

16th September, 2020

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G
Bandra- Kurla Complex, Bandra(E),
Mumbai-400 051

Scrip ID: APOLSINHOT

Dear Sir/Madam,

Sub: Shareholder's Presentation for the Financial year ended 31.03.2020

Please find attached Shareholder's Presentation for the Financial year ended 31.03.2020 for the dissemination of the information to the ASHL's shareholders.

Further, it is also disclosed in the website of the company for the shareholders.

Kindly note the above information in your records.

Thanking you

For **Apollo Sindoori Hotels Limited**


16/09/2020
Rupali Sharma
Company Secretary





Apollo Sindoori Hotels Ltd

Excellence in Hospitality

Share Holders Presentation

for the Financial Year Ended 31st March 2020





Apollo Sindoori Hotels Ltd (Standalone)

- Revenue for the year ended 31st March 2020 was Rs.191 Crores, a growth of 13% against Rs.169 Crores for the year ended 31st March 2019
- EBITDA for the year ended 31st March 2020 stood at Rs.14.86 Crores vs Rs.14.52 Crores, a growth of 2% registered in the year ago period in spite of Raw material price increase and Minimum wages increase impact.
- PBT for the year ended 31st March 2020 stood at Rs.13.51 Crores vs Rs.13.46 Crores against last year. Margins has reduced slightly by 0.88% against last year. This is due to price increase in Raw Materials of Provisions, Vegetables and Dairy Products
- Our Cash Flow continuous to be positive in the past and going forward we expect the same
- PAT for the year ended 31st March 2020 stood at Rs.10.29 Crores vs Rs.9.84 Crores last year, a growth of 5% against last year
- New Business Units in the Region of Gujarat, New Delhi, Chennai, Orissa, etc., are in pipe line and going forward will help to further boost our Revenue and EBITA





Faber Sindoori Management Services Pvt Ltd

- Revenue for the financial year ending 31st Mar 2020 was Rs. 187.01 crores, a growth of 7.5% over previous year
- Other income has grown by 67.3% taking the Total income to Rs. 189.13 crores, a growth of 7.9% over prior period
- EBIDTA stood at Rs. 29.58 crores vs Rs. 34.95 crores in the previous year
- EBIDTA margins during the current year have come under pressure predominantly due to two factors:
 - a. The company has exited the Telangana BEMS business with an annual turnover of Rs. 12 crores in the current year (effective April 2019) since the business environment is no longer conducive to continue operations while incurring Rs. 1.9 crores in costs
 - b. Employee costs have risen by 16.7% mainly due to minimum wage revision in Karnataka (+52% vs last year) and Tamilnadu (+33% vs last year) with revenue increases staggered up to 2020-2021.





Faber Sindoore Management Services Pvt Ltd

- PAT of 2019-2020 stands at Rs.19.73 Crs (vs. our guidance of Rs.19.40 Crs vs Rs. 22.8 crores last year)
- Cash flows have remained stable, and the company has managed to remain debt-free throughout the year
- Company's overall operating margins continue to remain healthy at 15.8% and the company is poised to bring in compensating business for Telangana during FY 2020-2021





Olive & Twist Hospitality Pvt Ltd

- Olive & Twist commenced commercial operations in August 2019
- Currently, it operates under 3 formats
 - Cloud Kitchen
 - Restaurants & Special ODC Sales
 - Business Centre – co-working space
- F.Y. 2019-20 is the first financial year Operations with Rs. 9.18 crores in revenue since inception until 31st Mar 2020. EBITDA stood at (-) Rs. 2.10 crores and PBT at (-) Rs. 3.49 crores
- Over the last ten months, the company has expanded its base to SEVEN outlets of Cloud Kitchen with each offering 3 cuisines (Mirchi Bazaar, South Market, Curry on Fire), TWO fine dining multi-cuisine restaurants and THREE business centres providing co-working spaces
- The cloud kitchen outlets are expected to stabilize going forward and achieve 100% production capacity over the next financial year





Olive & Twist Hospitality Pvt Ltd

- Business centres are also expected to achieve 100% capacity utilization over the financial year 2020-21
- 2020-2021 will be the first full year of operations for Olive and Twist
- Due to COVID-19 effect, The company is expected to fully recover pre-op costs and break-even in next Financial Year 2021-2022

