



The Manager
Listing Department
National Stock Exchange of India Limited
"Exchange Plaza" C-1 Block G
Bandra Kurla Complex
Bandra (East)
Mumbai- 400051

28th September, 2022

SYMBOL: APOLSINHOT

Sub: Investor Presentation for the year ended 31st March, 2022

Dear Sir/Ma'am,

Please find enclosed herewith the Shareholder's Presentation for the financial year ended 31st March, 2022

Please take the same on records.

Thanking You.

Yours faithfully,

For APOLLO SINDOORI HOTELS LIMITED

SURABHI Digitally signed
by SURABHI
PASARI
Date: 2022.09.28
14:06:41 +05'30'

Surabhi Pasari

Company Secretary



Apollo Sindoori Hotels Ltd.

Excellence in Hospitality

**Investor Presentation for the Financial
Year ended 31st March, 2022**



APOLLO SINDOORI HOTELS LTD. (STANDALONE)

₹ 203 cr

Annual Revenue for FY2021

– 22 against Rs.165 Crores
for the FY2020 – 21

↑ 23%

Increase in revenue as
compared to last fiscal



**The Covid lockdown
impact on the revenue
generation** for FY2021 –
22 has been reduced

₹ 200 cr

Revenue figures that the
Company has **crossed for
the first time**

- New units like **Apollo Hospitals-Guwahati & Nellore, Artemis Medicare-Gurgaon** were started in FY2021 – 22. Also, several other new units were in operations in FY 2022- 23 (details for these have been provided in following slides)
- Educational Institutions like BGS-International Residential School, Global Institute of Medical Science, SJB Institute of Technology have reopened in the FY2021 – 22
- In-patient count has been back to normal occupancy levels in FY2021 – 22
- Major cash generating sales counters have reopened
- OP Jindal Global Event- (10,000 meals) was added in FY 2022 - 23



APOLLO SINDOORI HOTELS LTD. (STANDALONE)

- EBITDA for the FY2021 – 22 stood at Rs.16.58 Crores compared to Rs.11.77 Crores for FY2020 – 21 and PBT for FY2021 – 22 is Rs.12.79 crores against Rs.7.89 Crores for FY2020 – 21.

REASONS FOR INCREASED PROFITABILITY

1

Revenue increased by 23% as explained previously

2

Though the consumption cost increased compared to last year on account on increase in prices of raw materials, still the Company has achieved good margin of profits.

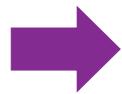
*“Our **Cash Flows continues to be positive** and we expect the same in the coming years. **Our Company continues to be a light asset** company without any debt.”*



APOLLO SINDOORI HOTELS LTD. (STANDALONE)

Our business is financially healthy and current Net-worth Status is as under:

Particulars	Value ₹ (in crores)
Share Capital	1.30
Reserves & Surplus	56.32
Total	57.62



Our networth is close to 58 crores as on 31st March, 2022

Receivable Status:

Our receivable status as on 31st March, 2022 is at the same level of Rs.35.00 Crores and has not been increased compared to FY 2020-21.

Investments:

1. Rs. 7.5 crores additionally invested in Olive & Twist Hospitality Private Limited in FY 2021- 22
2. Rs. 2 crores invested in Ekum Ultra Farms Private Limited in FY 2022 - 23



APOLLO SINDOORI – BUSINESS ENGAGEMENTS IN FY 2022-23



BUSINESS PROJECTS IN PIPELINE

1. Tata Consultancy Services, Kolkata
2. Faurecia India Pvt Ltd, Anantapur
3. OP Jindal Global University, Delhi
4. Marwadi University, Rajkot
5. Amity University, Kolkata
6. Amity University, Gurugram
7. Azim Premji University, Bangalore
8. Sri Sivasubramaniya Nadar College of Engineering, Chennai
9. UN Mehta Institute of Cardiology and Research Centre, Ahmedabad
10. Aster Hospital, Bangalore
11. Rukmani Birla Hospital CK Birla, Jaipur
12. Lovely Professional University, Jalandhar
13. Apollo Hospitals Enterprises Ltd., Kolkata (Cost plus to Comprehensive conversion)
14. Apollo Excelcare Hospital, Guwahati

CURRENTLY OPERATIONAL

1. Asian Institute of Nephrology and Urology, Chennai
2. The Madras Gymkhana Club, Chennai
3. Indraprastha Medical Corporation Limited, Delhi
4. Apex Agencies, Chennai
5. Apollo Hospitals Enterprise Ltd., Hyderabad (Cost plus to Comprehensive conversion)
6. Seth Lallubhai Gordhandas Mun. General Hospital, Ahmedabad
7. Shri Shardaben Chimanlal Lalbhai Mun. General Hospital, Ahmedabad



OLIVE & TWIST HOSPITALITY PVT LTD

OLIVE & TWIST OPERATES CURRENTLY UNDER 3 FORMATS



**Restaurants &
Special ODC
Sales**



**Business Centre -
Co-working
Space**



**Trading –
Vegetable, Fruits
and Groceries**

OLIVE & TWIST HOSPITALITY PVT LTD – BUSINESS AT A GLANCE

- 1** Revenue has been increased from **Rs.17 Crs in FY 2020-21** to **Rs.26 Crs in FY 2021-22**, back to normal level from the Covid impact in the FY 2020-21
- 2** Currently Business Centre, Restaurant and Special ODC are back to normal level, so this **will lead to Break even / Profit**
- 3** We have **started new Restaurant** in Madras Club (MC)
- 4** Due to increase in occupancy level in hospitals, the **Trading revenue has increased by 40%** in F.Y. 2022-23
- 5** There has been an **increase in Special ODC orders** in F.Y.2022-23, due to which revenue generated in Sketch Special sale



₹ 211.36 cr.

Annual Revenue for FY2021 – 22, includes one-time billing to the tune of **Rs. 12 crs. from NHM Maharashtra**

 **18.2%**

Increase in revenue as compared to last fiscal



Other income is down 11.2% over last year mainly on mutual funds being marked to market

₹ 26.77 cr.

Operating EBITDA without INDAS-116 impact vs 22.63 crs in the previous year

Rs. 3.91 crs. of Bad debts were written-off during the year, in respect of old dues in RGGWCH and Nagaland against which provision existed in books

PAT for FY22 stood at Rs. 21.36 Crs vs 18.64 Crs last year, benefiting from lower taxes on account of write-off's during the year

Cash flows have remained reasonable and the company continues to remain debt-free

Company's overall **operating margins continue to remain healthy at 12.7%** excluding other income



Thank You!