government sector is **expected to provide high growth opportunities** for Facilities Management in the long-term
- The key segments contributing to this opportunity are Industrial, Public Administration, Airports, Educational Institutions, Healthcare, and Railways & Metros



Amid the shortage of manpower, longer recruitment cycles and the awareness of staffing services, the demand from the government sector is expected to increase in the long-term across Healthcare, Education, Railways and Public Administration

Focused business model which is well-positioned to capture favourable industry dynamics

Expertise in catering to the healthcare, education, airport, railways and metro infrastructure sectors



Key Customers

PD Hinduja Hospital, National Cancer Institute



Growth Drivers

Outsourcing rates are expected to improve driven by the need for specialized skills, compliance and to ensure high-quality environment for patient care.

Key Customer

Education Department, Brihanmumbai Municipal Corporation

Growth Drivers

Increase in infrastructure assets, various government initiatives such as RISE, EQUIP & NEP 2020, along with sophistication of assets is expected to drive the demand for Facility Management services

Key Customers

Maha Mumbai Metro Operation Corporation Limited

Growth Drivers

- 100 new airports by 2024 under the UDAN program
- Privatize 20-25 airports between 2022-2025 to improve their operational efficiency
- Metro projects in 12 cities under development

Mix of Experienced & Dynamic Leadership



Sanjay Suryakant Dighe – CEO & Whole-time Director

- Previously associated with Birla Sun Life Insurance Company Limited. Associated with the Company as a Director since December 8, 2010. Involved in the core business management activities and focuses on the long-term growth and strategy planning
- Degree in mechanical engineering from Abhinava Abhyantriki Mahavidyalaya, Pune



Barun Dey – CFO and President – Finance & Accounts

- Previously associated with G4S Secure Solutions (India) Private Limited. Associated with the Company since July 4, 2019
- Associate member of Institute of Chartered Accountants of India



Milind Jadhav – President – Group Business Development

- Associated with the Company since April 1, 2001. Responsible for handling the government and special projects business and heads the business development and sales
- Bachelor in management studies and Masters in Business Administration with specialization in marketing management



Rahul Kamble – President – Group Operations

- Associated with the Company since October 8, 2002. Responsible for handling the government and special projects business and heads the service delivery operations and revenue recognition of the Company.
- Master's degree in the field of human resources development management (M.H.R.D.M.) from Mumbai University



Chandrashekhar Kokate – VP – Finance & Commercial

- Previously associated with Zicom Electronic Security Systems Limited. Heads the commercial, banking, supply chain management functions
- Bachelor's Degree in Commerce from University of Bombay



Col. Tushar Joshi – VP – Training & Quality

- Previously associated with the Indian Army. Currently, heads the training and development functions in the Company.
- Master's degree in business administration in the field of logistics and supply chain management from the University of Petroleum and Energy Studies, Dehradun



Viral Sheth – VP – Finance & Accounts

- Previously associated with Lucina Land Development Limited (Indiabulls). Currently, heads the direct and indirect taxation department in the Company
- Associate member of Institute of Chartered Accountants of India



Col. Rajeev Ranjan – VP – Recruitment

- Previously associated with the Indian Army. Currently, responsible for the operational recruitment function in the Company
- Master's degree in science from the University of Pune and a post graduate certification in human resource management from the Indian Institute of Management, Shillong.



P. M. Sreeram – VP – Operations

- Previously associated with Kalpataru's Hospitality and Facility Management Services Private Limited. Currently, responsible for the service delivery operations in the Company for the South region
- Bachelor's degree in commerce from Sri Venkateswara University



Stuti Maru – Company Secretary and Compliance Officer

- Responsible for managing the company secretarial functions
- Associate member of the Institute of Company Secretaries of India

Robust workforce, coupled with strong recruitment and training capabilities

41,061

On-site employees*

339

Back office staff*

19.17%

Attrition rate**



Recruitment

- Leverage various channels like print media, digital advertisements and job fairs
- **Colonel (Retd.) Rajeev Ranjan** having experience of over 24 years with the Indian Army, heads the recruitment team



Strong track record of high employee satisfaction and improving retention rates



Employee Training Initiatives

- Established **Krystal Integrated Training Academy (KITA)**, at Vashi Maharashtra to train security guards, house keepers and facility attendants
- **Colonel (Retd.) Tushar Joshi** having experience of over 18 years with the Indian Army, heads the training & development functions
- Specific training program based on customer needs and requirements
- Conducted in-house, on sites and also as a part of refresher course and based on training needs



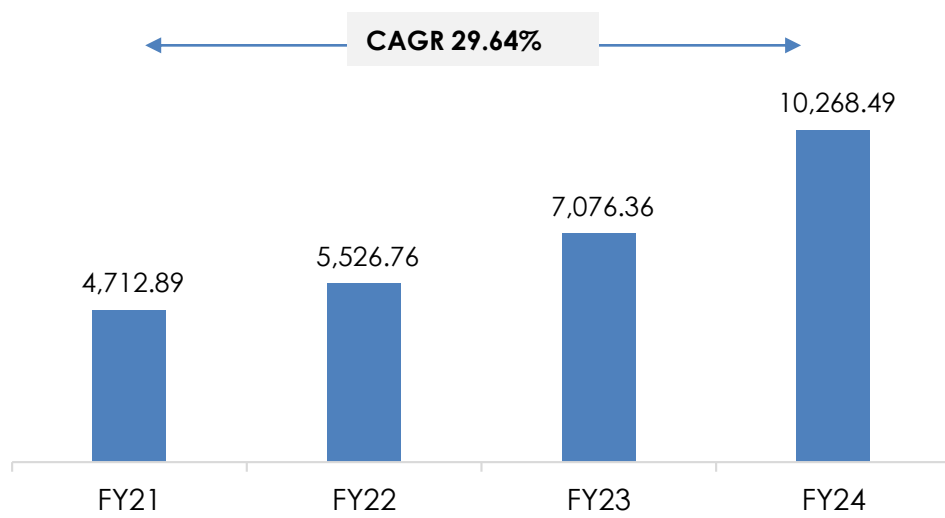
Employee Welfare Initiatives

- Provides fixed deposits to employees through a **registered credit cooperative society**
- Identification of high performing employees based on merit and quality of service
- Policy to provide recognitions through letters of appreciation to the employees based on their performance

Consistent Growth and Financial Performance (1/2)

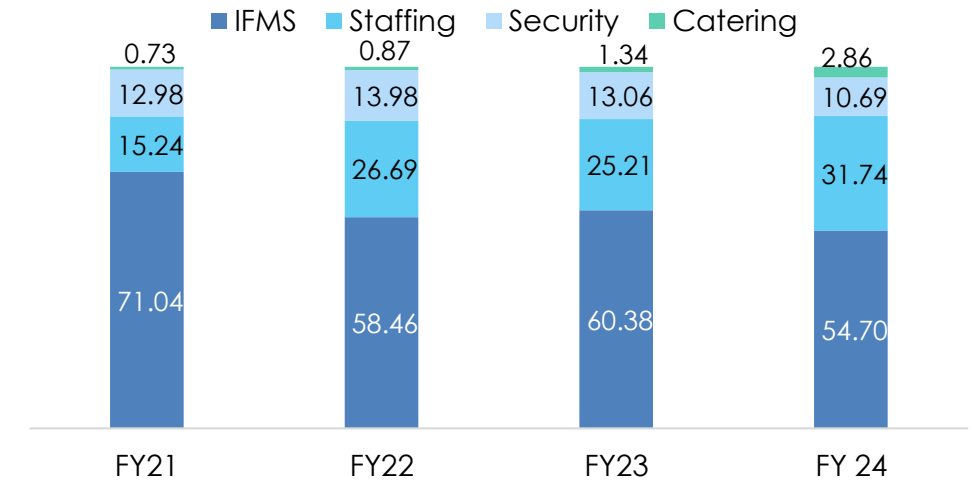
Revenue from Operations

(₹ Mn)



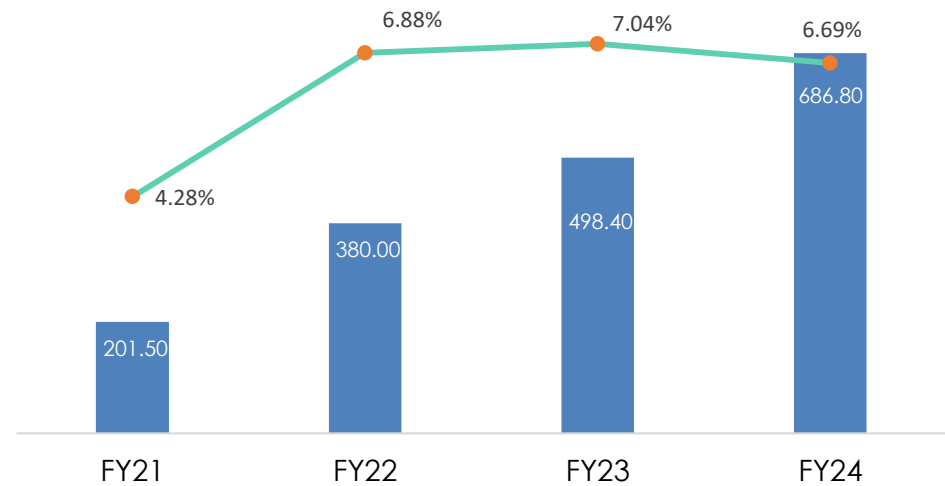
Revenue Mix

(%)



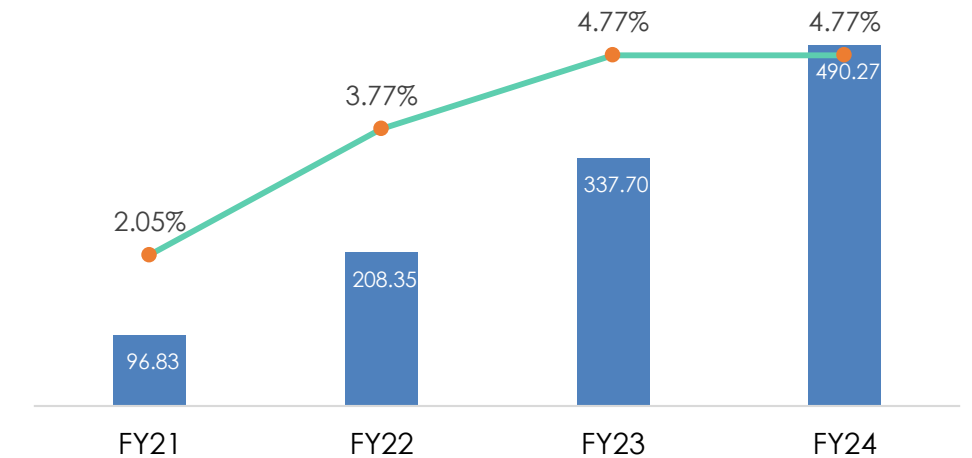
EBITDA & EBITDA Margin

(₹ Mn)



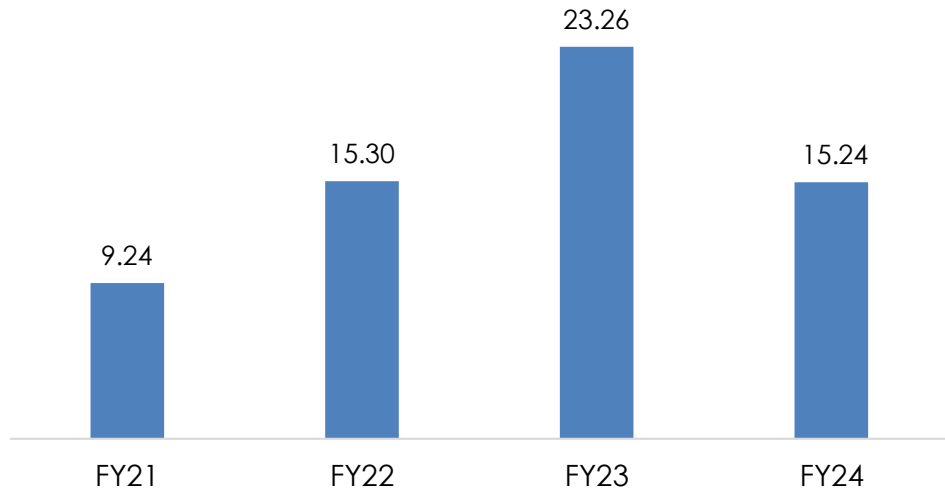
PAT & PAT Margin

(₹ Mn)

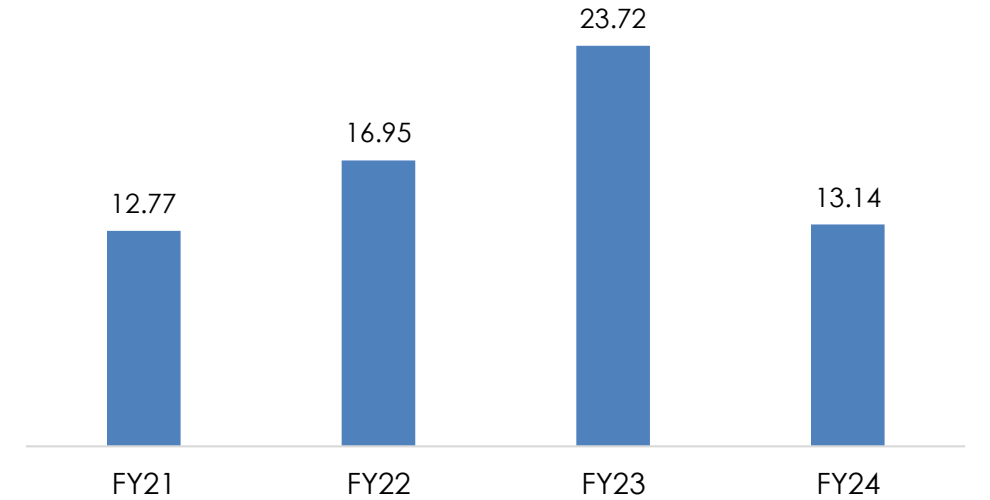


Consistent Growth and Financial Performance (2/2)

ROCE (%)



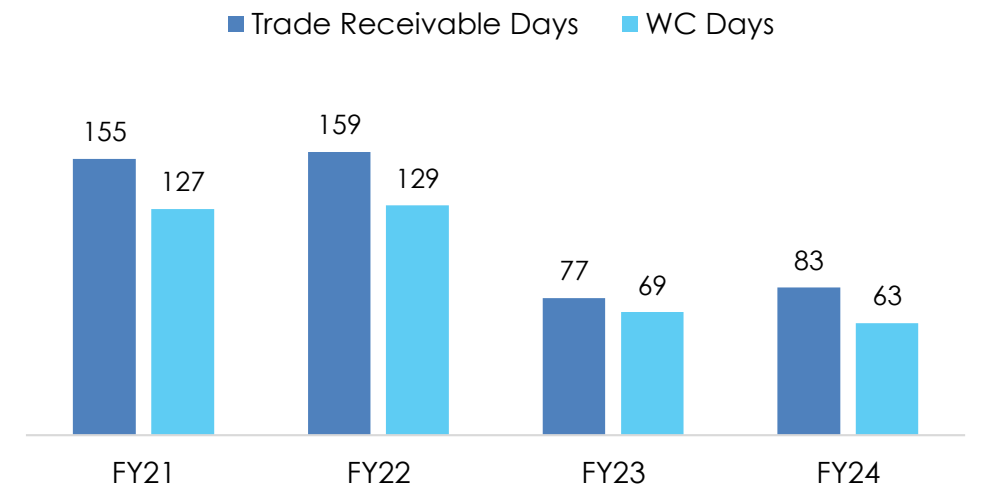
ROE (%)



Total Debt to Equity



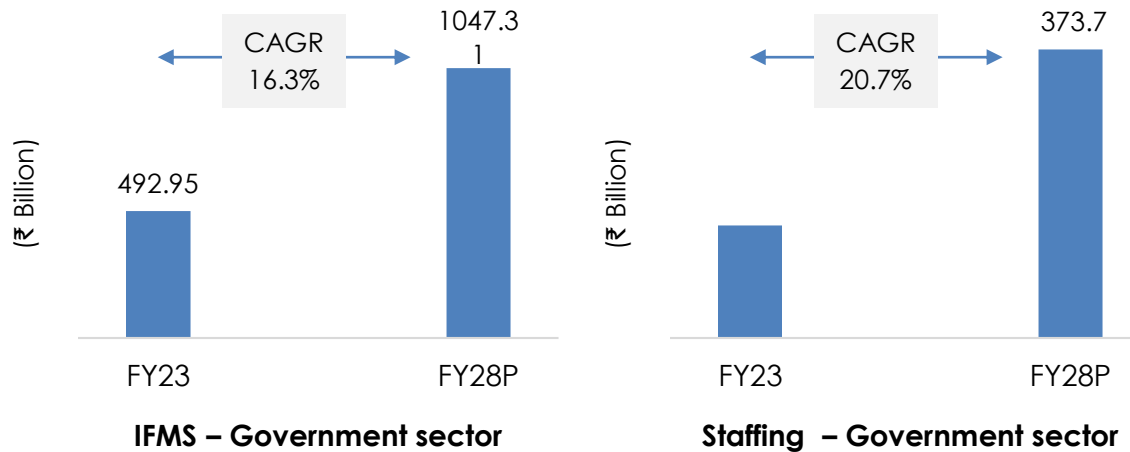
Working Capital Days





Strengthen operations across sectors by capitalizing on growing industry opportunities and adopting a sector wise focus

Intend to continue to focus on government customers, as well as on the healthcare, education, airport, railways and metro infrastructure and industrial sectors



- The government sector has grown at a **CAGR of 10.4%** during FY 18 – FY23, **higher than** the 6% recorded by the private sector
- Along with public infrastructure and government-run schools, railways, metros, and government hospitals are also expected to increase their outsourcing

- Amid the shortage of manpower, longer recruitment cycles and the awareness of staffing services, the demand from the government sector is expected to increase in the long-term across Healthcare, Education, Railways and Public Administration

Growth Drivers

Need for specialized skills

to ensure high-quality environment for patient care.



New airport and metro rail projects

Privatization of airports



Increase and sophistication of infrastructure assets



Focus on domestic markets
Passage of DESH Bill 2022



Retain, strengthen and grow customer base

- Aim to leverage wide range of offerings and presence to offer bundled services to customers across regions, thereby acting as a one-stop solution for customers, leading to increased wallet share
- Intend to further optimize bid selection and pricing strategies, and to meet the qualifying criteria for government contracts



Capitalize and build upon human resource strength, including recruiting & training capabilities

- Intend to continue to focus on recruitment of employees to meet the business needs
- Also intend to continue to focus on training and development needs to build employee capabilities and facilitate retention



Focus on operational efficiency

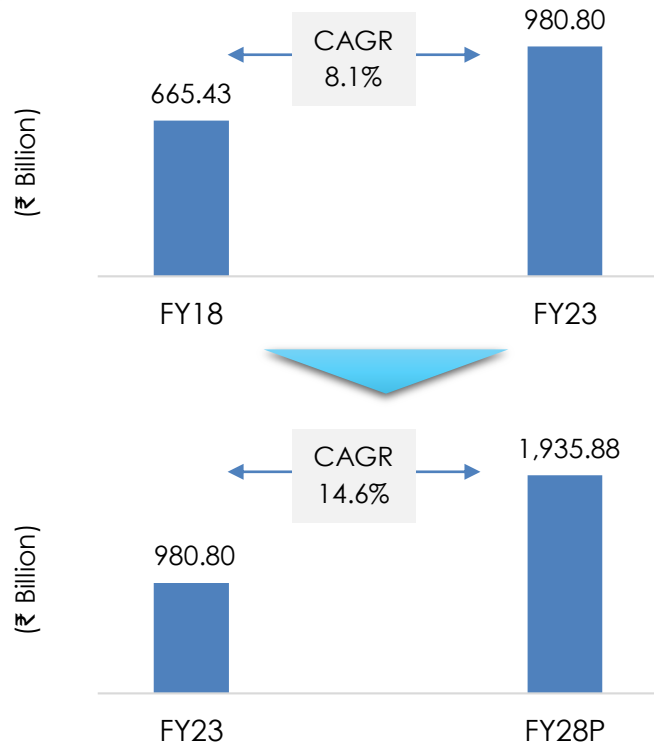
- Focus on improving operational efficiency to improve returns, including by increased technology integration
- Increasing use of robotics to boost cost efficiencies



Continue to improve profits and operating margins

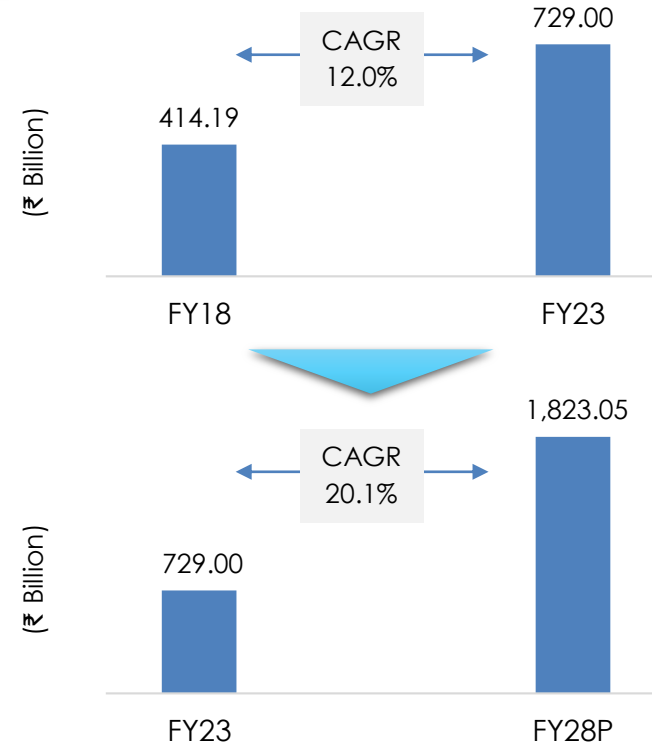
- Intend to continue to focus on improving profitability and operating margins, including by offering more value-added services to existing and to new customers

Outsourced IFMS



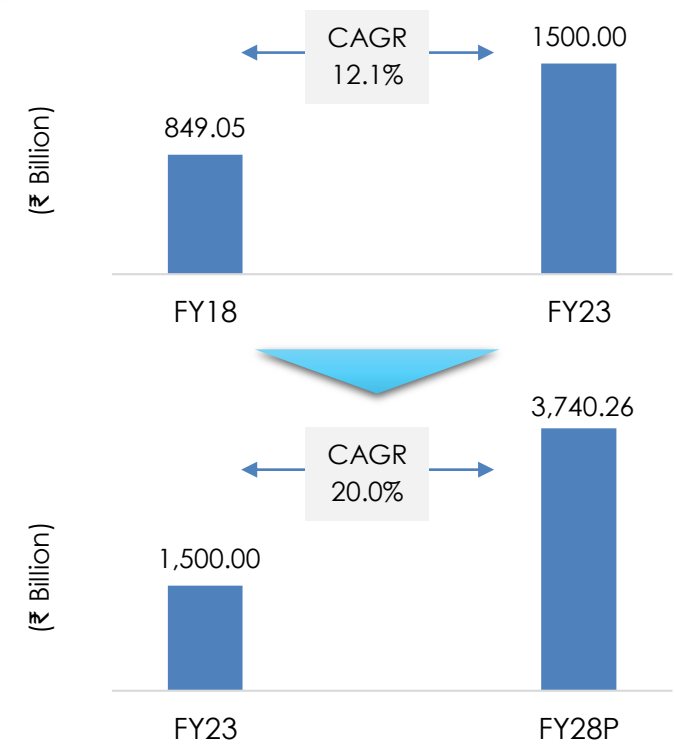
- Industrial, Public Administration, Railways & Metros, Commercial Offices, Retail, Airports, Healthcare & Education are the top end user segments that are anticipated to **drive the demand for IFMS** between FY23 & FY28
- These eight segments account for 88.1% of the total Outsourced IFM Market in FY23

Staffing & Payroll Management



- Key growth enablers driving the Staffing and Payroll Management Services Market in India are the **need for flexible workforce**, availability of large manpower resources, growth in gig economy and regulatory compliance
- Several initiatives by the government such as the **Make-in-India and PLI schemes** are expected to create job opportunities & growth potential for staffing companies in the manufacturing segment

Private Security & Manned Guarding



- Evolution of the Manned Guarding Services through trends such as technology adoption and training resulted in improved service delivery, high confidence and willingness to outsource security related services
- Availability of manpower due to migration of workforce from rural to urban areas and regulations such as minimum wages have also led to the growth of market revenues

Quarterly Consolidated Statement of Profit & Loss



(₹ Mn)

Particulars	Q4 FY24	Q4 FY23	YoY	Q3 FY24
Income from operations	2921.67	1922.44		2830.74
Other Operating income	-	-		-
Total income	2921.67	1922.44	52.0%	2830.74
Total Raw Material Expenses	581.99	96.75		547.52
Employee Cost	2032.34	1600.62		2027.95
Other Expenses	119.31	129.95		66.18
Total Expenditure	2733.64	1827.32		2641.65
EBITDA	188.03	95.12	97.7%	189.09
EBITDA Margin %	6.44%	4.95%	149 bps	6.68%
Depreciation	18.72	16.12		17.40
Other Income	23.99	20.83		15.37
Interest	29.68	25.96		30.33
Profit Before Tax	163.62	73.87	121.5%	156.73
Tax	6.18	(18.58)		29.47
Profit After Tax*	157.44	92.45	70.3%	127.26
PAT Margin	5.39%	4.81%	58 bps	4.50%
Basic EPS	13.58	8.02	69.3%	11.04

* Excluding profit from discontinued operations

Annual Consolidated Statement of Profit & Loss



(₹ Mn)

Particulars	FY21	FY22	FY23	FY24
Revenue from operations	4,712.89	5,526.76	7,076.36	10,268.49
Other Income	30.20	21.81	33.29	80.01
Cost of material and store and spare consumed	202.30	242.26	323.04	1,623.14
Employee benefit expense	3,998.55	4,713.28	5,919.04	7,678.80
Finance costs	90.60	87.78	94.92	119.84
Depreciation and amortisation expense	46.90	42.95	46.57	71.45
Other expenses	310.52	191.24	335.93	279.74
Restated profit before tax from continuing operations	94.22	271.06	390.16	575.52
Tax (Current Tax + Deferred Tax)	(2.61)	62.71	52.45	85.25
Restated profit for the year from continuing operations after taxes	96.83	208.35	337.71	490.27
Restated profit from discontinued operations (after taxes)	69.66	53.16	46.42	-
Restated profit for the year after tax and before share of profit from joint venture	166.49	261.51	384.13	-
Share of profit of joint venture	1.75	1.23	0.31	0.42
Restated profit for the year	168.24	262.74	384.44	*494.43
Basic EPS (in ₹)	14.45	22.69	33.33	42.30

* Includes Other Comprehensive Income

The Board has recommended Dividend of Rs. 1.50/- per equity share, i.e. 15% of face value Rs. 10/- each, for FY24, subject to shareholders approval

Consolidated Balance Sheet



(₹ Mn)

Particulars	FY21	FY22	FY23	FY24
Equity Capital	57.62	57.62	57.62	139.72
Other Equity	1,303.13	1,580.93	1,576.50	3622.50
Borrowings (Current + Non-Current)	653.11	725.51	479.92	832.59
Lease Liabilities (Current + Non-Current)	28.52	14.08	25.46	44.35
Provisions (Current + Non-Current)	101.14	115.48	131.33	131.85
Trade Payable	379.36	514.97	158.49	562.11
Other Financial Liabilities (Current)	567.59	597.92	555.08	813.04
Other Current Liabilities	294.22	437.34	450.28	323.92
Total Equity & Liabilities	3,384.70	4,043.85	3,434.68	6,470.08
Fixed Assets (incl. PPE, CWIP, RoU Assets & Intangible Assets)	729.72	710.51	806.42	829.74
Investments (Non-Current)	14.69	18.54	28.94	30.65
Deferred Tax Assets (net) (Non-Current)	80.23	56.00	74.50	43.68
Income Tax Assets (net) (Current + Non-Current)	88.10	134.65	85.50	133.82
Other Non-current Assets	-	80.56	-	292.53
Inventory	22.43	58.81	6.11	6.35
Trade Receivable	2,002.43	2,411.60	1,496.10	2,323.64
Cash & Cash Equivalents (incl. Other Bank Balances)	232.72	233.65	191.65	1,800.16
Loans (Current)	16.94	18.02	251.51	726.72
Other Financial Assets (Current + Non-Current)	112.30	243.45	440.65	221.84
Other Current Assets	85.11	78.06	53.30	60.96
Total Assets	3,384.70	4,043.85	3,434.68	6,470.08

IFMS	Integrated Facility Management Services
MEP	Mechanical, Electrical & Plumbing
PSARA license	License under The Private Securities Agencies Regulation Act, 2005
RISE	Revitalising Infrastructure and System in Education
EQUIP	Education Quality Upgradation and Inclusion Programme
NEP 2020	National Educational Policy 2020
UDAN	Ude Desh ka Aam Naagrik
Mn	Million
CAGR	Compounded Annual Growth Rate
EBITDA	Earnings before interest, taxes, depreciation & amortization expenses
PAT	Profit after Tax
EPS	Earnings Per Share



Thank You!