



**INVESTOR PRESENTATION FOR THE  
FINANCIAL YEAR ENDED 31<sup>ST</sup> MARCH, 2023**



## APOLLO SINDOORI HOTELS LTD. (STANDALONE)

₹ 268 cr

Annual Revenue for  
FY2022-23 against  
Rs.203 Crores for the  
FY2021-22

↑ 32%

Increase in revenue as  
compared to last fiscal

### Revenue Increased due to :

- ❖ Increase in counter sales from Rs. 30 crs in last year to Rs. 43 crs in FY 22-23
  - ❖ Increase in credit sales in existing units by 25 crs
  - ❖ Increase in credit sales in new units by Rs. 20 crs
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- ❖ Even though revenue increased by 32%, proportionately our manpower count also increased from 4100 in FY 21-22 to 4568 in FY 22-23
  - ❖ Raw materials prices like Jeera, Dhaniya Powder, Chilli Powder, Rice Basmathi, Flour maida, Rice raw ponni, Curd, Rice Boiled increased on an average of 20% - 25% and LPG by 8% in FY 2022-23



## **APOLLO SINDOORI HOTELS LTD. (STANDALONE)**



### **New units added in FY 2022-23**

1. Apollo ISPAT PGI and SS Hospital-Rourkela;
2. Indraprastha Medical Corporation Limited (IMCL), Delhi;
3. Tractors and Farm Equipment Limited (TAFE) –Anantpur;
4. The Madras Gymkhana Club, Chennai;
5. Sri Sivasubramaniya Nadar College of Engineering (SSN), Chennai,
6. Belenus Champion Hospitals Pvt. Ltd., Bangalore



## APOLLO SINDOORI HOTELS LTD. (STANDALONE)

- EBITDA for the FY2022 – 23 stood at **Rs.23.79 Crores** compared to Rs.16.58 Crores for FY2021 – 22 and PBT for FY2022 – 23 is **Rs.16.56 crores** against Rs.12.79 Crores for FY2021 – 22.

### REASONS FOR INCREASED PROFITABILITY

**1** Revenue increased by 32% as explained previously

**2** Due to acquisition of controlling stake of 51% equity shares in Faber Sindoori, the dividend received increased from 2.74 crores as on 31.03.2022 (for 49% shareholding) to 7.78 crores as on 31.03.2023 (100% shareholding)

*“Our Company continues to be a light asset company.”*



## 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	68.16
<b>Total</b>	<b>69.46</b>

**“Our net-worth is close  
to 70 crores as on 31st  
March, 2023”**

### Receivable Status

Our receivable status as on 31st March, 2023 is at Rs.45.00 Crores. This has been increased proportionately by 25% compared to previous year on account of increase in revenue by 32% from 203 crs to 268 crs

### Investments

Rs. 70 crores has been invested in acquiring the controlling stake (51% equity shares) of Faber Sindoori Management Services Pvt. Ltd., initially a joint venture, now a wholly owned subsidiary w.e.f 17.11.2022



# APOLLO SINDOORI – EXPLORING NEW BUSINESS OPPORTUNITIES- JAN 2024



## **RAM MANDIR AYODHYA**

One of the biggest temples to be built in India. The project of Ram Mandir at Ayodhya is about to be completed and expected to be inaugurated by Jan 2024.

## **TEDHI BAZAR**

A multi level parking facility in Ayodhya that can accommodate all visitors vehicles. The structure spans over 3,000 square meters, with a rooftop area exclusively for restaurants, capable of accommodating more than 1,000 devotees at once.



## **AIIMS- Rajkot**

AIIMS Rajkot is a 750-bed hospital with an average occupancy of 500

**Apollo Sindoori is trying and exploring the above projects in the coming year.**



# **APOLLO SINDOORI – BUSINESS PROSPECTS** **IN FY 2023-24**

## **FUTURE BUSINESS PROSPECTS**

1. Tata Consultancy Services, Kolkata
2. OP Jindal Global University, Delhi
3. Amity University, Kolkata
4. Amity University, Gurugram
5. Azim Premji University, Bangalore
6. UN Mehta Institute of Cardiology and Research Centre, Ahmedabad
7. Aster Hospital, Bangalore
8. Rukmani Birla Hospital CK Birla, Jaipur
9. Lovely Professional University, Jalandhar
10. Apollo Hospitals, Kolkata (Cost plus to Comprehensive conversion)
11. Apollo Excelcare Hospital, Guwahati
12. Apollo Hospitals, Pune
13. Apollo Hospitals, Gurugram
14. Apollo Hospitals, Ranchi
15. Apollo Hospitals, Lucknow

## **CURRENTLY OPERATIONAL**

1. Sri Sivasubramaniya Nadar College of Engineering, Chennai
2. Tractors and Farm Equipment Limited, Anantpur
3. Belenus Champion Hospitals Private Limited, Bangalore
4. The Madras Gymkhana Club, Chennai
5. Indraprastha Medical Corporation Limited, Delhi
6. Indraprastha Medical Corporation Limited, Noida
7. Apollo-ISPAT PGI and SS Hospital, Rourkela
8. Apollo Rajshree Hospitals Private Limited, Indore



## 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.26 Crs in FY 2021-22 to Rs.30.47 Crs in FY 2022-23**

**3** We are planning to shift Sketch by Canvas Restaurant to a new location and also 1 Vibe co-working space has been fully utilized, this will lead to increase in revenue in FY 2023-24

**2** Currently the revenues from Business Centre, Restaurant and Special ODC have increased, so this **will lead to Break even / Profit**

**4** Due to increase in occupancy level in hospitals, the **Trading revenue has increased by 20%** in F.Y. 2023-24



(Formerly called as Faber Sindoori Management Services Pvt. Ltd.)

₹ 194.67 cr.

Annual Revenue for  
FY2022 – 23



7.9%

**Decline in  
revenue** from Rs.  
211.36 crs in the  
previous year

Loss of revenue from  
NHM Maharashtra is  
almost compensated by  
GMR-GRIA, Hyderabad  
in FEMS space with an  
annual billing of Rs. 30  
crores effective Oct 22.  
Results include Rs. 15  
cr revenues from  
GMR, Hyderabad.

₹ 12.01 cr.

**Operating EBITDA  
without INDAS-116  
impact** vs 26.77 crs  
in the previous year

Other Income is flat  
YoY

**PAT for FY 22-23  
stood at Rs. 8.72  
Crs** vs 21.36 Crs in  
FY 21-22. FY 22  
included one-time  
arrear billing for  
Maharashtra which  
contributed directly  
to PAT to the extent  
of Rs. 12 cr.

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

Company's overall  
**operating margins  
continue to remain  
healthy at 6.2%**  
excluding other  
income

**THANK YOU!**