

November 16, 2024

BSE Limited

25th Floor, P J Towers,
Dalal Street, Fort,
Mumbai - 400 001
Scrip Code: 531637

Dear Sirs,

Sub. : Investor Presentation on Financial Performance of the Company

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2024.

This is for your information and dissemination on your website.

Thanking You,

Yours Faithfully,

For Praveg Limited

(Formerly known as Praveg Communications (India) Limited)

Mukesh Chaudhary

*Company Secretary &
Compliance Officer*

Encl. : As Above

PRAVEG LIMITED

(Formerly known as Praveg Communications (India) Limited)

Regd. Office: 18th Floor, Westport, Opp. Montecristo Banquet, Sindhu Bhawan Road, Thaltej, Ahmedabad - 380058
CIN: L24231GJ1995PLC024809 | Phone: +91 79 27496737 | Email: info@praveg.com | Website: www.dizcoverpraveg.com



PRAVEG LIMITED

PRAVEG
Accelerating ideas



PRAVEG'S TOURISM ONE

Investor Presentation

Q2 FY25



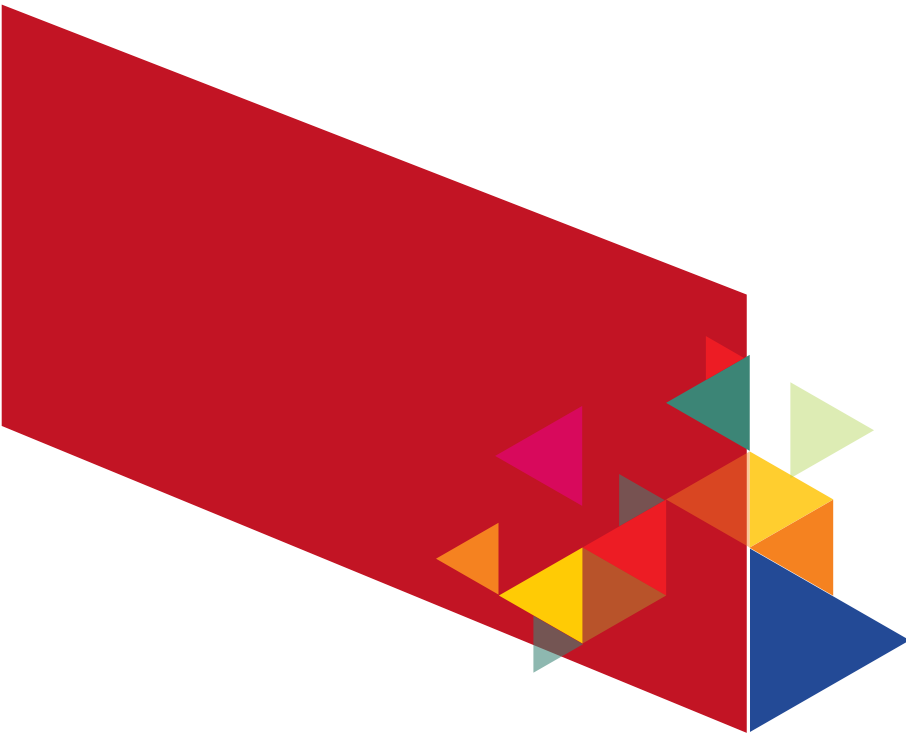


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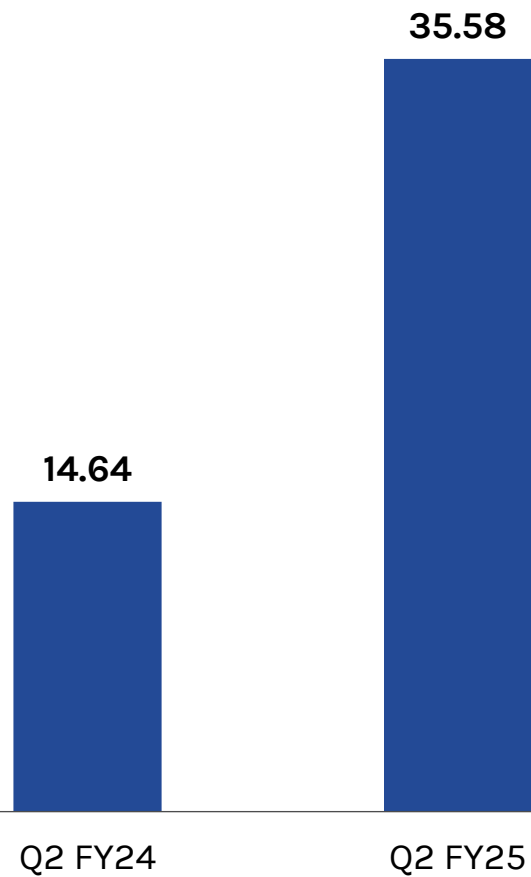
Q2 FY25 Financial Highlights



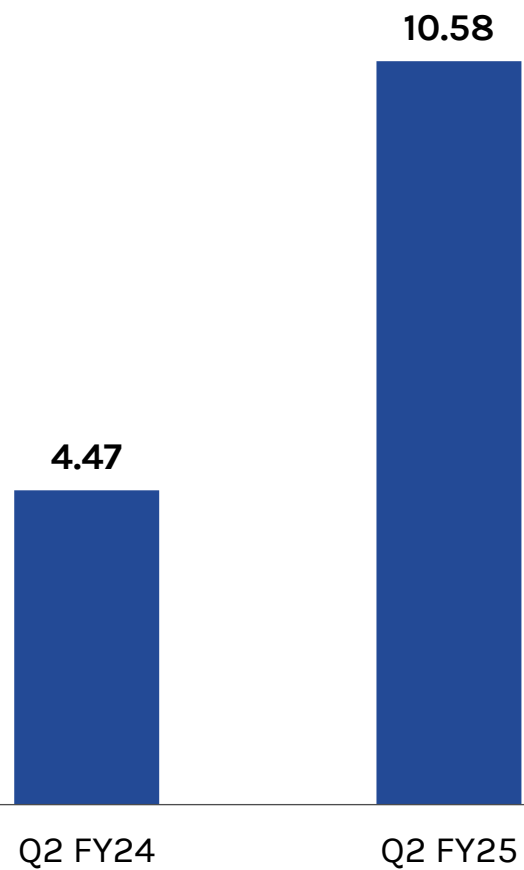
Q2 FY25 Consolidated Performance Highlights

All Figures In ₹ Cr

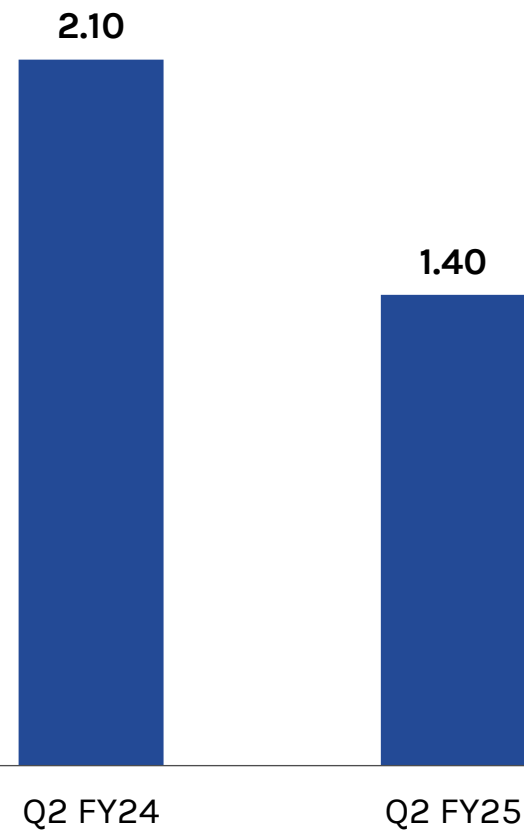
Total Income



EBITDA



Net Comprehensive Income

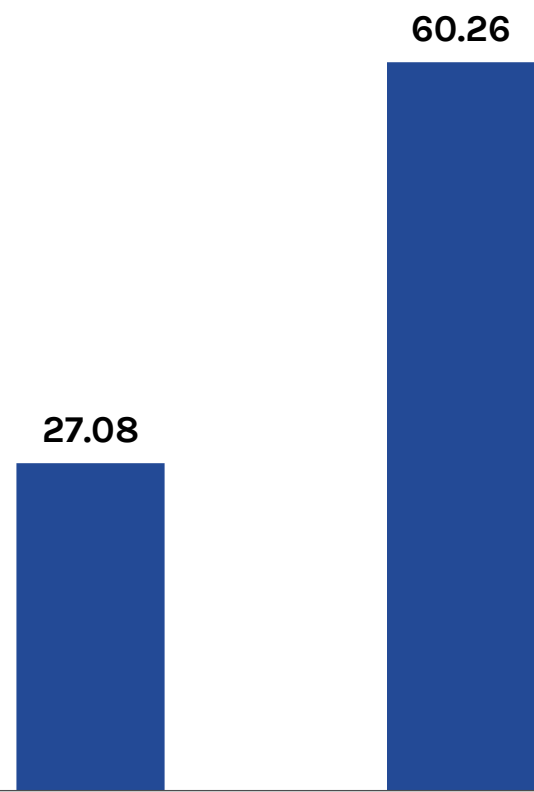




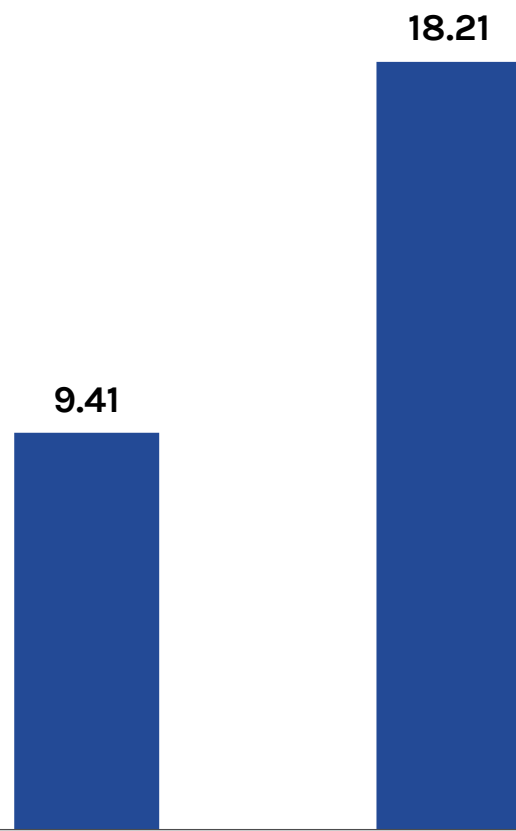
H1 FY25 Consolidated Performance Highlights

All Figures In ₹ Cr

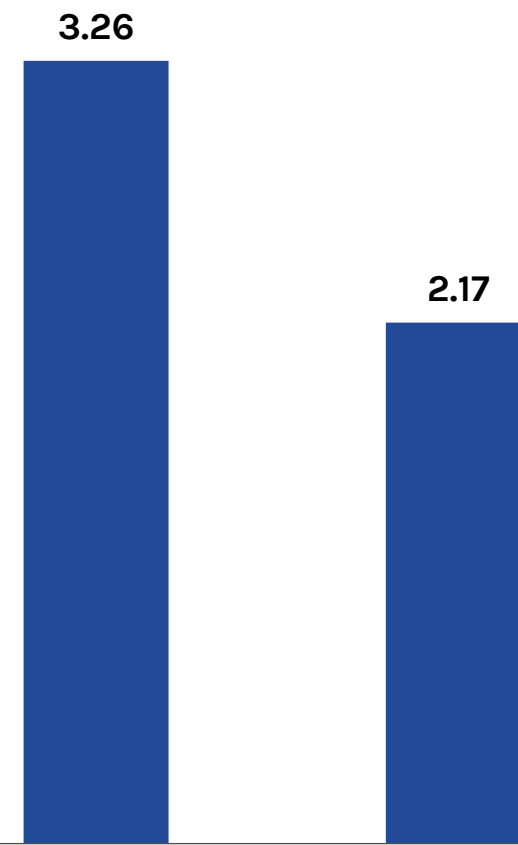
Total Income



EBITDA



Net Comprehensive Income



Q2 FY25 Performance

In ₹ Cr

Particulars	Consolidated		Standalone	
	Q2 FY25	Q2 FY24	Q2 FY25	Q2 FY24
Net Sales	31.44	14.03	23.69	14.03
Other Income	4.14	0.60	4.11	0.60
Total Income	35.58	14.64	27.81	14.64
Expenses				
Event & Site Expenses	16.09	5.98	11.79	5.98
Employee Benefit Expenses	5.72	2.85	5.03	2.85
Other Expenses	3.18	1.33	2.33	1.33
Total Expenditure	25.00	10.16	19.14	10.16
EBIDTA	10.58	4.47	8.66	4.48
EBIDTA(%)	0.30	0.31	0.31	0.31
Interest	1.90	0.09	1.57	0.09
Depreciation	6.37	2.26	5.19	2.26
PBT	2.31	2.12	1.91	2.12
TAX Expense	0.91	0.02	0.48	0.02
PAT	1.40	2.10	1.43	2.10
Other Comprehensive Income	0.00	0.00	0.00	0.00
Reported Net Profit	1.40	2.10	1.43	2.10
NPM(%)	0.04	0.14	0.05	0.14
Diluted EPS (₹)	0.55	0.97	0.56	0.97

In ₹ Cr

Particulars	Consolidated		Standalone	
	H1 FY25	H1 FY24	H1 FY25	H1 FY24
Net Sales	54.84	26.00	47.09	26.00
Other Income	5.43	1.08	5.40	1.08
Total Income	60.26	27.08	52.49	27.08
Expenses				
Event & Site Expenses	26.41	10.81	22.08	10.81
Employee Benefit Expenses	10.38	4.65	9.70	4.65
Other Expenses	5.27	2.21	4.43	2.20
Total Expenditure	42.06	17.67	36.21	17.66
EBIDTA	18.21	9.41	16.29	9.42
EBIDTA(%)	0.30	0.35	0.31	0.35
Interest	3.54	0.15	3.21	0.15
Depreciation	11.33	5.50	10.15	5.50
PBT	3.33	3.76	2.93	3.77
TAX Expense	1.17	0.50	0.74	0.50
PAT	2.17	3.26	2.19	3.27
Other Comprehensive Income	0.00	0.00	0.00	0.00
Reported Net Profit	2.17	3.26	2.19	3.27
NPM(%)	0.04	0.12	0.04	0.12
Diluted EPS (₹)	0.85	1.51	1.51	5.62



Q2 FY25 Operational Highlights

Secures Major Contract with Tourism Corporation of Gujarat

Awarded By:

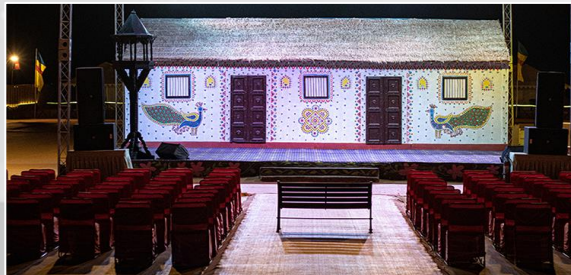
Tourism Corporation of Gujarat Limited

Project:

Operation, maintenance, and management of 30 Bhungas in Dhordo, Kutch.

Duration:

5 years



Expansion into Advertising & Event Management with Strategic Acquisition

Acquired Companies:

Abhik Advertising Private Limited

Bidhan Advertising and Marketing Private Limited

- Both companies have now become subsidiaries of the company.
- Expands company's footprint in the advertising and event management sectors.
- Provides enhanced opportunities to leverage assets, drive revenue growth, and increase market presence.





Established in 2008 under the visionary leadership of Mr. Mukesh Patel, an advertising stalwart with over two decades of experience in the industry, Abhik Advertising Private Limited has grown into a formidable player in the advertising and marketing space. In 2015, Mr. Abhik Patel joined the organization after completing his Bachelor's in Physiotherapy, bringing a fresh perspective and dynamic energy to the company.

In 2016-17, the company made a strategic acquisition of Bidhan Advertising and Marketing Private Limited, a 50-year-old legacy firm that had successfully launched renowned brands such as Hipolin and Sintex. This acquisition brought along esteemed accreditations like INS and IBF, significantly enhancing the company's credibility and market reach.

Abhik Advertising Private Limited Q2 FY25 Performance

In ₹ Lacs

Particulars	Q2 FY25	Q1 FY25
Net Sales	681.69	272.14
Other Income	0.82	0.52
Total Income	682.51	272.66
Expenses		
Event & Site Expenses	392.76	204.79
Employee Benefit Expenses	62.34	60.09
Other Expenses	44.31	56.76
Total Expenditure	499.41	321.64
EBIDTA	183.10	-48.97
EBIDTA(%)	26.83%	-17.96%
Interest	23.78	21.70
Depreciation	96.05	68.37
PBT	63.26	-139.04
TAX Expense	42.39	0.00
Net Profit	20.87	-139.04
NPM(%)	3.06%	-50.99%
Diluted EPS (₹)	104.34	-695.20



Bidhan Advertising and Marketing Private Limited, with its inception dating back over 50 years, has been a pioneer in the advertising landscape. The company has played a pivotal role in establishing iconic brands and continues to uphold its legacy of innovation and excellence.

With accreditations from INS and IBF, Bidhan Advertising is recognized as a trusted name in the industry, known for its expertise and strategic approach to advertising and media solutions.

Bidhan Advertising & Marketing Private Limited Q2 FY25 Performance

In ₹ Lacs

Particulars	Q2 FY25	Q1 FY25
Net Sales	92.86	22.02
Other Income	2.03	0.00
Total Income	94.89	22.02
Expenses		
Event & Site Expenses	38.07	33.21
Employee Benefit Expenses	6.45	5.67
Other Expenses	41.07	7.27
Total Expenditure	85.59	46.15
EBIDTA	9.30	-24.13
EBIDTA(%)	9.80%	-109.57%
Interest	9.27	0.38
Depreciation	22.75	0.00
PBT	-22.72	-24.51
TAX Expense	0.53	0.00
Net Profit	-23.25	-24.51
NPM(%)	-24.51%	-111.31%
Diluted EPS (₹)	-11.39	16.59

Key Offerings

Smart Toilets with Advertising Rights

- Sole rights for **120 smart toilets in Ahmedabad** under the PPP model, with **40 installations already completed**.
- **15-year advertising rights**, generating **₹ 3.4 Cr annually** with capital expenditure investment.

Private Hoardings in Gujarat

- Portfolio of **800 private hoardings** across Gujarat, prominently in **Ahmedabad, Baroda, and Rajkot**.
- Annual revenue generation of **₹ 15 cr** with significant CAPEX investment.

HPCL Hoarding Media Rights

- Exclusive rights for **800+ hoardings** across Gujarat and Rajasthan.
- **₹ 5 Cr annual revenue** without capital expenditure.

Government Business via UFO Digital Theatres

- Exclusive rights to procure **government business** for UFO digital theatres in Gujarat.
- Revenue generation of **₹3 Cr annually** with no CAPEX.

Adani Airports Partnership

- Authorized to procure business for **Adani Airports** from the Gujarat government.
- Generates **₹1.8 crore annually** without capital expenditure.

Expansion into Rajasthan

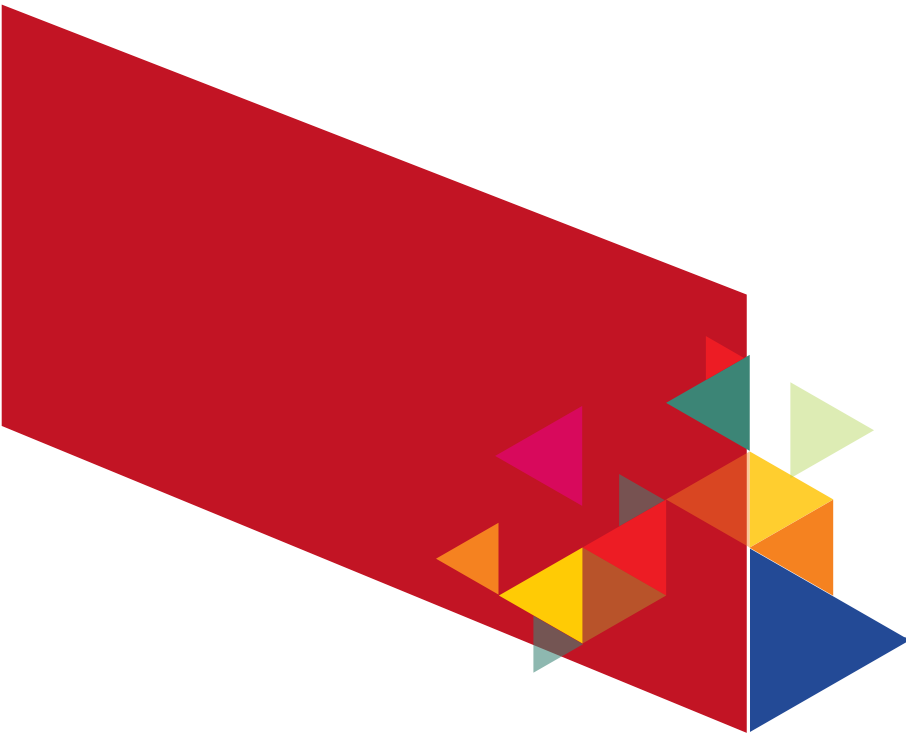
- Installed **two double smart toilets** in Jaisalmer city under a **municipal corporation-funded CAPEX model**.
- Revenue generation via hoardings in the city.

Ayodhya Development Project

- Development of **15,000 sq. ft. of advertising space** across Ayodhya.
- Targeted at leveraging **tourism potential**, expected to generate **₹80 lakh annually**.

Media Procurement Across Multiple Channels

- Active procurement in **newspapers, radio, television, and digital media**.
- Contributing **₹ 6 Cr annually** in revenue.



Company Overview



Praveg is a pioneer in eco-responsible luxury hospitality. The Company's resorts are located in areas of significance from a cultural and heritage point of view and places of exotic and natural beauty. The company's luxury tents allow access to locations, where no traditional construction is possible, which allows tourism to flourish while ensuring the preservation of delicate local ecosystems. Due to the premium quality of the company's tents and the high-end experience, the resorts enjoy very high occupancy, strong pre-sales at luxury hotel rates and a high return on capital due to the non-permanent structure of the resort.

Praveg is also a strong player in events due to its roots in event management and expertise in creating large, non-permanent, world-class structures in very short periods of time. The Events division has recently diversified into Weddings and Banquets hotels.





Key Facts & Figures



20+
Years of Experience



150+
Client Base



1,000+
Events



2,000+
Exhibition



Managing
13 Resorts



630+
Rooms



Spread Across
4.59 Lakh Sqm



Q2 FY25
Revenues - ₹ 35.58 Cr
EBITDA - ₹ 10.58 Cr
Net Profit - ₹ 1.40 Cr



5 Star
Category
Hotel



1,74,714+
Rooms Sold



7,46,559+
Meals served



ISO
9001:2015 Certified

Our Journey

- Establishment of Praveg Communications Pvt. Ltd.
- Awarded with a Gold Medal and 1st prize for Gujarat Pavilion at IITF
- Special Mention for Ahmedabad Pavilion (AMC) at Shanghai World Expo 2010, China
- Achieved a place in the Limca Book of Records for creating largest temporary stage & backdrop in Khel Mahakumbh
- Successfully organized Glorious Gujarat in the USA, a mega event attended by more than 15000 visitors
- Ventured into Hospitality Sector with White Rann Resort, Rann Utsav- A luxurious property with 76 rooms and top-notch amenities

2005-2015

- Successfully organized Glorious India Expo in the USA, a large-scale event attended by over 20,000 visitors
- Establishment of Tent City Narmada near Statue of Unity - A plush property with 200 rooms, conference halls and modern amenities
- Listing on BSE
- Launch of Real Estate Marketing Division
- Commencement of Skill Development Training Division

2017-2021

- Awarded with Adalaj Stepwell Project
- Obtained license from the Ministry of Information and Broadcasting for a satellite TV channel
- Selected as an agency for establishment of Varanasi Tent City
- Acquisition of land at 4 locations (Jawai, Velavadar, Dholavira, Ranthambore & Udaipur) for development of high-end Hospitality Projects

2022

- Awarded for Development, Operation, Maintenance and Management of Tent City at Ghoghla Beach, Diu
- Awarded with workorder for Development of Tent city at Light House Beach, Daman
- Awarded with workorder for Development of Tent city at Jampore Beach, Daman
- Awarded with workorder for Development of Tent city at Chakratirth Beach, Diu
- Establishment of Tent City Varanasi, a luxurious tented resort, beautifully located right on the banks of holy Ganga River.

2023

- Operations at Tent City in Light House Beach, Daman, Commenced from May, 2023
- Jampore Beach and Chakratirth Beach Launched on 12/08/2023
- Awarded for Set up and Operate Tent City at Kihim in Raigad District of Maharashtra on PPP Basis
- Awarded for Development, Operation, Maintenance and Management of Tent City at Nagoa Beach, Diu
- Awarded for Development and Operation of Damanganga Garden Kachigam, Daman
- Awarded for Operation, Maintenance and Management of Jalandhar House, Diu on license basis
- Awarded for Operation, Maintenance and Management of Damanganga Circuit House, Silvassa on license basis
- Opening of two properties namely Praveg's Tent City at Ayodhya, Uttar Pradesh and Beach Resort at Ghoghla Beach, Diu from the auspicious day of Deepavali
- Awarded for Development, Operation, Maintenance and Management of at least 50 tents at Agatti Island, UT of Lakshadweep
- Secured work orders in Lakshadweep Islands for developing and managing 200 tents on Thinnakara and 150 tents on Bangaram.
- Launched Safari Velavadar Resort in Gujarat, offering 12 luxurious cottages amidst the Blackbuck National Park.

2024



Our Core Competence

- Low-cost, high-return innovative hospitality concepts



- Long-term association with Tourism



- A wide network of travel agents and online travel agents across India



- Independent and sophisticated infrastructure



- Expert and experienced manpower



- Extensive experience in operating and managing 550+ hotel rooms under PPP mode with State Governments

- In-house creative studio



- A dedicated 24 x 7 Reservation Team for hospitality projects



- Skilled team members with proven hospitality experience



- Deployment of Quality Control Manager for training and quality assurance



- In-house experienced social media and IT team





Mr. Vishnukumar Patel
Chairman



Mr. Bhumit Patel
Whole time Director



Mr. Kalpesh Patel
Non Executive Director



Mr. Ajit Panda
Independent Director



Mr. Dilipkumar Patel
Independent Director



Mr. Mukesh Chaudhary
Company Secretary



Mrs. Bijal Parikh
Finance Director



Mr. Alpeshkumar Patel
Executive Director



Mr. Keyoor Bakshi
Independent Director



Mr. Rajendrakumar Patel
Independent Director

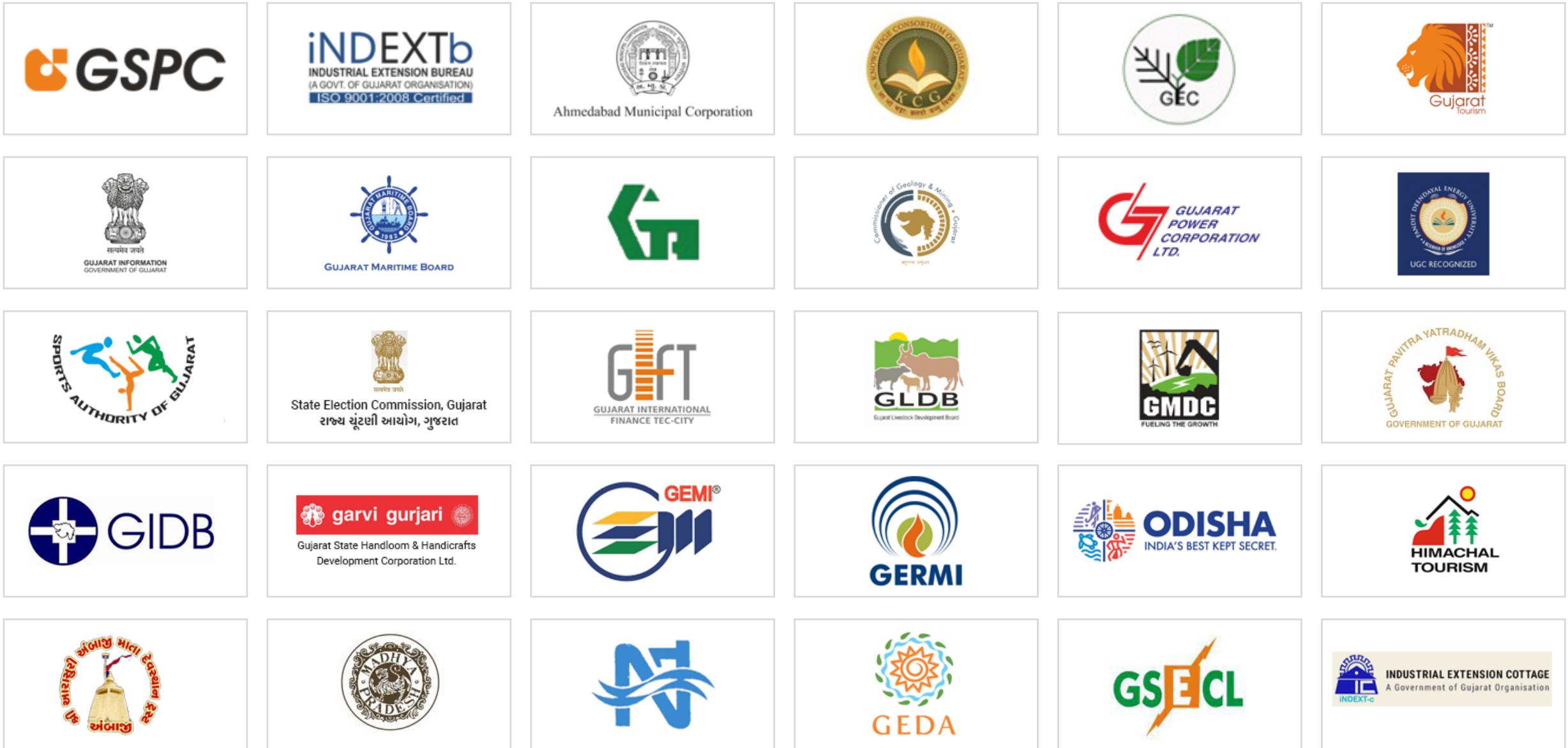


Ms. Pooja khakhi
Independent Director



Mr. Dharmendra Soni
Chief Financial Officer

Strong Client Base (Government Sector)



Strong Client Base (Government Sector)



Strong Client Base (Private Sector)



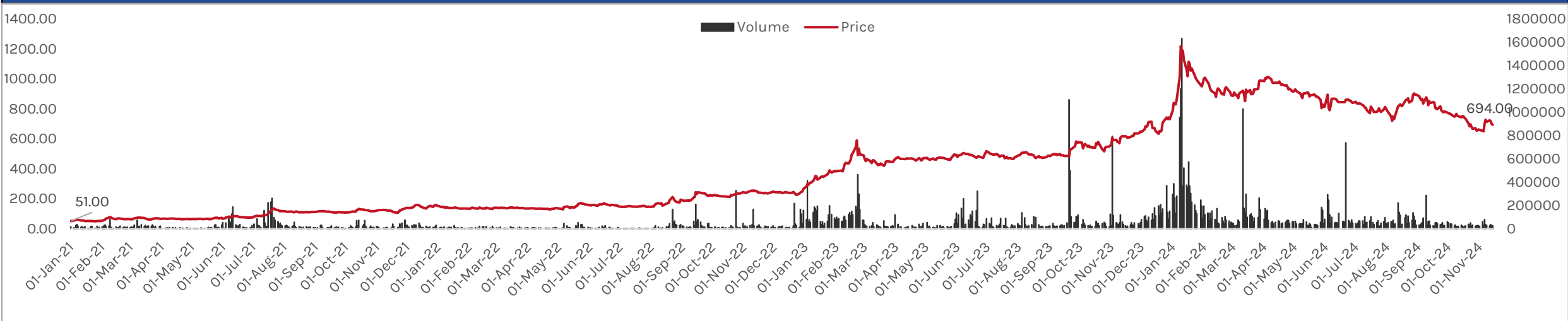
ENGINEERS INDIA LIMITED





BSE: 531637 ISIN: INE722B01019 As on 14-11-2024		Share Holding Pattern As on 30-09-2024	
Share Price (₹)	694.00	<ul style="list-style-type: none"> ■ Promoter & Promoter Group ■ NII ■ FII ■ DII 	
Market Capitalization (₹ Cr)	1,792.30		
No. of Shares Outstanding	2,58,25,637		
Face Value (₹)	10		
52 week High-Low (₹)	1,300.00 - 583.90		

Share Performance From 01-01-2021 To Till Date





Business Overview




Tourism & Hospitality



Exhibitions & Events



Work Order for Luxurious Tent Resorts in Lakshadweep's Islands

- 
- Creation of 200 luxury tents on Thinnakara Island and 150 on Bangaram Island.
 - Offering high-end amenities such as Scuba Diving, Destination Weddings, Corporate Events, Private Gatherings, a Health and Wellness Centre, Children's Play Area, and a Coffee Shop.
 - Project duration: initial term of five (5) years, with the potential for a two (2) year extension.

Received Work Orders from Department of Tourism, Union Territory of Lakshadweep, has issued work orders for the Development, Operation, Maintenance, and Management of luxury tent accommodations and various commercial activities on Thinnakara Island and Bangaram Island.



Ongoing Construction of Luxury Tent Resorts at Bangaram & Thinnakara Islands

Thinnakara

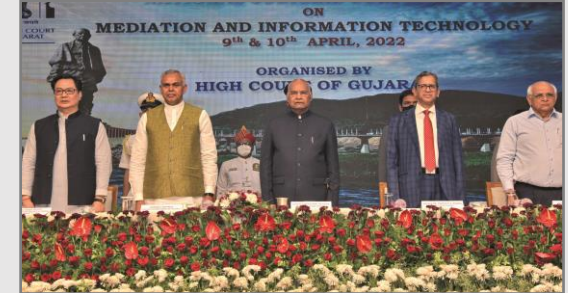


Bangaram





Tent City Narmada near Statue of Unity, Ekta Nagar (Kevadia) is operated and managed by Praveg successfully since 2018 in association with Gujarat Tourism. The facility offers an assorted range of luxurious tented accommodation to the Statue of Unity tourists with unmatched hospitality.



Best Eco Resort-Runner Up in Gujarat Travel & Tourism Excellence Awards in 2021



Since
2018



Spread Across
1,24,000
Sqm



Tents
200



Guest Served
Since Inception
1,59,000+



Well-Equipped
Conference Halls
9



Average Price
₹ 10,623



Events Arranges
2015



White Rann Resort is the luxurious tent and bhunga operations at Dhordo, Kutch in association with Gujarat Tourism for an internationally-acclaimed Rann Utsav Festival. The facility, spanning over 40,000 Sqm, houses luxurious swiss tents and bhungas and offers exquisite hospitality. The Resort has been conferred "Deluxe" status by the Ministry of Tourism, Government of India.



Best Eco Resort – Runner Up in Gujarat Travel & Tourism Excellence Awards in 2019



Since
2015



Spread Across
40,000
Sqm



76
Rooms



Guest Served
Since Inception
6,300+



Praveg Resort Dholavira consists of 30 'A'-frame cottages and high-end facilities. A beautiful collection of triangle cottages, rising 20ft from the ground, with appealing interiors and glass wall that opens to the wide open sky to offer a chance to indulge in stargazing from your bed.



Since
**November
2023**



Spread Across
7,800 Sqm



Cottages
30



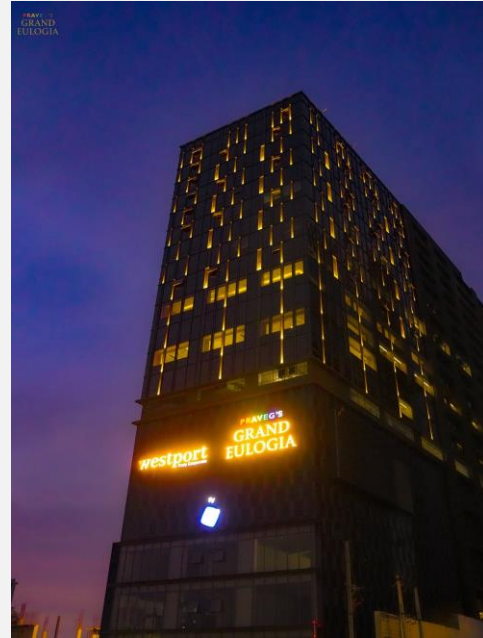
No. Of Guests
served since
Inception
2,800+



Average Price
₹ 9,666

PRAVEG'S GRAND EULOGIA

Ahmedabad's only 5-star hotel offers unparalleled luxury. With a 20th-floor pool, a ₹ 1 Cr. Chauri concept, the city's largest Honeymoon suite, and a 60 ft stage, it's the ideal venue for any event. Bose sound, a 32 ft LED screen, full-day banquets, and the city's largest facade screen add a touch of sophistication



Since
**October
2023**



Spread Across
13,187 Sqm



76
Rooms

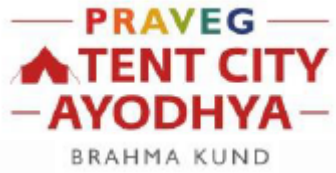


No. Of Guest serve
13,500+



Average Price
₹ 5,201

Tent City Ayodhya, Brahmakund, Uttar Pradesh



Within walking distance from the Ram Lalla Temple in Ayodhya, Tent City Ayodhya stands as an upscale resort beautifully reflecting the divinity of Lord Rama and Ayodhya, a revered birthplace of the Lord, through its engrossing theme and ambience.



Since
**November
2023**



Spread Across
8,120 Sqm



Cottages
30



No. Of Guest Serve
7,200+



Average Price
₹ 11,593



Tent City Ayodhya, Saryu, Uttar Pradesh

PRAVEG
TENT CITY
AYODHYA
BRAHMA KUND • SARYU

Praveg Tent City, Saryu, in Ayodhya, an eco-responsible luxury resort offering an immersive experience near the tranquil Saryu River. Blending comfort with nature, this retreat invites guests to explore the spiritual and cultural heritage of the region.



Since
February
2024



Spread Across
8,889 Sqm



Cottages
39



Guest Served
Since Inception
9,100+



Average Price
₹ 9,256



Safari Resort, Velavadar, Gujarat



Praveg Safari Velavadar Resort on the backdrop of Velavadar's stunning natural beauty provides 12 luxurious cottages surrounded by the beauty of the Blackbuck National Park. The Resort offers facilities including a gourmet restaurant, a man-made pond, and an infinity pool, the resort invites guests to indulge in tranquility and elegance.



Since
**March
2024**



Spread Across
**15,000
Sq. Ft**



Cottages
12



ARR
7,843

Beach Resort, Light House, Daman



Praveg Beach Resort, a seaside resort with panoramic sea views at the Lighthouse Beach and Jampore Beach in Daman. Praveg Beach Resort - Lighthouse Beach offers 33 independent luxury cottages with rich interiors, top-notch amenities and breathtaking panoramic sea-views. Praveg Beach Resort - Jampore Beach houses 28 luxurious Cottages with refreshing interior and 7 Machans Cottages that rise 8 feet above the ground overlooking the sea.



Since
May 2023



Spread Across
10,000 Sqm



Tents
33



Well-Equipped
Conference Halls
1



Guest Served
Since Inception
30,300+



Average Price
₹ 8,810

Beach Resort, Jampore, Daman



Praveg Beach Resort, an eco resort on the Jampore Beach is an ensemble of 28 luxurious Cottages with refreshing interior to offer complete serenity to those looking to escape into nature and 7 Machans Cottages that rise 8 feet above the ground overlooking the sea.



Since
October 2023



Spread Across
7,900 Sqm



Cottages
35



Guest Served
Since Inception
22,000+



Average Price
₹ 9,585

Beach Resort, Nagoa Beach, Diu



Praveg Beach Resort, Nagoa, offers a luxurious beachfront escape on Diu's pristine Nagoa Beach. With 31 premium tents and 4 dual-bedroom suites featuring sunset views, the resort boasts upscale amenities, including a swimming pool, event lawns, conference facilities, and wellness areas, blending seaside elegance with natural beauty.



Since
May 2024



Rooms
35



Guest Served
Since Inception
2,700+



Average Price
₹ 7,325

Beach Resort, Chakratirth, Diu



Praveg Beach Resort on the Chakratirth Beach, Diu is a collection of 24 independent cottages and 6 machans with the panoramic views of Arabian Sea. The Resort offers seaside view with top-notch amenities and unmatched hospitality



Since
**October
2023**



Spread Across
5,650 Sqm



Cottages
30



Guest Served
Since Inception
17,500+



Average Price
₹ 9,420

Beach Resort, Ghoghla, Diu



Praveg Beach Resort consists of uniquely-designed wooden hobbit-inspired cabins lined with the serene Ghoghla Beach with mesmerizing sea-views and plush facilities.



Since
**November
2023**



Spread Across
9,300 Sqm



Cottages
35



No. Of Guest serve
13,600+



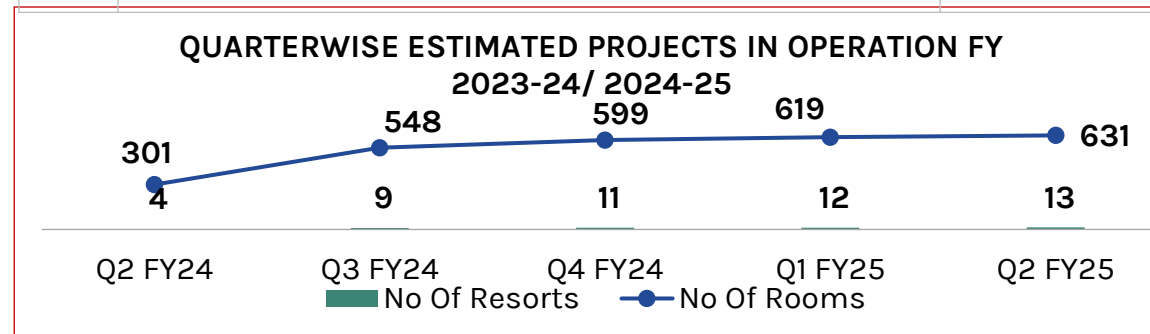
Average Price
₹ 8,860

CURRENT PROJECTS



UPCOMING RESORTS

Sr. No.	Resort	No. of rooms
1	Udaipur, Rajasthan	35
2	Ranthambhore, Rajasthan	30
3	Jawai, Rajasthan	22
4	Adalaj, Gandhinagar, Gujarat	10
5	Damanganga Garden Katchhi Gam, Daman	50
6	Kihim, Maharashtra	40
7	Kashid, Maharashtra	40
8	Agatti Island, Lakshadweep	50
9	Jalandhar House, Daman And Diu	42
10	Silvasa, Daman And Diu	38
11	Thinakara-I, Lakshadweep	100
12	Thinakara-II, Lakshadweep	100
13	Bangaram-I, Lakshadweep	50
14	Bangaram-II, Lakshadweep	100
Total Rooms		695





EXHIBITIONS & EVENTS



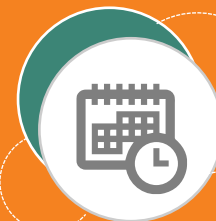
Praveg's core competence is in Exhibition and Event Management. Exhibitions are regularly organized by Praveg, nationally and internationally, and the portfolio includes projects in the USA, China, South Korea, Africa, Europe and in the Middle East. Praveg has organized many State events on turnkey basis to the fullest satisfaction of its clients.



1,000+
Events



2,000+
Exhibition



20+
Years



Finds a mention in the **Limca Book of Records 2014** having designed **the longest backdrop; largest multi-level temporary stage and the largest ball created out of 6400 nursery balls** during **Khel Mahakumbh held in South Gujarat University, Surat.**

Pavilion for Gujarat Tourism
Second Best Innovative Stall in VGGTS 2017

Pavilion of Gujarat Maritime Board
Adjudged The Best Stall of VGGTS 2013

Pavilion on Life of Swami Vivekananda
Adjudged The Second Best Stall of VGGTS 2013

Pavilion for Gujarat Tourism
Adjudged The Best Stall at STONA 2014 and MINING MAZMA 2013, held in Bangalore

Special Mention for **Ahmedabad Pavilion (AMC)** at Shanghai World Expo 2010, China

1st Prize with Gold Medal for **Gujarat Pavilion at IITF 2008**

More than 20 awards for **Gujarat Tourism Pavilions** at various exhibitions across the country

Award winning tableaus presented in Republic Day celebrations for **GSPC**

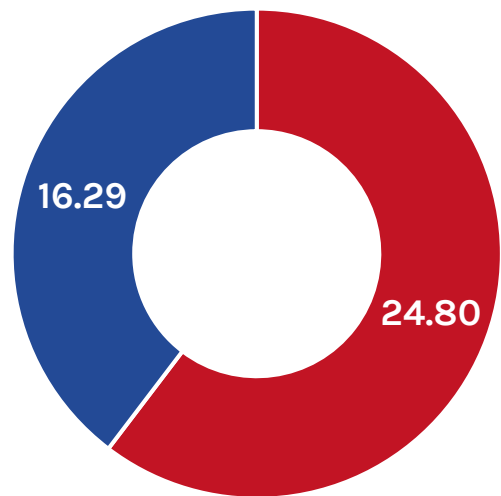




Business Vertical Wise Revenue Breakups

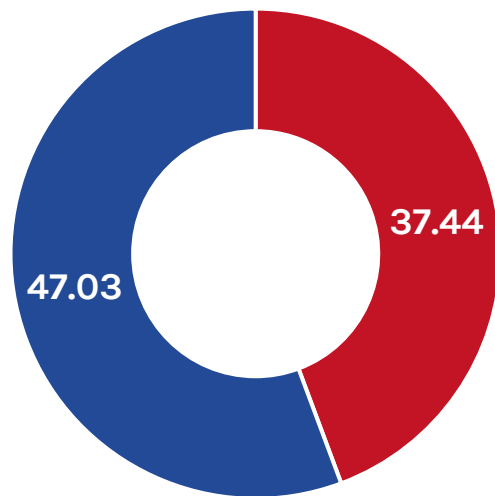
In ₹ Cr

FY22



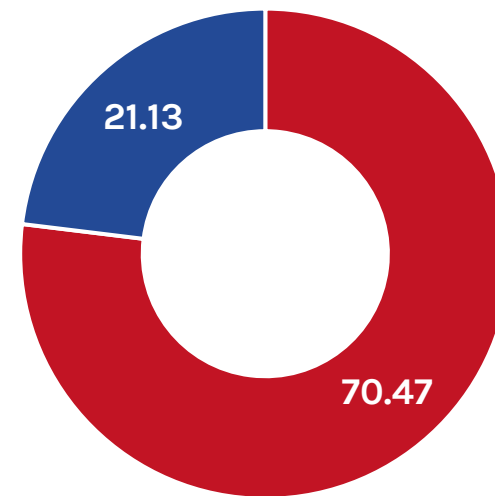
■ Tourism & Hospitality ■ Exhibitions & Events

FY23



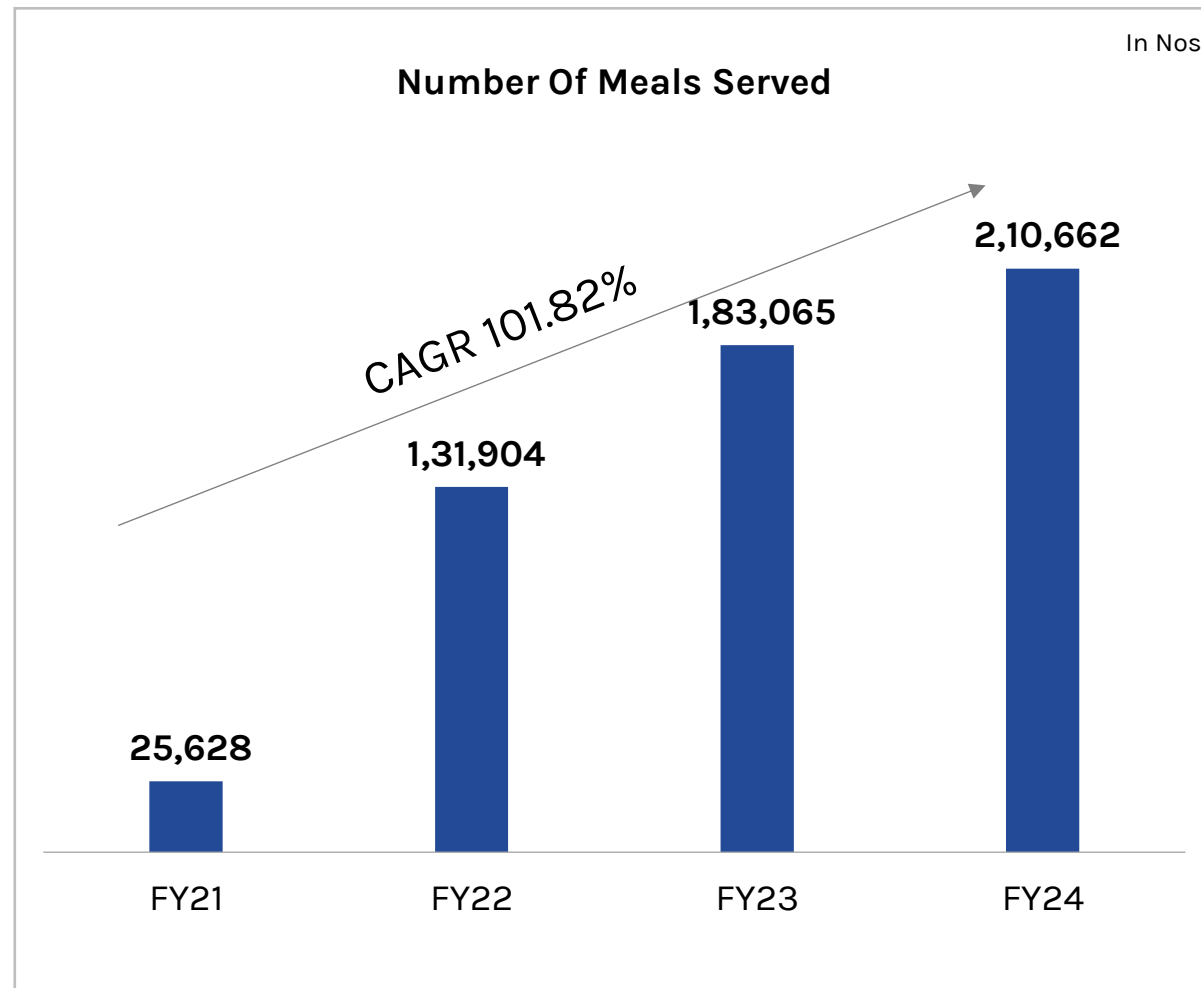
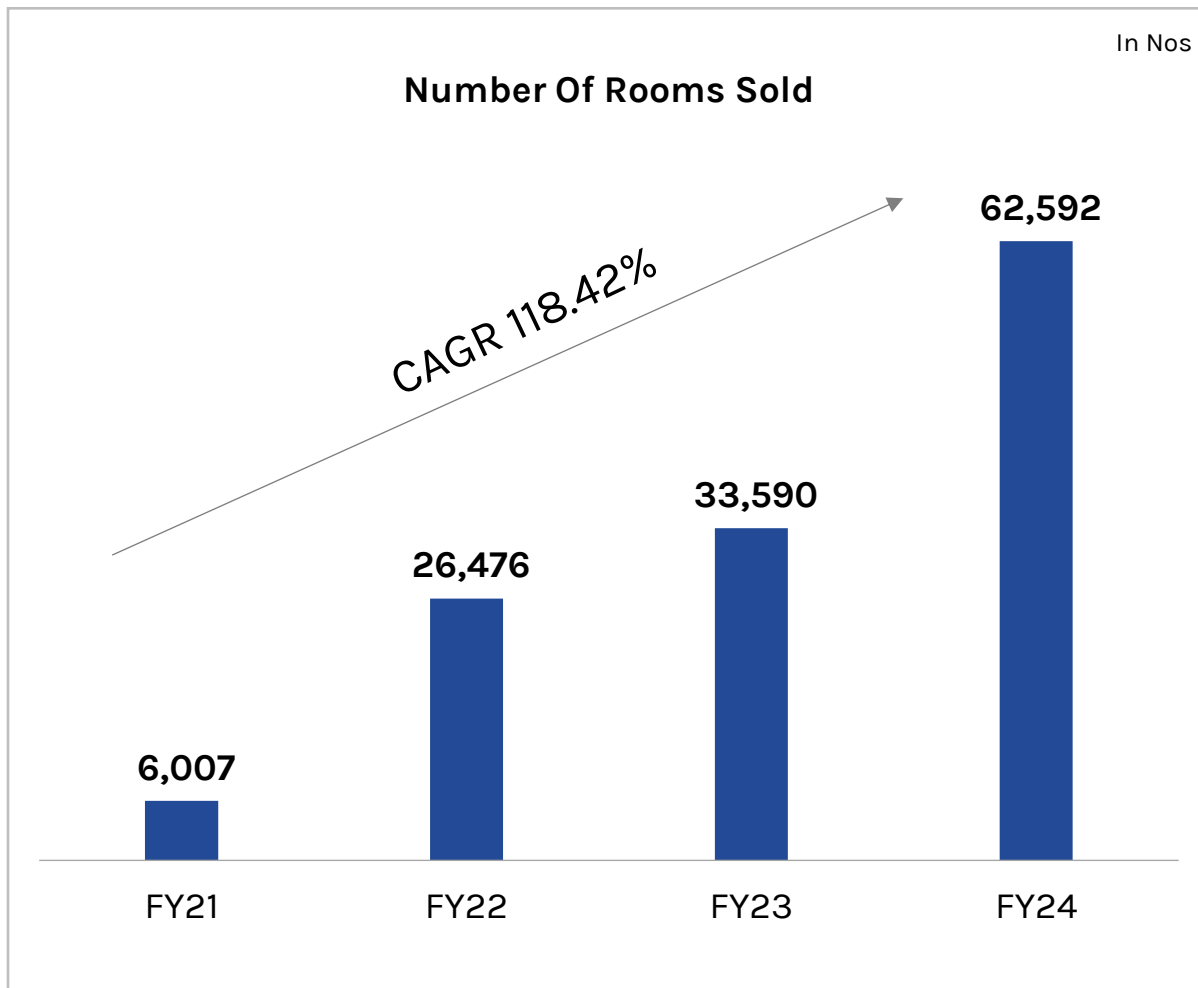
■ Tourism & Hospitality ■ Exhibitions & Events

FY24



■ Tourism & Hospitality ■ Exhibitions & Events

Increasing Revenue from Tourism & Hospitality Segment is improving Profitability



Continues growth in Hospitality Segment except in FY21 due to COVID-19



Vision 2028

Rooms **2,500 +**
Resort Locations **65 +**



Number Of Rooms

Existing Rooms

630+

Anticipated Room Addition

1500+

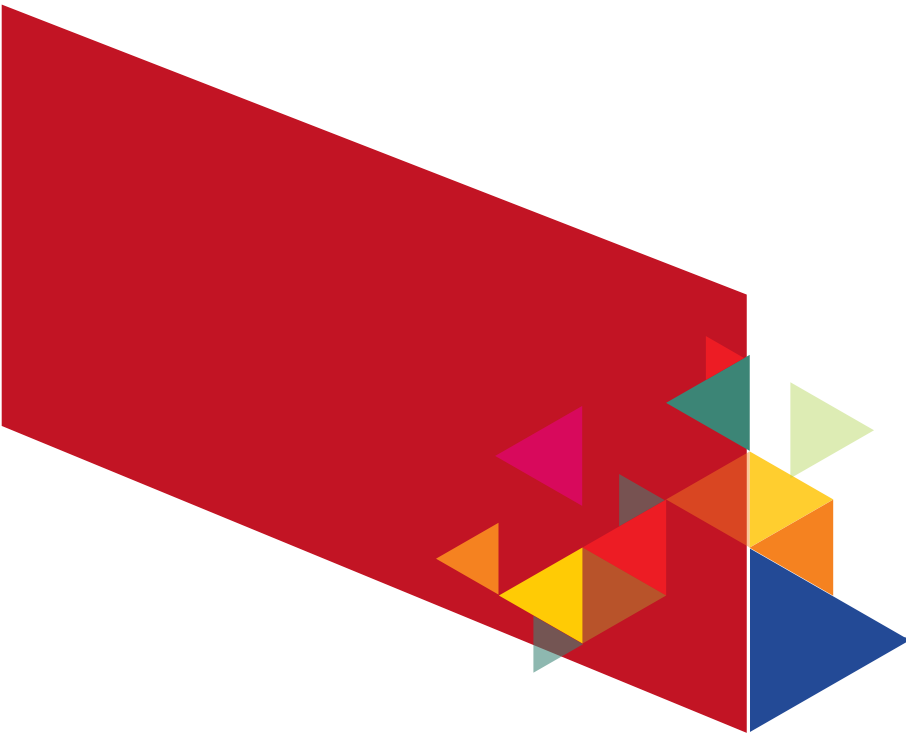
Upcoming Hospitality Projects

Under Construction Projects

9

Under Planning Projects

5



Industry Overview



FOCUSED SECTORS

- HOSPITALITY & TOURISM
- EVENTS & EXHIBITIONS

INDUSTRY TRENDS

HOSPITALITY & TOURISM

- **7.5%**
Current GDP Contribution
- **US\$ 250 B**
Projected contribution by 2030
- **137 million**
projected employment Generation by 2030
- **US\$ 56 B**
foreign exchange earnings (FEE) by 2030

HOSPITALITY INDUSTRY IN INDIA (MARKET SIZE)

- CAGR 4.73%
- 2023 - USD 23.50 B
 - 2028 - USD 29.61 B

Source: Mordor Intelligence

WORLD ECONOMIC FORUMS TRAVEL AND TOURISM COMPETITIVENESS INDEX

- 2013 - 65th Rank
- 2019 - 34th Rank
- 2021 - 54th Rank

DOMESTIC TOURIST ARRIVALS (DAs)

- 2021-22 - 610.22 million
- 2022-23 - 677.63 million

Source: Mordor Intelligence

FOREIGN TOURIST ARRIVALS (FTA's)

- 2023 - 9 million
- 2030E - 28 million

Source: Indian Hotels Company Limited

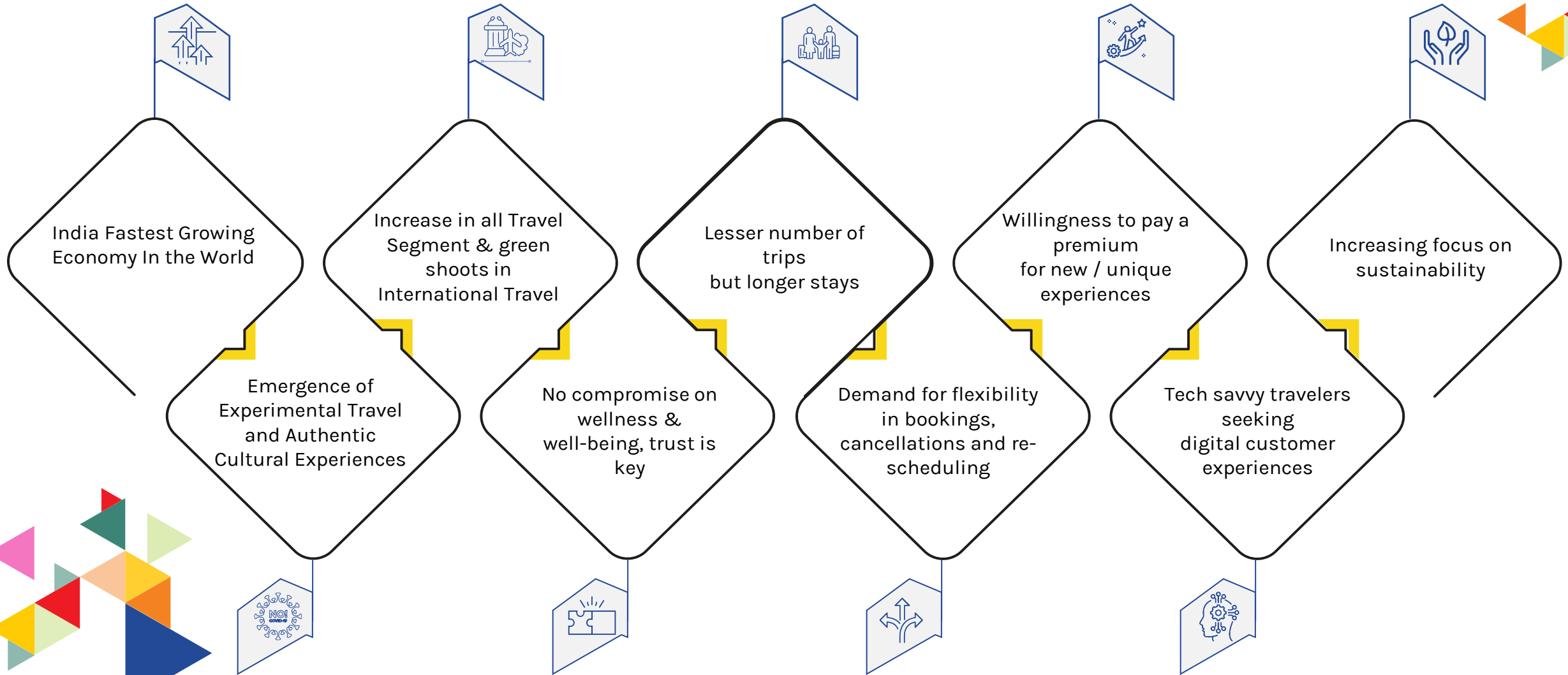
EVENTS & EXHIBITION

MARKET SIZE

- CAGR - 4.73%
- 2023 - USD 4.75 B
 - 2028 - USD 8.71 B

Source: Mordor Intelligence







Industry Growth Drivers

1
Expected addition of 80-100 new airports by 2030 is poised to catalyze growth in the tourism and hospitality industry by expanding travel accessibility

6
Government initiatives such as Wed in India, New Circuits (Ayodhya), Destinations (Lakshadweep), and the PRASHAAD schemes fuel growth

2
Capacity addition grew at a CAGR of 10% over FY06- 16; outpacing demand

7
India's urban population is expected to reach 38% by 2036 which are the major drivers for travel industry

3
The expected growth of national highways, adding 200-230 km, will boost tourism and hospitality by easing access to attractions.

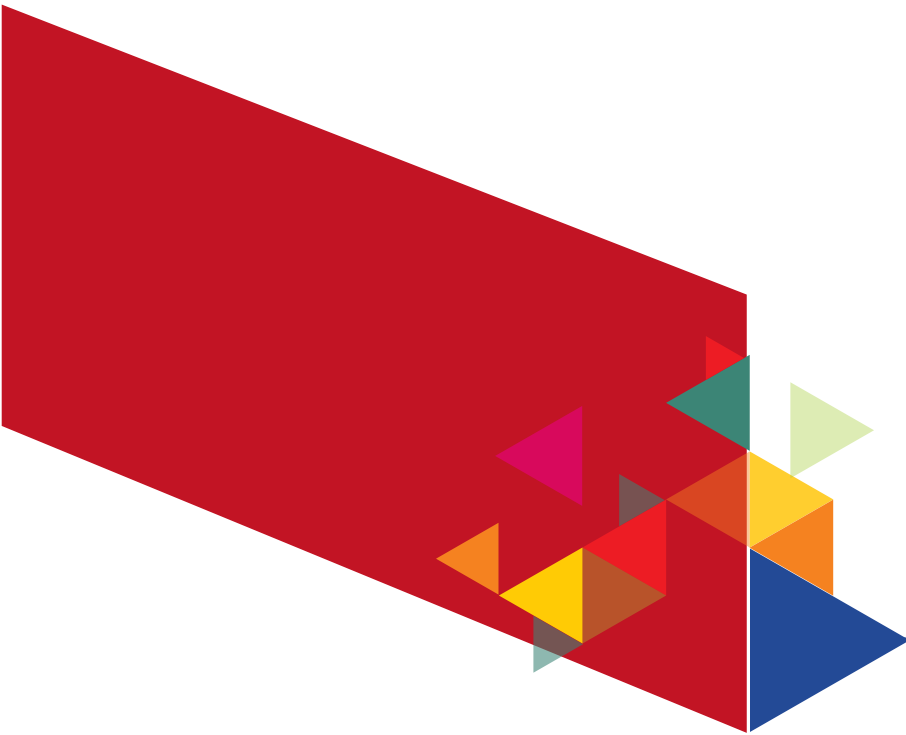
8
Nearly 68% of travel and tourism booking was made online in FY22

4
With economic recovery and growth, the demand for hotel rooms went up from 25,000 rooms/day to 90,000 rooms/day

9
The share of luxury-upper upscale segment in the overall room supply has reduced from 56% in 2001 to 35.5% in December 2021

5
Revenge tourism, improving corporate & cultural events, wedding season and hosting global events are boosting domestic travel

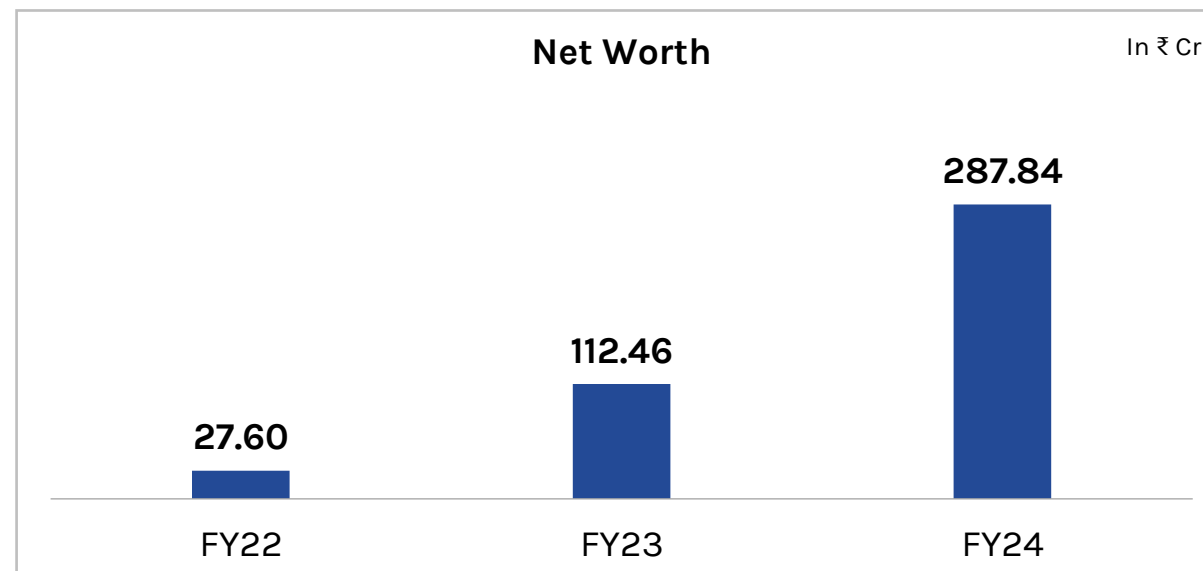
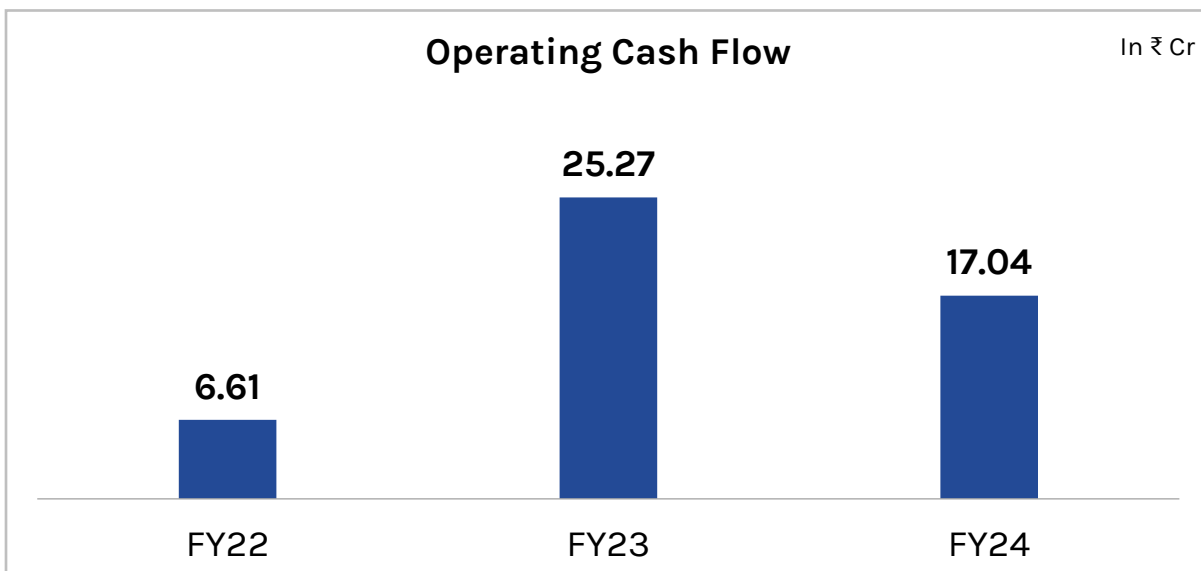
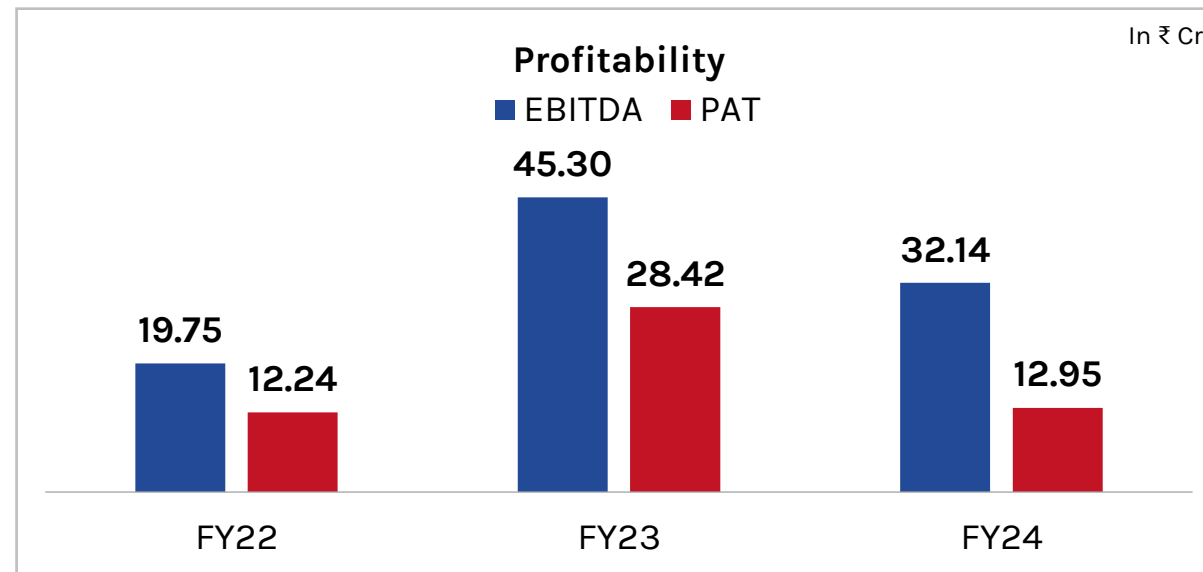
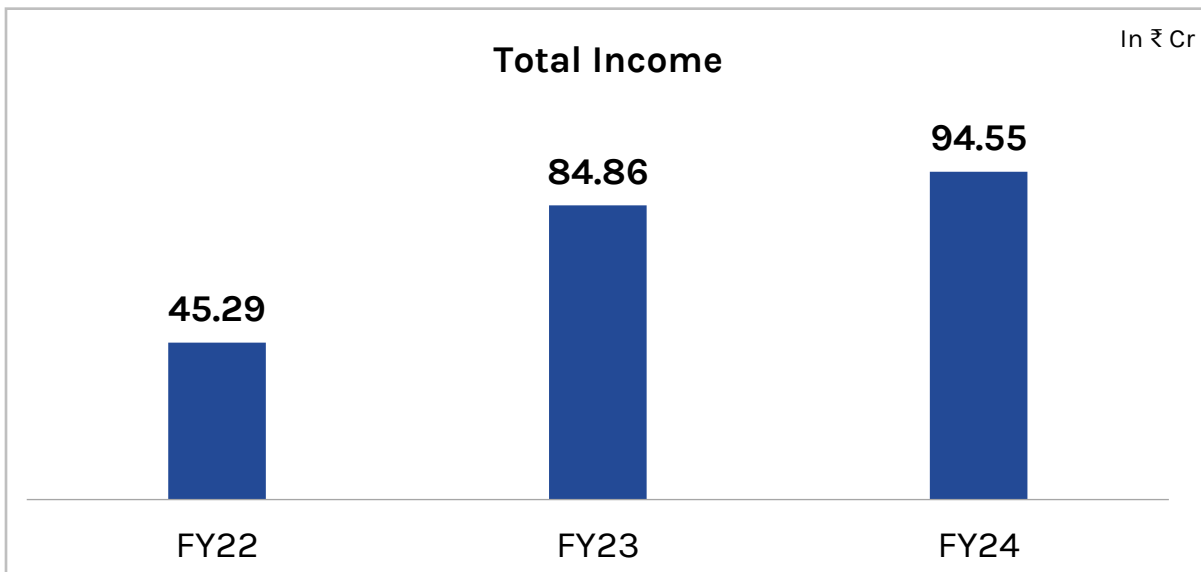
10
India is expected to witness 13.3mn inbound tourists in 2024 (+22% over 2019 level)



Financial Overview



Consolidated Key Financial Highlights

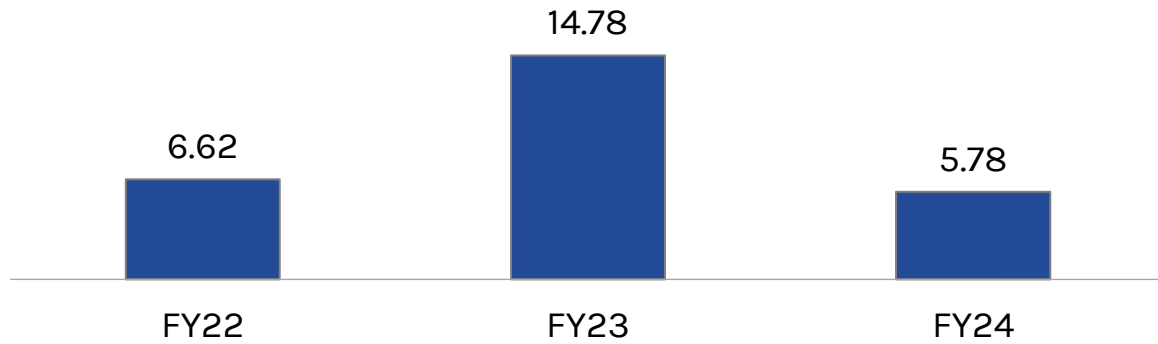




Consolidated Key Ratios

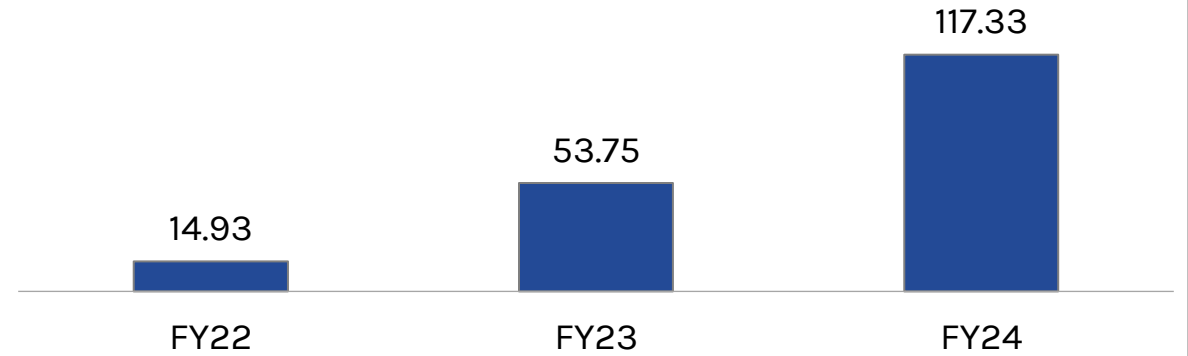
Earning Per Share

In ₹



Book Value

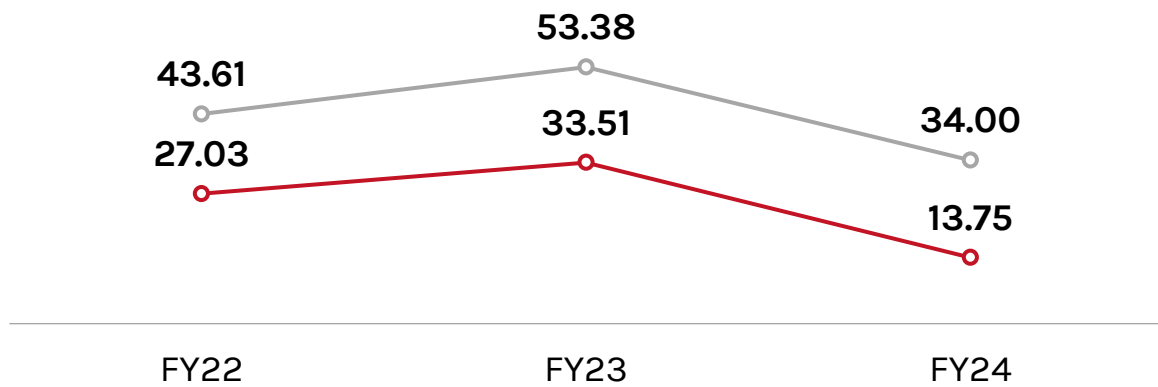
In ₹



Margins

In %

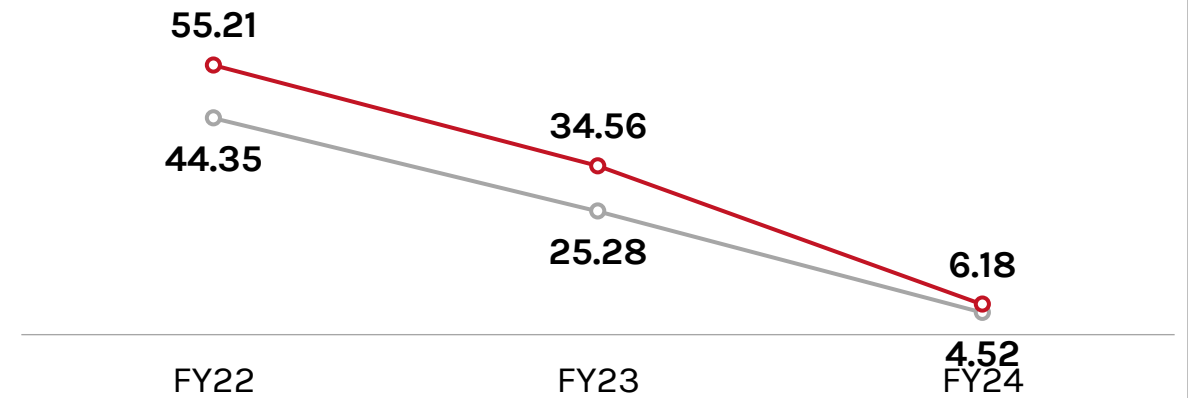
—○— EBITDA —○— Net Profit



Return Ratios

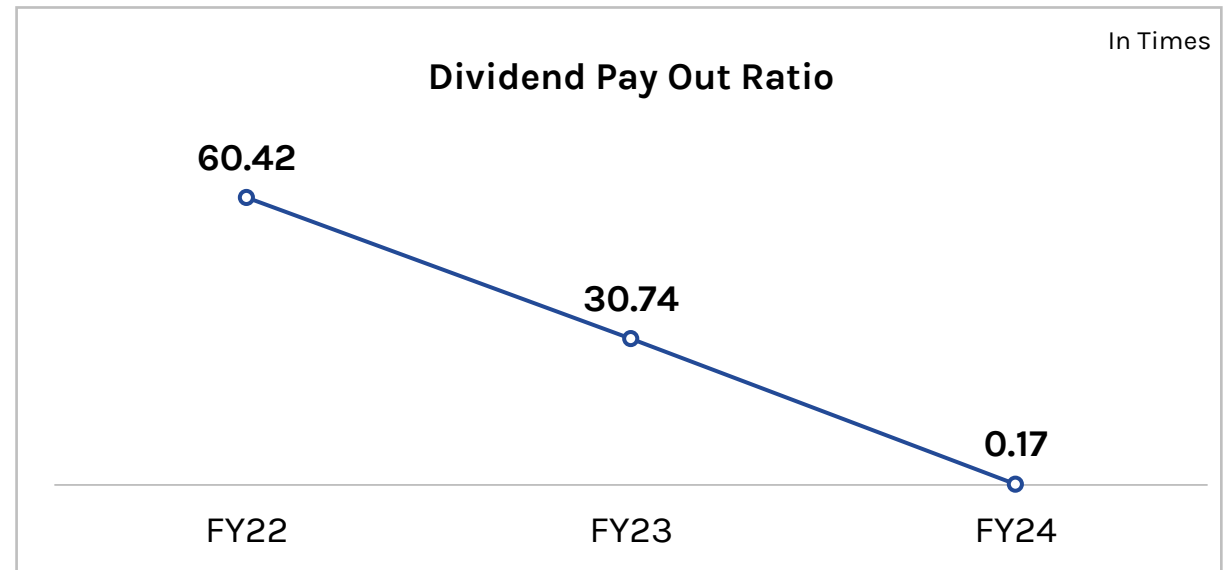
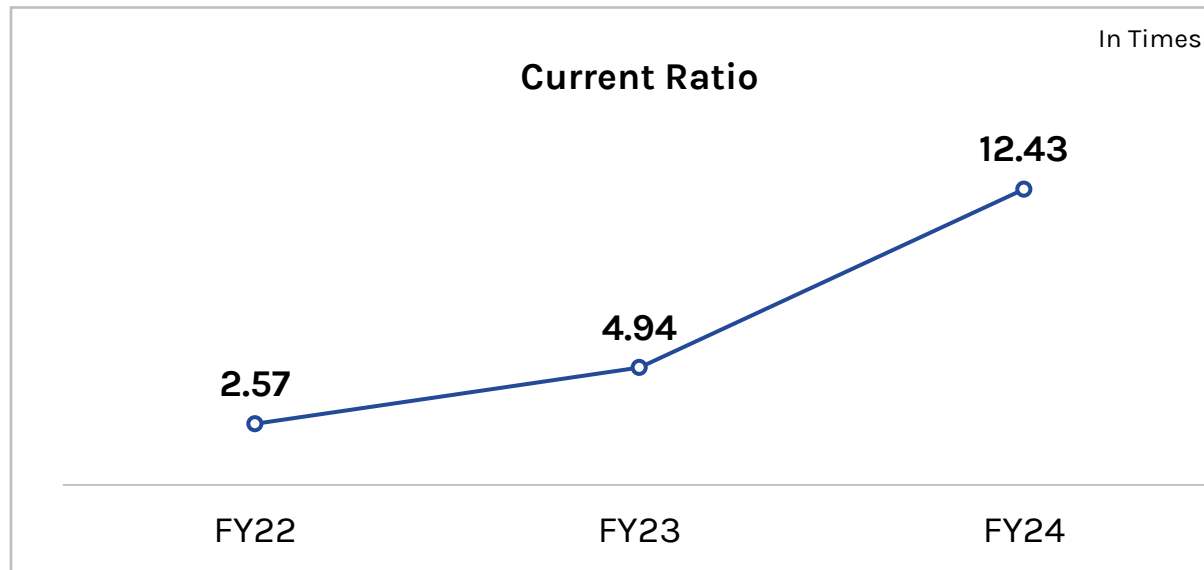
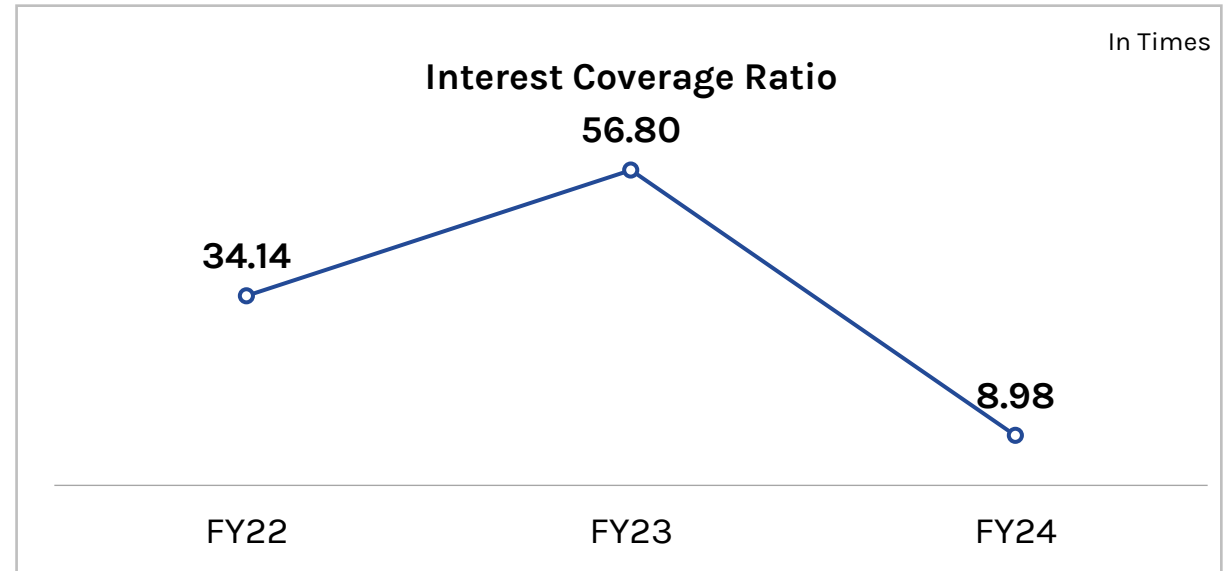
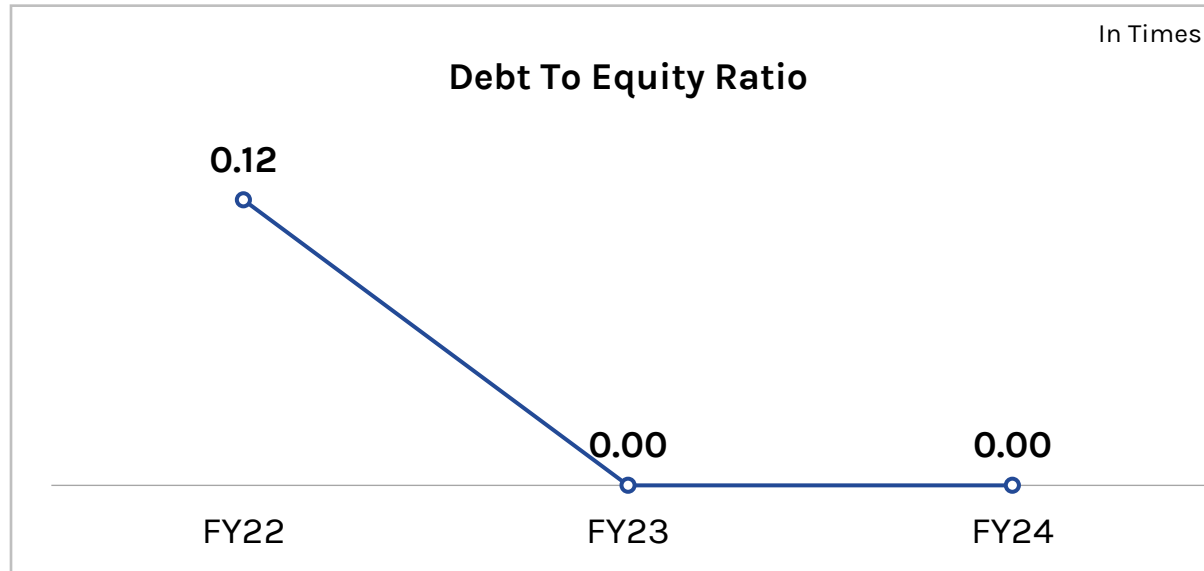
In %

—○— ROE —○— ROCE





Consolidated Key Ratios



Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	FY22	FY23	FY24
Revenues	45.25	84.48	91.60
Other Income	0.04	0.38	2.96
Total Income	45.29	84.86	94.55
Event & Site Expenses	17.75	28.98	38.15
Employee costs	4.77	6.64	16.00
Other expenses	3.02	3.94	8.26
Total Expenditure	25.54	39.56	62.41
EBITDA	19.75	45.30	32.14
Finance Costs	0.50	0.69	2.39
Depreciation	2.68	6.09	10.68
PBT	16.57	38.52	19.07
Tax	4.33	10.09	6.07
PAT	12.24	28.43	13.00
Total Comprehensive Income	12.24	28.42	12.95

Consolidated Balance Sheet

In ₹ Cr

Equities & Liabilities	FY22	FY23	FY24
Equity	18.48	20.92	24.53
Reserves	9.12	91.54	263.30
Non Controlling Interests	0.00	0.00	0.00
Net Worth	27.60	112.46	287.84
Non Current Liabilities			
Non Current Borrowings	0.31	0.05	0.00
Lease Liabilities	1.44	0.58	59.56
Deferred Tax Liability	0.00	0.00	4.52
Long Term Provision	0.26	0.40	0.63
Total Non Current Liabilities	2.01	1.03	64.71
Current Liabilities			
Current Borrowings	3.01	0.37	0.05
Lease Liabilities	0.78	0.85	2.52
Trade Payables	2.85	6.45	6.68
Current Tax Liabilities (Net)	0.00	0.77	0.00
Short Term Provisions	0.79	0.97	0.61
Other Current Liabilities	0.84	2.71	2.18
Total Current Liabilities	8.27	12.13	12.04
Total Liabilities	37.88	125.61	364.59

Assets	FY22	FY23	FY24
Non Current Assets			
Fixed assets	10.34	42.14	205.55
Non Current Investments	0.09	0.10	0.10
Other Non Current Financial Assets	0.34	0.39	1.32
Deferred Tax Assets (Net)	0.44	0.13	0.00
Other Non Current Assets	5.43	23.03	7.85
Total Non Current Assets	16.64	65.79	214.82
Current Assets			
Inventories	4.43	11.74	12.10
Trade receivables	13.69	16.28	19.97
Cash & Bank Balance	0.44	22.62	103.11
Other Current Financial Assets	1.05	1.50	2.50
Current Tax Assets (Net)	0.08	0.06	1.39
Other Current Assets	1.55	7.62	10.71
Total Current Assets	21.24	59.82	149.77
Total Assets	37.88	125.61	364.59

Standalone Profit & Loss Statement

In ₹ Cr

Particulars	FY22	FY23	FY24
Revenues	44.99	84.38	91.42
Other Income	0.04	0.38	2.96
Total Income	45.03	84.76	94.37
Event & Site Expenses	17.64	28.95	38.00
Employee costs	4.77	6.64	16.00
Other expenses	2.88	3.92	8.33
Total Expenditure	25.29	39.51	62.34
EBITDA	19.74	45.24	32.04
Finance Costs	0.50	0.69	2.39
Depreciation	2.68	6.09	10.68
PBT	16.56	38.47	18.97
Tax	4.34	10.09	6.07
Reported Net Profit	12.23	28.36	12.84

Standalone Balance Sheet

In ₹ Cr

Equities & Liabilities	FY22	FY23	FY24
Equity	18.48	20.92	24.53
Reserves	9.20	91.57	263.22
Net Worth	27.69	112.49	287.76
Non Current Liabilities			
Long Term Borrowing	0.31	0.05	0.00
Lease Liabilities	1.44	0.58	59.56
Deferred Tax Liabilities	0.00	0.00	4.52
Long-term Provision	0.26	0.40	0.63
Total Non Current Liabilities	2.01	1.03	64.71
Current Liabilities			
Short Term Borrowings	2.98	0.34	0.03
Lease Liabilities	0.78	0.85	2.52
Trade Payables	2.86	6.45	6.58
Current Tax Liabilities (Net)	0.00	0.77	0.00
Short Term Provision	0.80	0.97	0.61
Other Current Liabilities	0.84	2.71	2.24
Total Current Liabilities	8.24	12.10	11.98
Total Liabilities	37.94	125.48	364.44

Assets	FY22	FY23	FY24
Non Current Assets			
Fixed Assets	10.60	41.47	196.23
Non-current Investments	0.21	0.22	0.11
Deferred Tax Assets	0.44	0.39	1.32
Other Non Current Financial Assets	0.34	0.13	0.00
Other Non Current Assets	5.24	23.03	7.85
Total Non Current Assets	16.81	65.24	205.50
Current Assets			
Inventories	4.43	11.74	12.10
Trade Receivables	13.69	16.28	19.97
Cash & Bank Balance	0.37	22.49	102.08
Other Current Financial Assets	1.00	2.27	12.81
Current Tax Assets (Net)	0.08	0.06	1.39
Other Current Assets	1.55	7.54	10.59
Total Current Assets	21.13	60.37	158.94
Total Assets	37.94	125.48	364.44

1 Financial Performance

- Revenue grew from ₹XX Cr to ₹YY Cr, with a CAGR of 25%.
- EBITDA margins improved from 15% to 22% due to operational efficiencies.

2 Diverse Client Portfolio

- Serves over 200 clients across government and private sectors.
- Long-term government contracts under PPP models.
- Balanced revenue streams from government and private clients.

3 Proven Expertise

- Over 30 years of experience in tourism and hospitality.
- Manages 550+ hotel rooms in partnerships with state governments.
- Highly skilled leadership and team with proven industry knowledge.

4 Expanding Resort Network

- Operates 12 resorts and 1 hotel with 619 rooms.
- Expansion plans for 5 new resorts in the next two years.
- Focus on eco-friendly, non-permanent structures.

5 Event Leadership

- Organized over 500 events, including corporate and government events. Expertise in large-scale event management across India.
- Growing footprint in both domestic and international markets.

6 Competitive Advantages

- Low-cost, high-return hospitality models with non-permanent structures.
- Strong partnerships with state tourism and a wide agent network across India. In-house teams for creative, reservation, and quality control.

7 Strategic Acquisitions

- Acquired 51% stake in Abhik Advertising and Bidhan Advertising.
- Diversified into advertising and event management sectors. Strengthened market presence and revenue potential.

8 Geographic Presence

- Resorts present in Uttarpradesh, lakshwadeep, Maharashtra, Diu & Daman.
- Diverse geographic footprint enhances growth opportunities. Focus on emerging tourism markets across India.

9 Tourism Growth Opportunity

- Indian tourism expected to grow at a CAGR of 10%.
- Rising domestic travel demand due to increasing incomes and urbanization. Government incentives supporting tourism infrastructure development.

10 Eco-Tourism Leadership

- Non-permanent structures promote sustainable, eco-friendly operations.
- Focus on nature conservation and responsible tourism practices. Resorts designed to integrate with natural surroundings for minimal environmental impact.

PRAVEG
Accelerating ideas

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THANK YOU

