



AGM 2023 Queries

1. What is the reason for fall in margin apart from loss of Maharashtra contract, the BEMS contract which was lost last year?

There is no fall in margin apart from loss of Maharashtra contract. The impact of Maharashtra contract on margin is huge as we earned more than 50% of our EBITDA from the said contract.

2. Do we have same no. of employees now in the BEMS business. Is the company working on some new contracts in this business?

We have 250 employees lower owing to closure of Maharashtra. We are working on getting non-govt private contracts in BEMS.

3. We started a new contract GMR Hyderabad, so what is the outlook for the same and what was the utilization level during FY 23 where we earned a Rs.15 cr revenue. Please help in highlighting the topline growth , bottom line growth and outlook for the same if we operate for full year?

We will have a full year revenue of ~36 crs with an EBITDA margin of 8-9%

SINDOORI MANAGEMENT SOLUTIONS PVT. LTD.

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

New Clients	Existing Clients
Apollo Dialysis Private Limited	Apollo Hospitals Enterprise Limited
Kailash Parbat Cuisines and Banquets Private Limited	Shuka Consultancy Services Private Limited
PVR INOX LIMITED	Apollo Pharmacies Limited (TN)

THANK YOU!