



INVESTOR PRESENTATION AGM FY25



Scrip: [NSE: APOLSINHOT](#) || Apollo Sindoori Hotels Limited

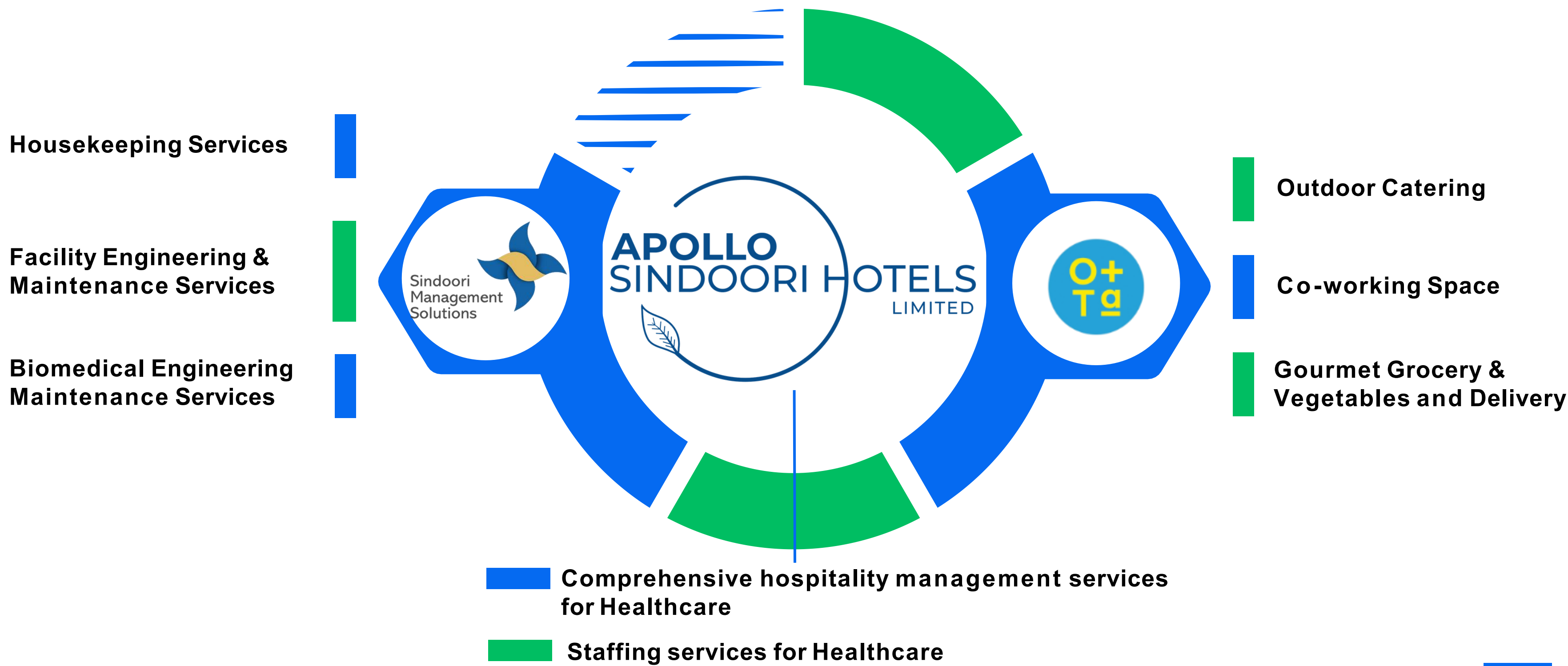
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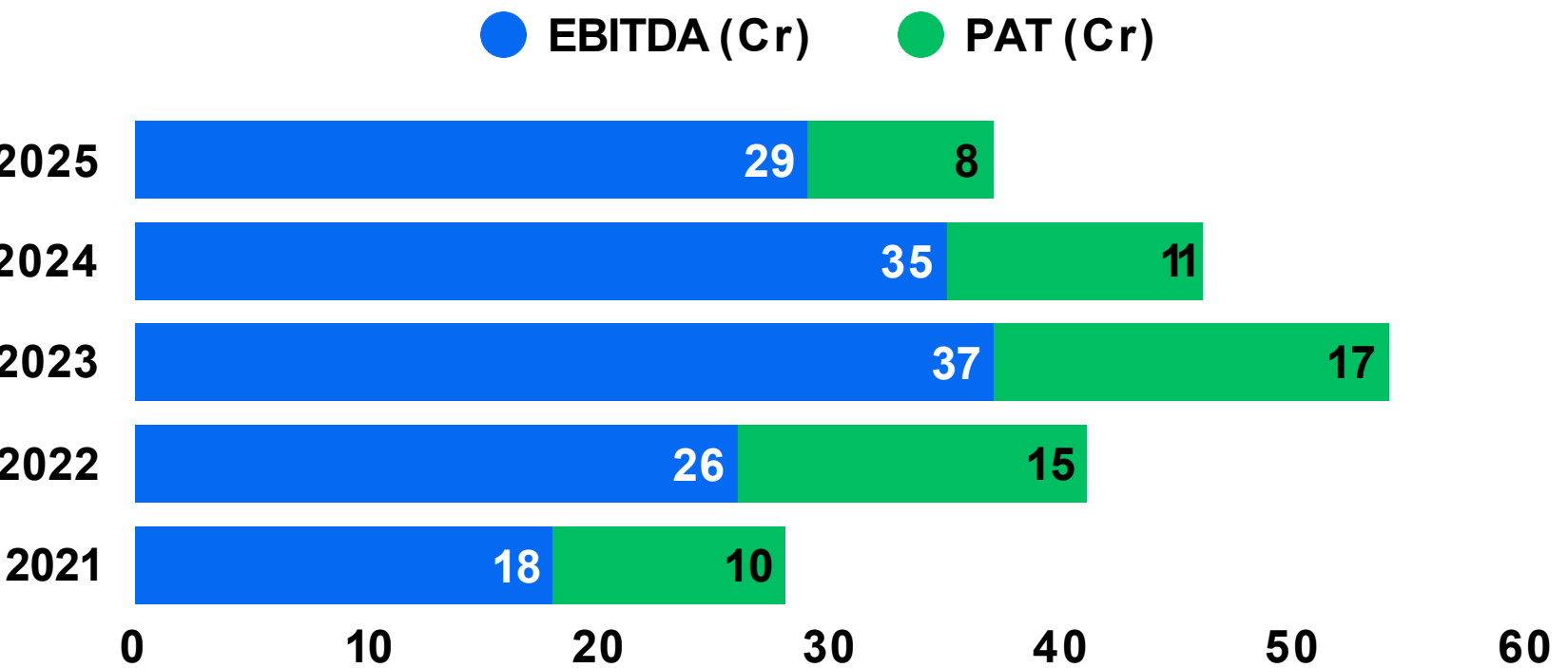
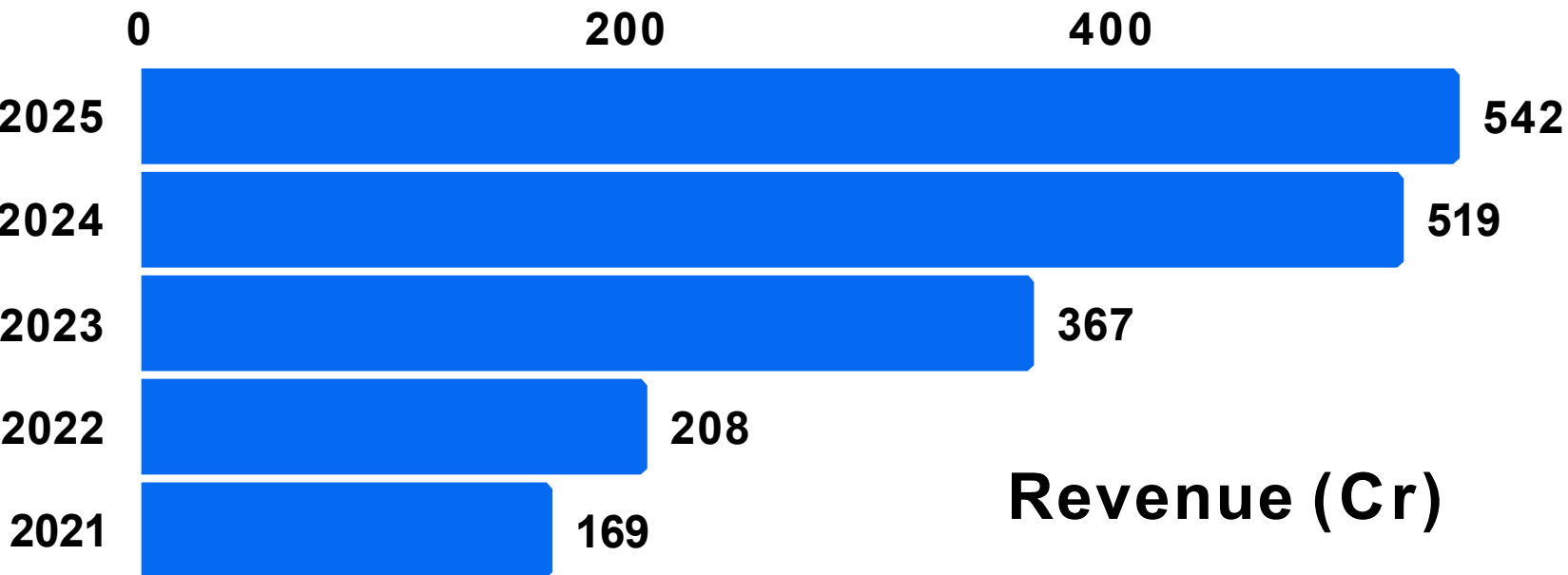
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Executive Summary – Where We Stand

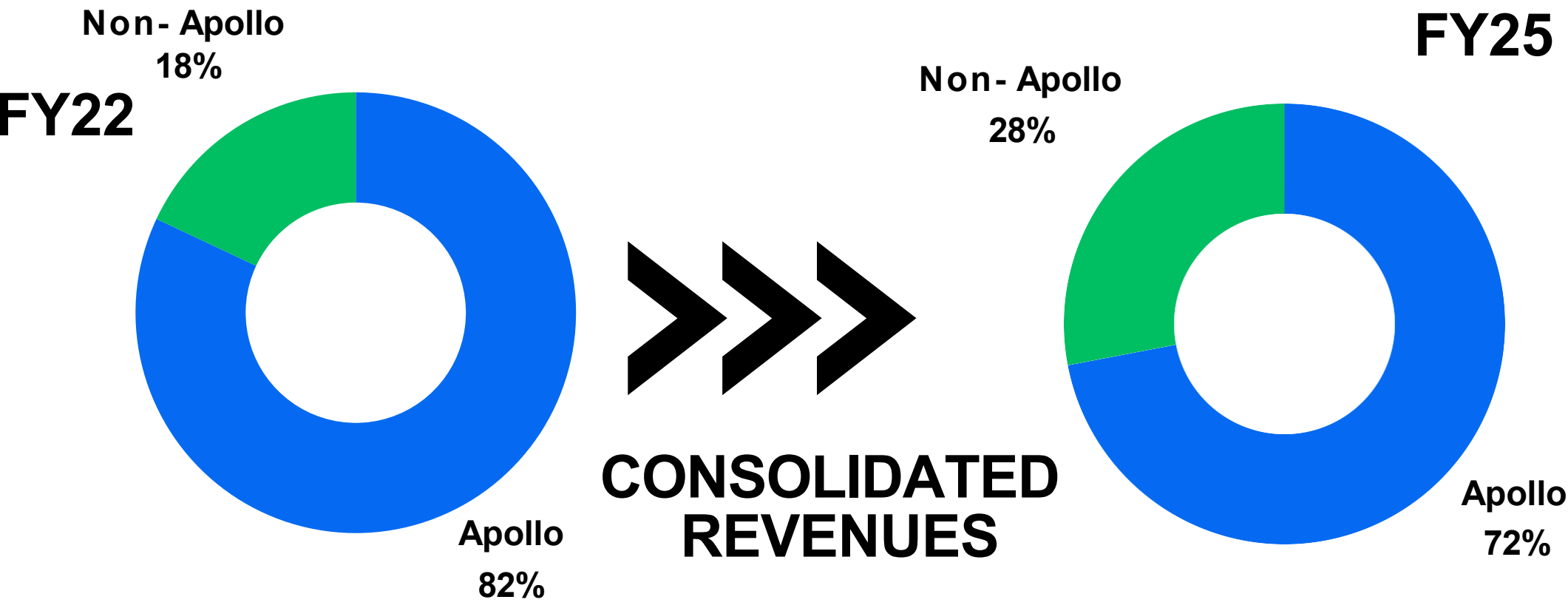
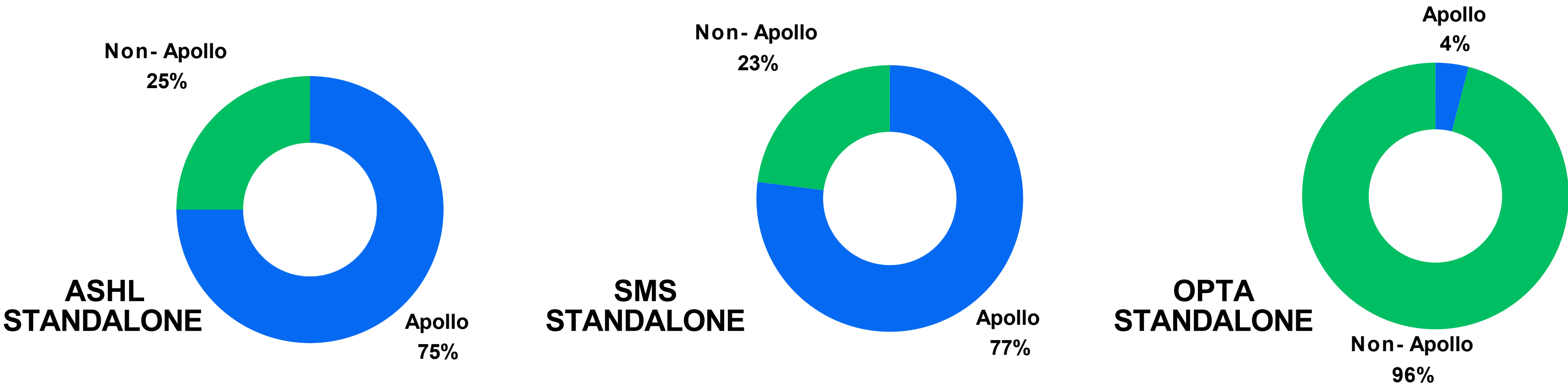
Our Service Lines - FY25 footprint



FY25 PERFORMANCE SNAPSHOT



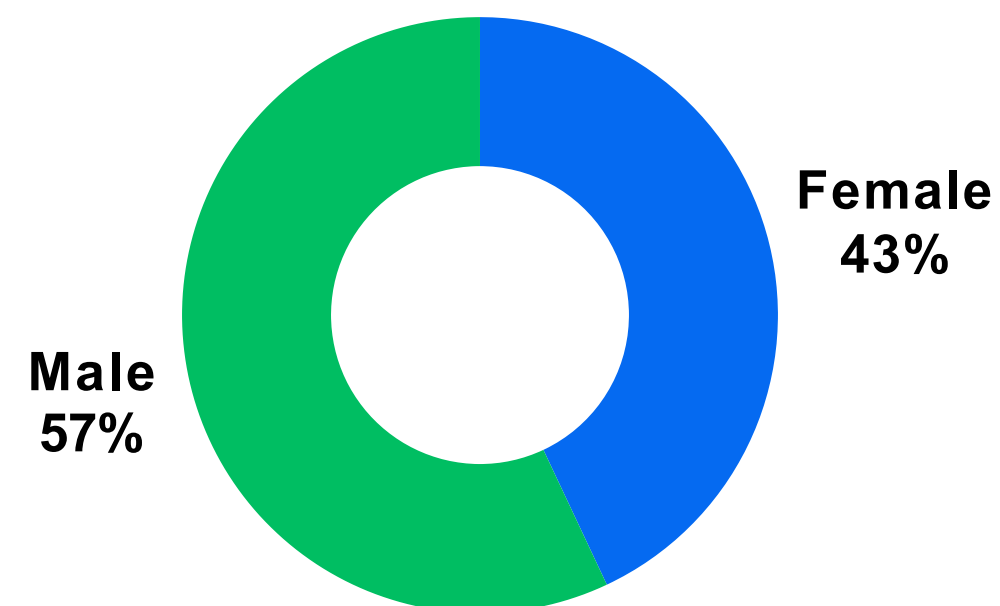
CLIENT REVENUE MIX – FY25



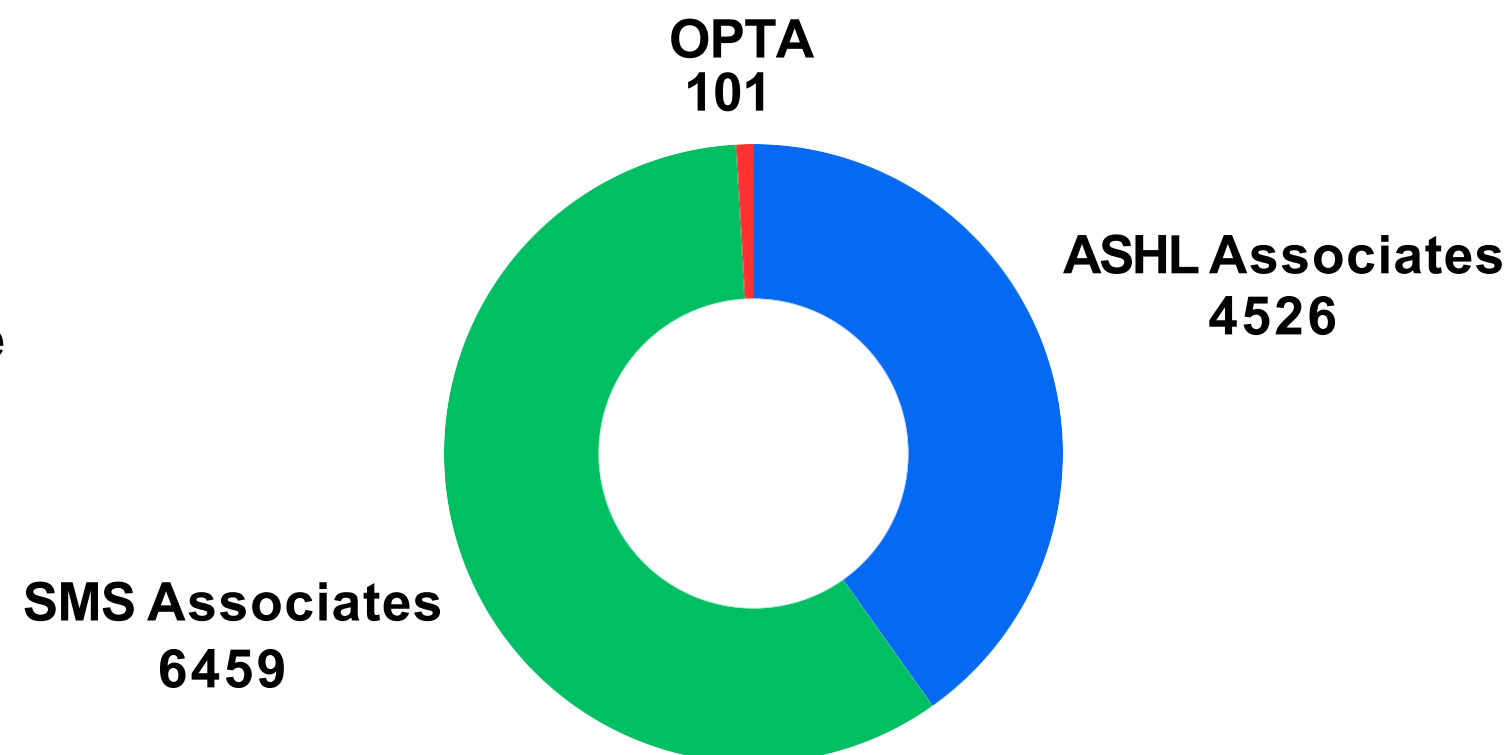
Path Forward - Strategic Investment – People, Process & Technology

PEOPLE – BUILDING INSTITUTIONAL STRENGTH

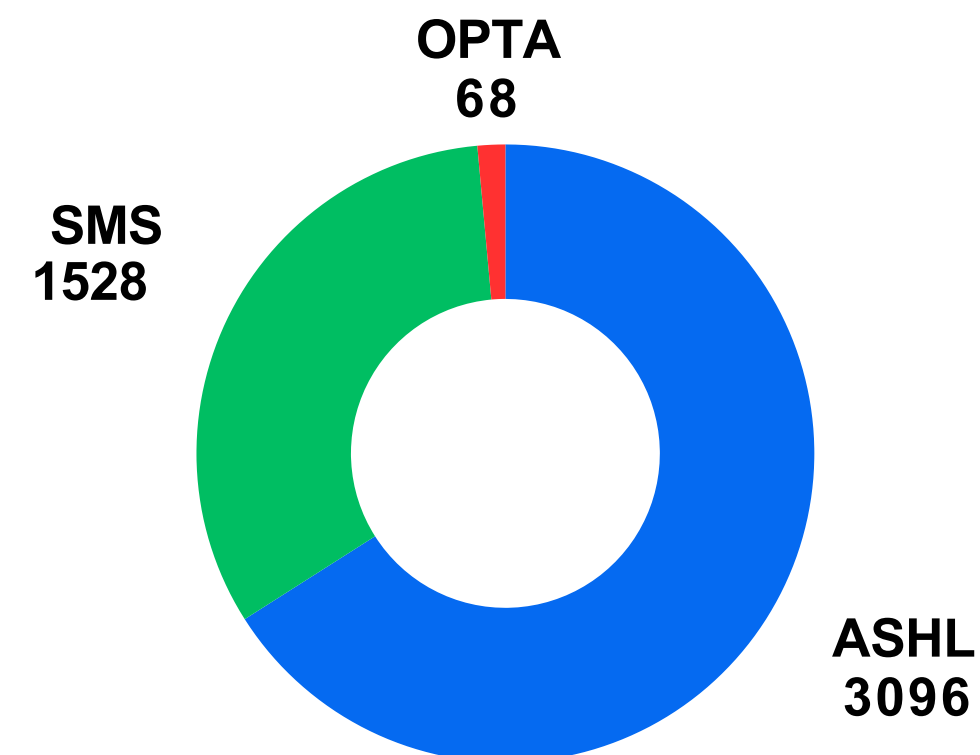
Gender Diversity



People Strength



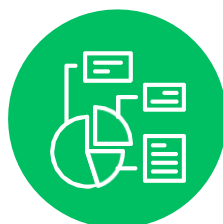
Total Training Hours



Appointed vertical heads and CXO leadership across ASHL, SMS, and Olive + Twist



Leadership mobility programs launched: 50+ middle managers trained for cross-vertical readiness.



Initiated Implementation of HRMS System and SOP-based training programs embedded into HRMS.

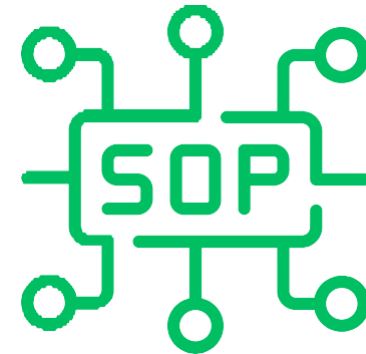


Feedback & pulse-check loop embedded into HRMS; eNPS rollout planned in FY26.

PROCESS – EMBEDDING GOVERNANCE DISCIPLINE

SOP-Led Operational Backbone

- Digitized SOP library
- Embedded process logic



- Function-specific workflows
- Scalable execution model

Automated Workflow Engines Initiated

- SAP-integrated actions
- HRMS process



- Real-time POS sync
- Automated approval layers

Process Controls & Compliance Initiated

- Compliance dashboards
- Audit-ready trails



- Vendor gatekeeping
- Role-based access

TECHNOLOGY – POWERING OPERATIONAL INTELLIGENCE

“

Key Technology Investment focused on:

- Future-proofing backend operations
- Building data-driven decision-making
- Reducing dependency on manual oversight
- Cross-integration: HRMS ↔ SAP ↔ POS

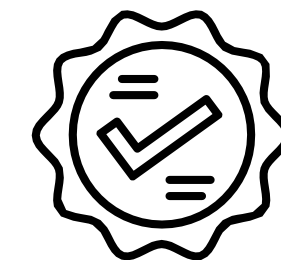
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QR ordering, billing, kitchen tracking - Deployed in all O+T outlets

SOP Tracker

Site-level compliance automation

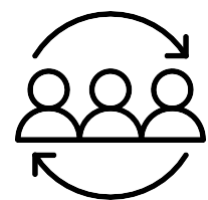


Validation Application through IOT Devices in Food



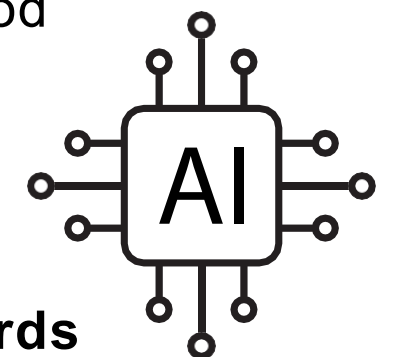
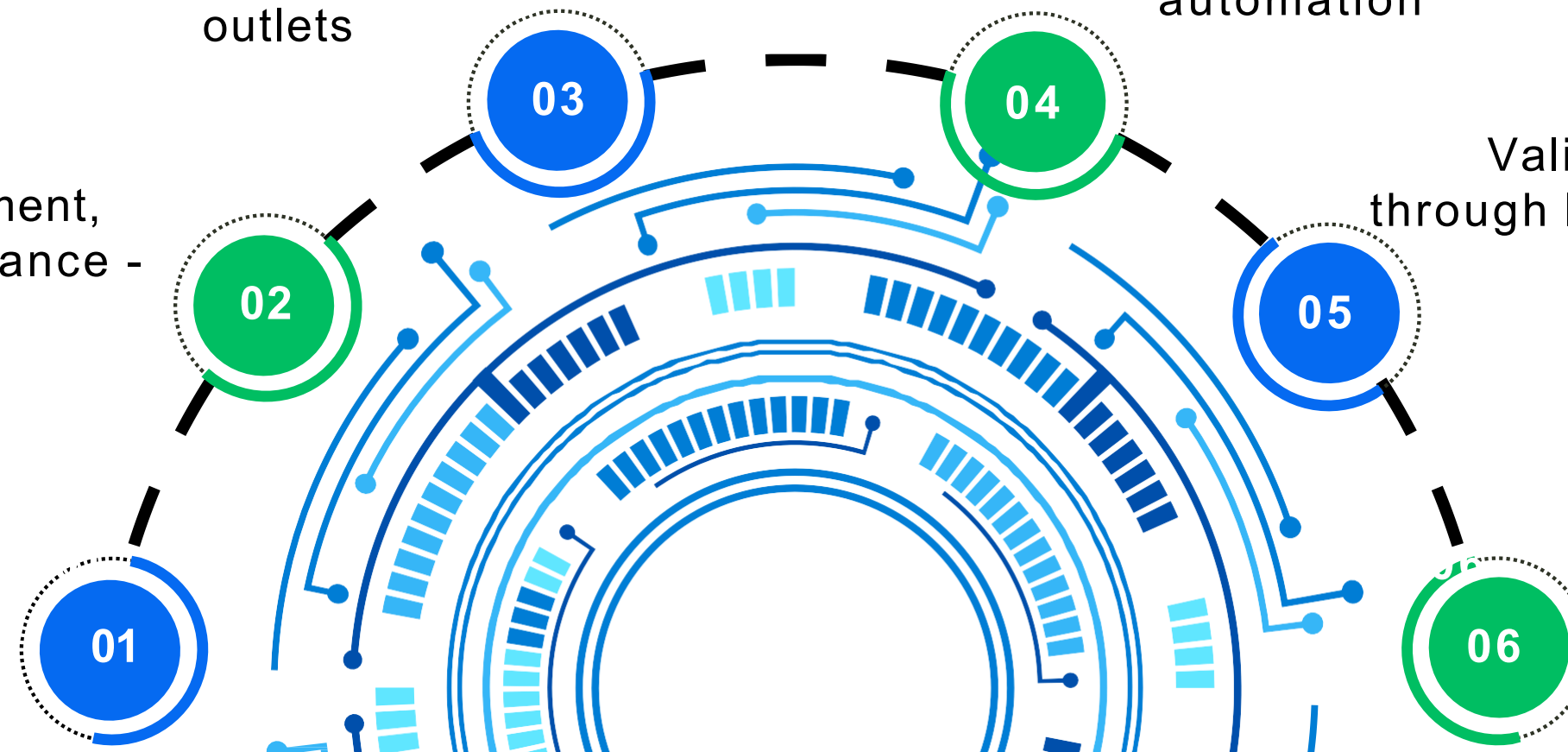
SAP ERP

Finance, Procurement, Inventory, Compliance - Fully live in SMS



HRMS Platform

Hire-to-Retire, payroll, L&D, exit tracking



AI Dashboards

TAT, cost, compliance, revenue per employee

Strategic Reset - Business Verticals

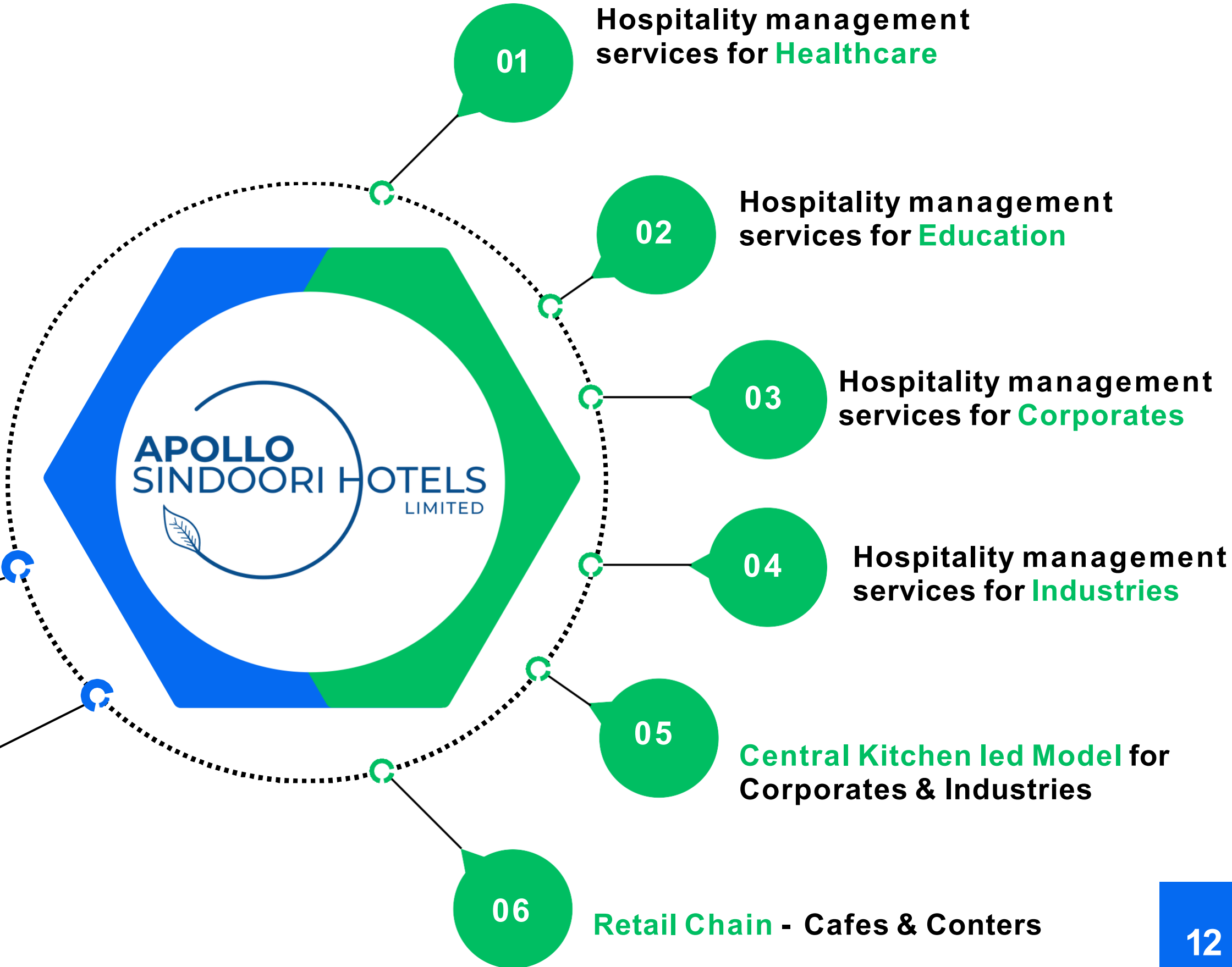
ASHL – OVERVIEW & STRATEGIC ROLE

- ASHL is the group’s longest-standing vertical with a legacy of being the leading player in serving healthcare institutions under stringent compliance norms.
- Expected CAGR of 10 - 12% over the next 3 years, supported by government focus on Make in India and increasing demand for scalable food services in industrial clusters

Current Offering

Hospitality management services for **Healthcare**

Staffing services for **Healthcare**



SMS – A Next - Gen Facility Management Platform

- SMS is the group's technology-led growth engine, focused on mission-critical services
- Designed to be process-heavy, tech-driven, and significant investments have been done and expected to grow at 15% - 20% YoY

International Expansion

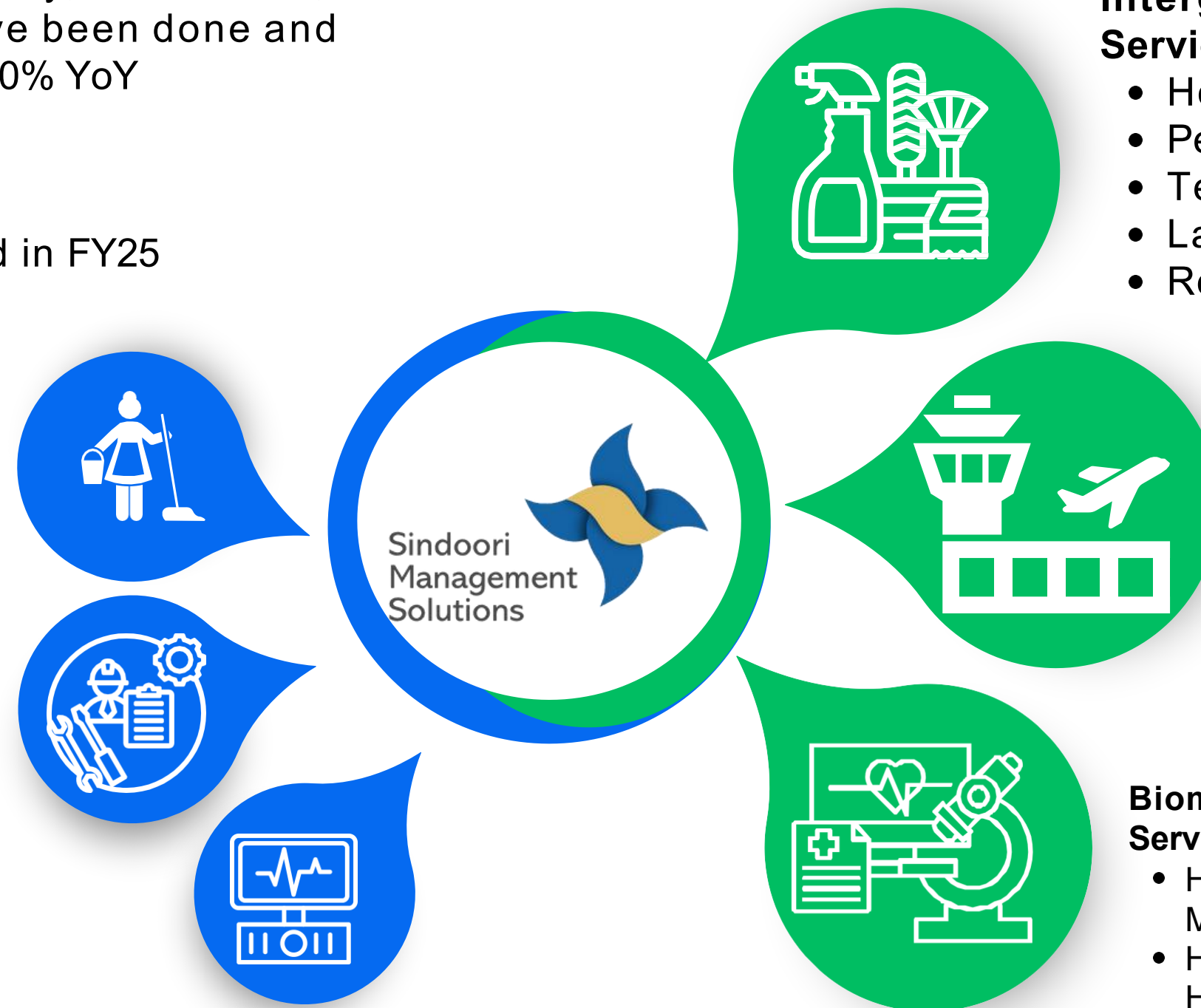
UK Subsidiary incorporated in FY25

Current Offerings

Housekeeping Services

Facility Engineering & Maintenance Services

Biomedical Engineering & Maintenance Services



Enhanced Offerings

Integrated Facility Management Services

- Housekeeping Services
- Pest Control
- Technical Services
- Landscaping
- Repairs & maintenance

Airport Operations & Maintenance Services

- Facility Cleaning & Upkeep
- Baggage Handling Services
- Escalator & Conveyor System Maintenance
- Runway & Airfield Maintenance
- Aircraft & Aviation Equipment Repairs

Biomedical Engineering Maintenance Services

- Healthcare equipments Repairs & Maintenance
- Hazardous / Contaminated Equipment Handling
- Technical Advisory Services
- Calibration of Medical Equipment
- PCB Repair & Battery Assembly Services

OLIVE + TWIST: Creating Future – Ready Consumer Brands

- **Olive + Twist (O+T)** is the fastest-growing vertical, driving **20%–25%+ Growth** expected in the future
- Expansion into experiential dining formats in premium lifestyle categories
- Long-term value creation expected through brand equity and consumer loyalty

Canvas

Global plate - Restaurants



Glazed & Co

Desserts & Pastries



The Big Eat

Global Gourmet, delivered to your doorstep.



Arena27
Sports Cafe



Sugar Monster
Cakes & Pastries



1Vibe
Coworking space



Sketch
Outdoor catering



Runaway Food

Gourmet Grocery & Vegetables



Road Ahead – Powered By purpose

- Biomedical Engineering Maintenance Services
- Intergrated Facility Management Services
 - Housekeeping Services
 - Pest Control
 - **Technical Services**
 - **Landscaping**
 - **Repairs & maintenaice**
- Aviation Engineering & Maintenance Services



- Restaurants & Cafes
- Outdoor Catering
- Co-working Space
- Gourmet Grocery & Vegetables and Delivery

- Comprehensive hospitality management services for Healthcare, Education, Corporates & Industries
- Central Kitchen led Model for Corporates & Industries
- Retail Chain Cafes & Counters

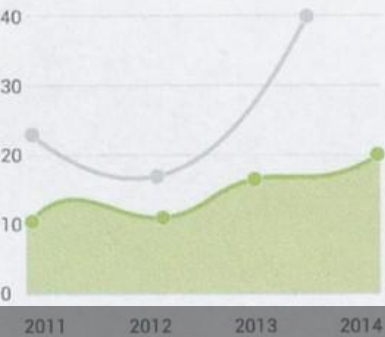
Financial Performance

Morris Charts

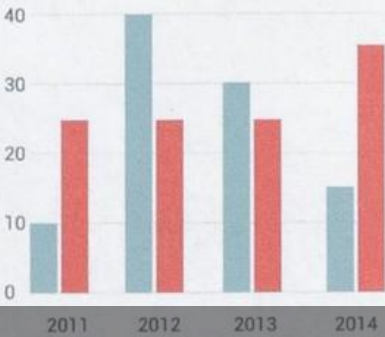
Line Chart



Area Chart



Bar Chart

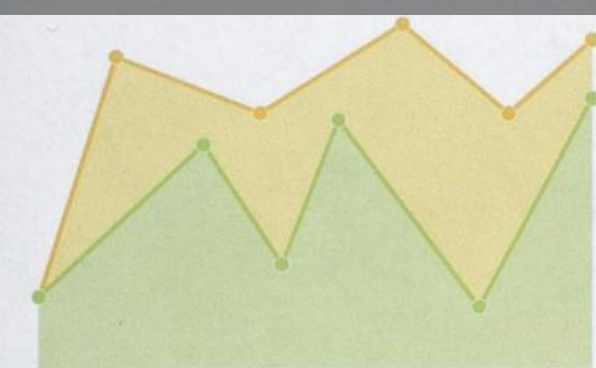


Donut Chart

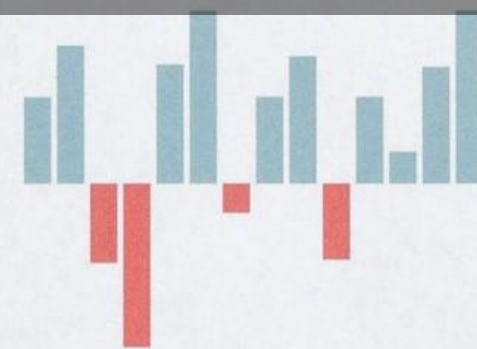


Sparkline Charts

Line Chart



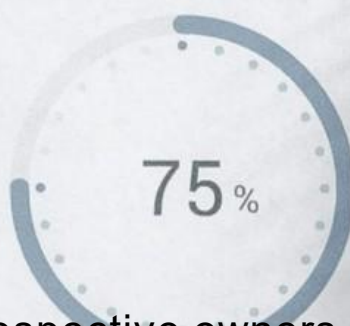
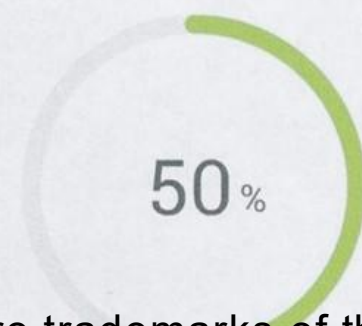
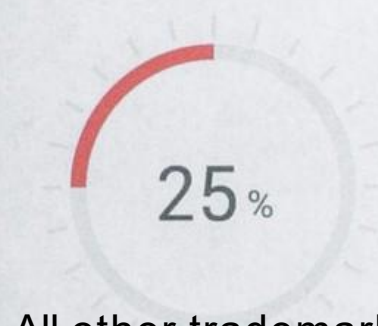
Bar Chart



Pie Chart

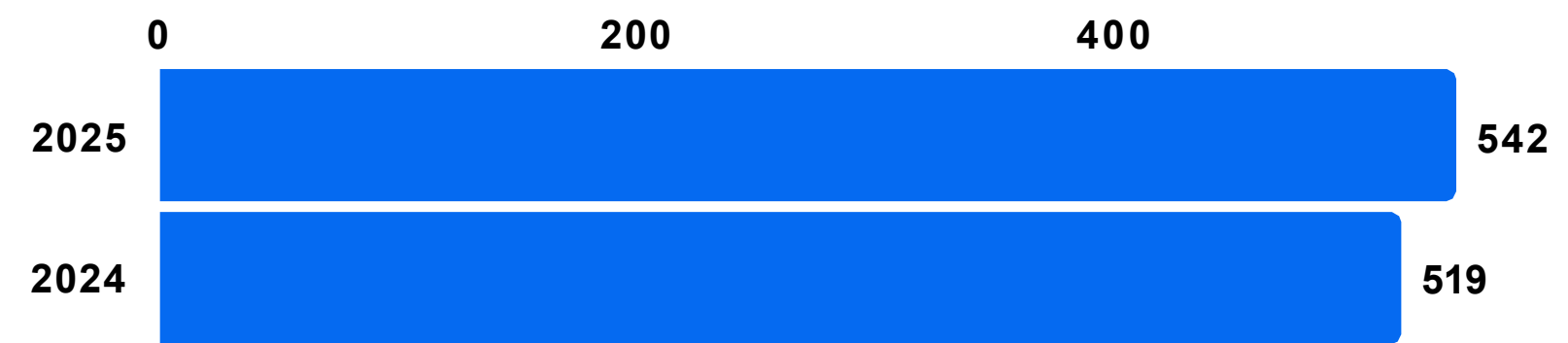


Easy Pie Charts

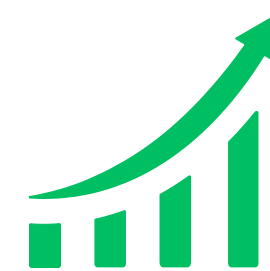


FY25 CONSOLIDATED FINANCIAL HIGHLIGHTS

Revenue (INR Cr)



Return on Equity (%)

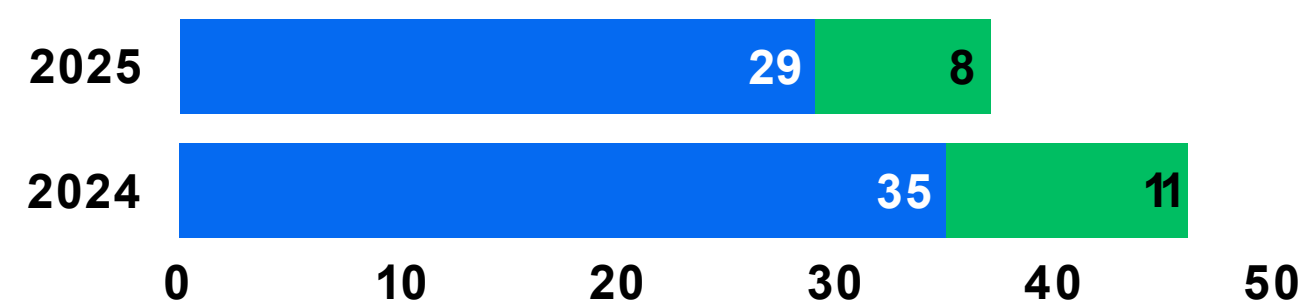


- Growth was driven by ASHL vertical.
- Growth came from scaling existing contracts and onboarding new clients.

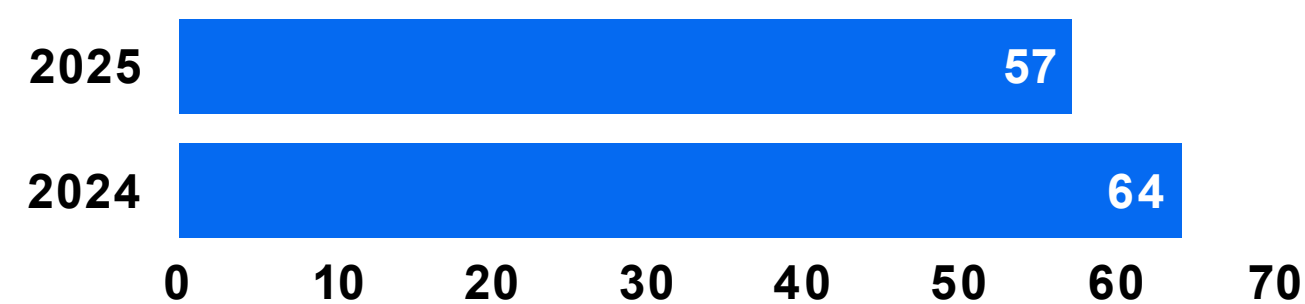


- Returns have been consistently maintained and marginally increased.
- Strategic investments have been front-loaded for scale and efficiency.

EBITDA (Cr) PAT (Cr)



Debtor Days



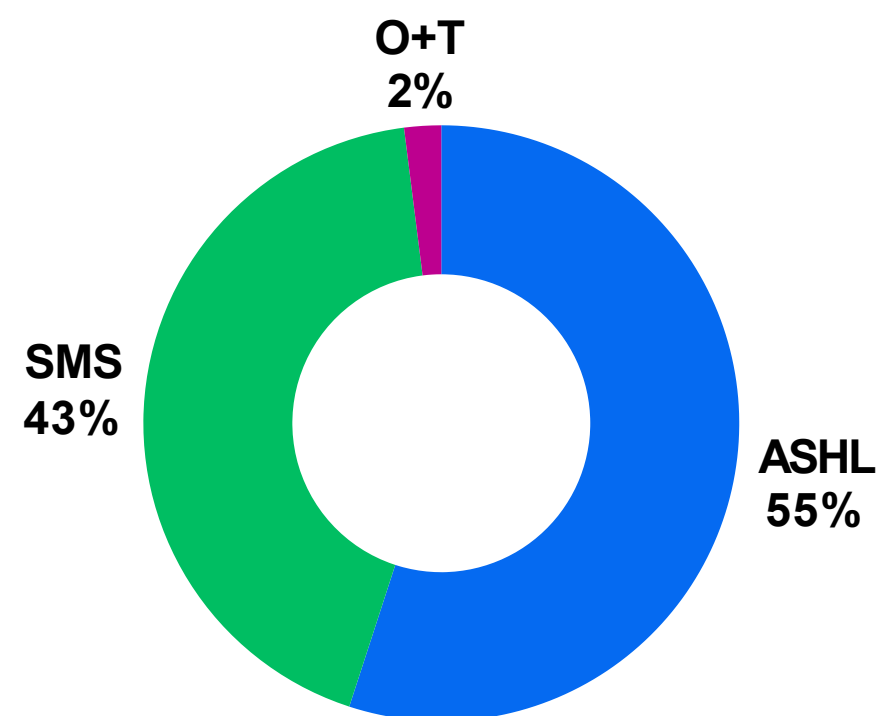
The company consciously increased investments in People, Process, and Technology to build future-ready capabilities and operational resilience.



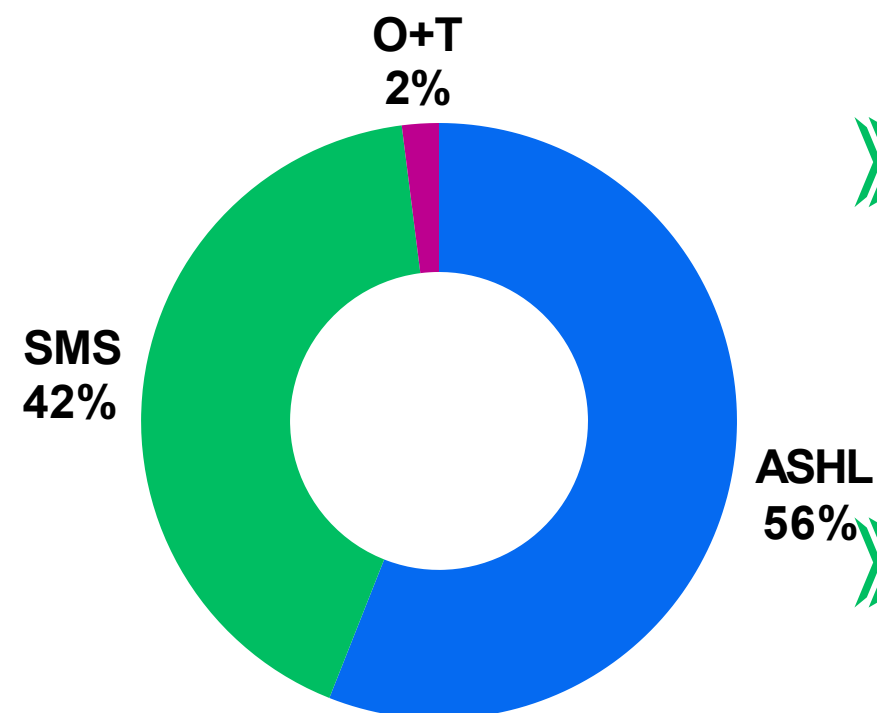
- Process improvements led to faster billing and tighter follow-ups.
- Collection cycles have shortened significantly.

SEGMENT-WISE FINANCIAL OVERVIEW

Revenue FY 2023-24



Revenue FY 2024-25



➤ ASHL – Institutional Core

- Predictable margins
- Recurring long-term contracts.
- Cash-flow engine, anchored by deep institutional trust.

➤ SMS – Scalable Tech Backbone

- High growth on the back of aviation and infrastructure projects.
- Process-heavy, tech-enabled model is driving scalable execution.

➤ Olive + Twist – Brand-Led Upside

- Olive + Twist will show breakout growth as new brands gained strong market traction.
- Valuation accelerator, led by brand IP and customer pull.

Our Differentiation



Diversified

- Integrated capability
- Multi-vertical synergies
- Deeper institutional relationships.



Own brands (O+T model)

- Create and scale our own brands
- Higher margins
- Long-term value creation

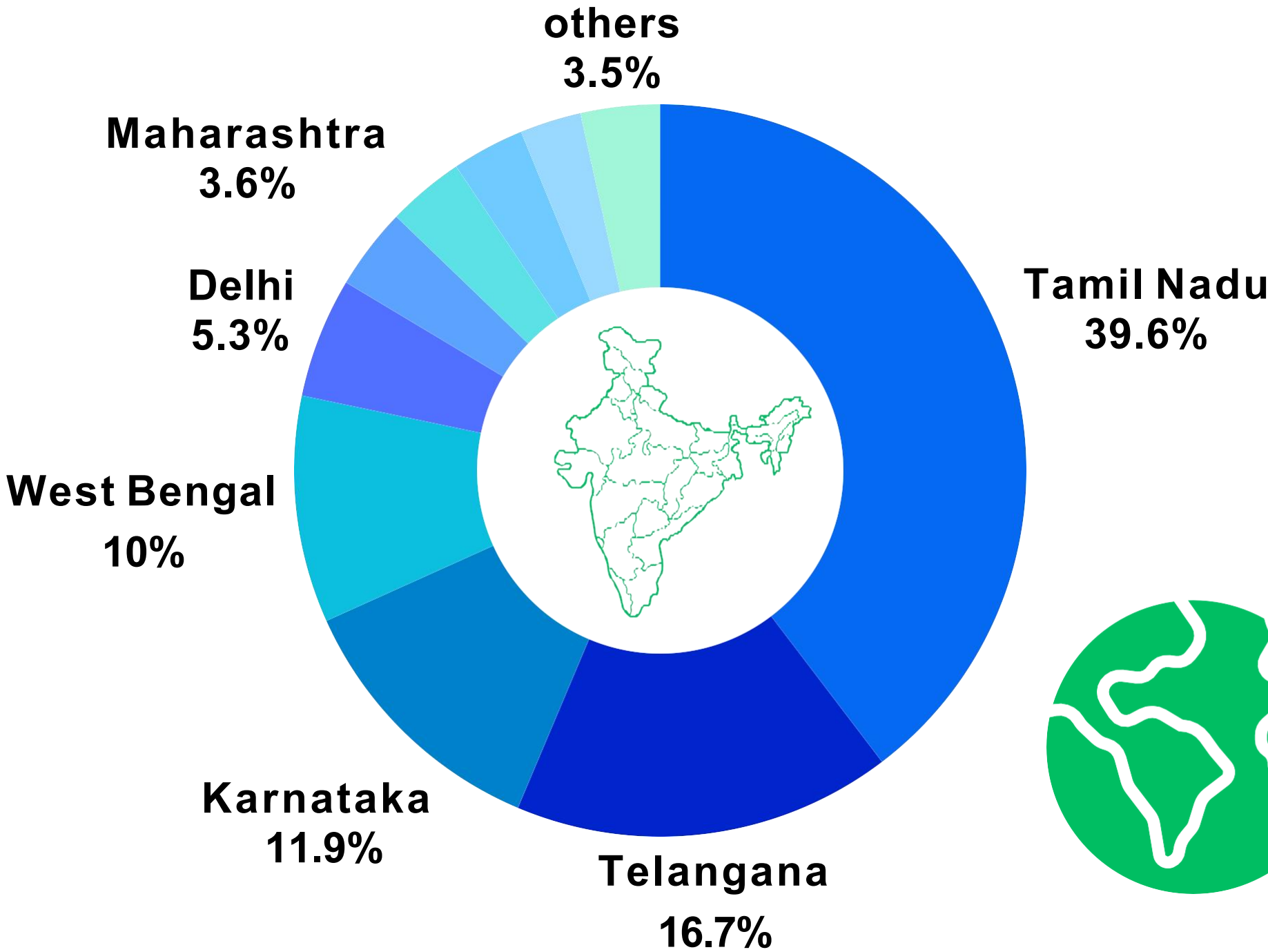


Long Term Contracts

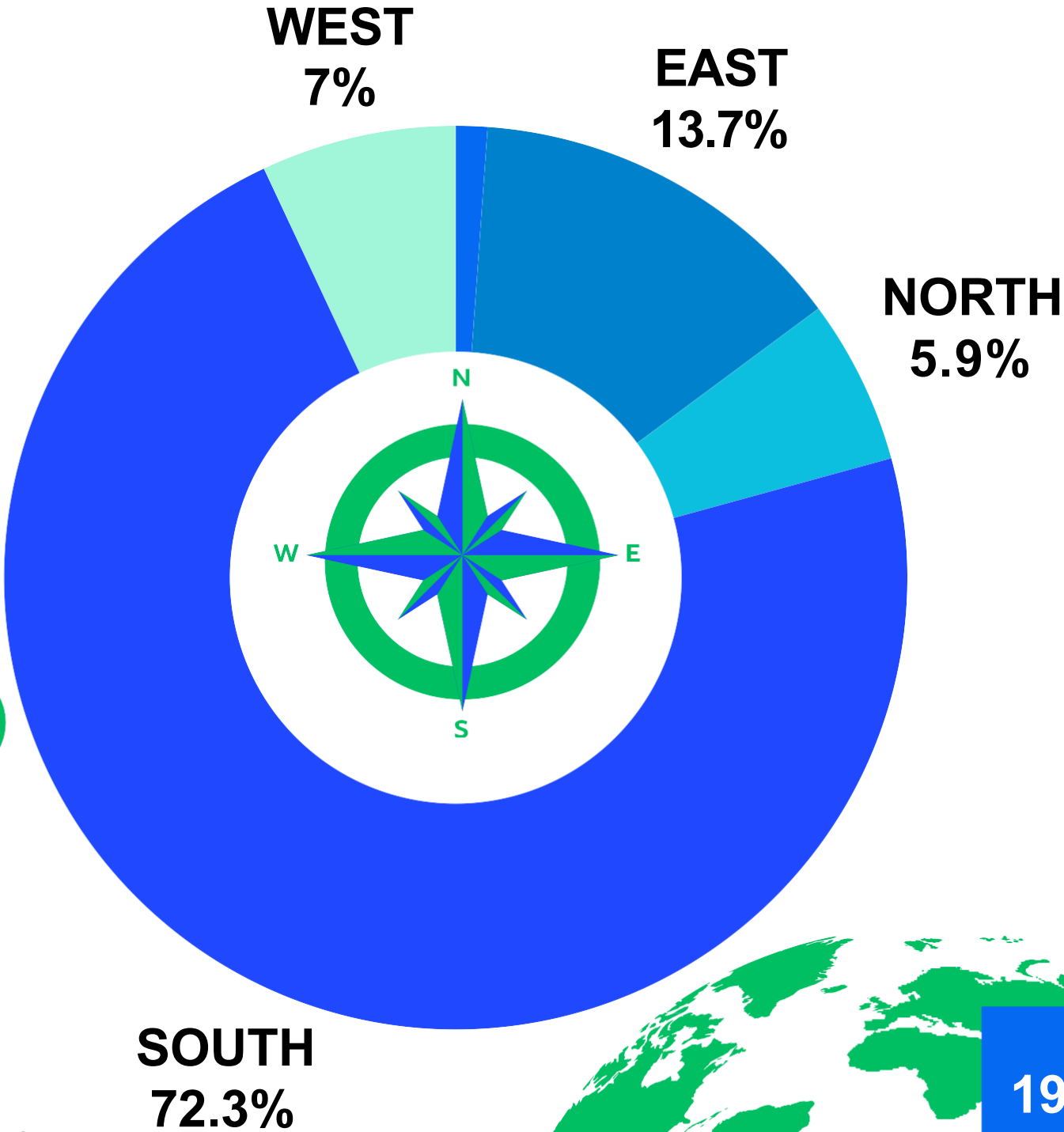
- Marquee Clients.
- High retention
- Predictable cash flows
- Recession resistance

REGION-WISE FINANCIAL OVERVIEW

STATE WISE SALES



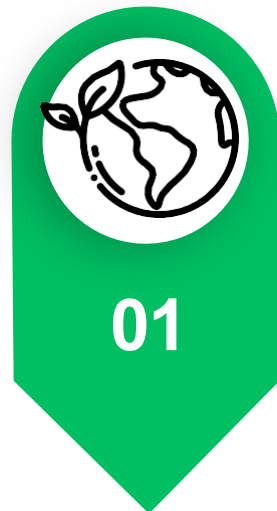
REGION WISE SALES



ESG & Governance

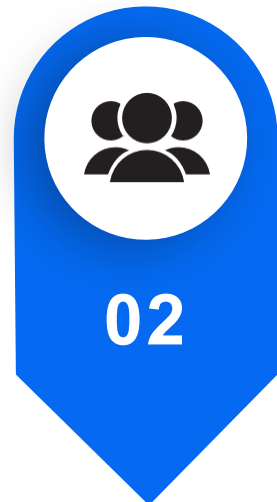


ESG PRACTICES – DIGITAL-FIRST & RESPONSIBLE



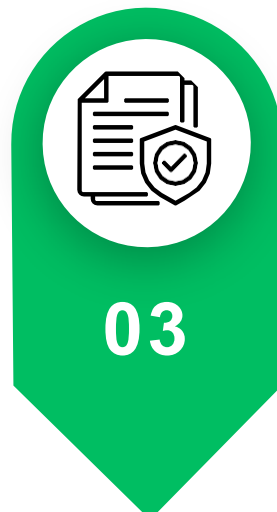
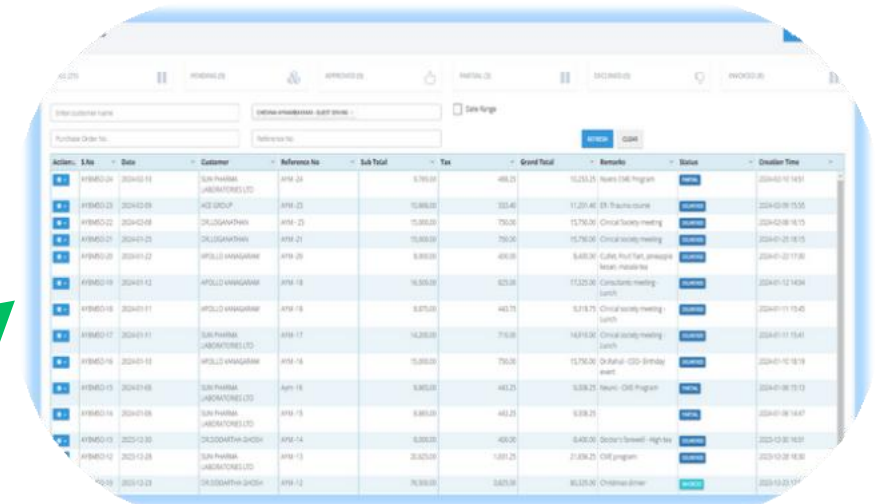
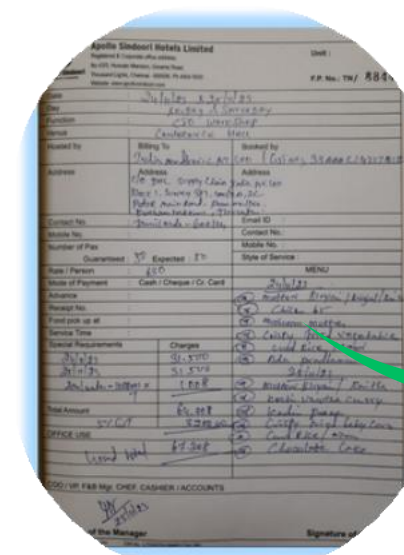
ENVIRONMENTAL

- Central kitchens with waste segregation and tracking
- Reusable packaging pilots in institutional catering
- Digitized SOPs have reduced paper consumption by over 60%
- IoT-based monitoring in SMS (energy, uptime, water tracking)



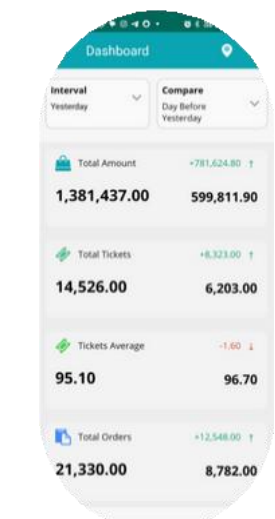
SOCIAL

- Digital Learning Ecosystem launched in FY25
- SOP training, career pathing, performance dashboards
- FY25: Standard hours of training mandated for employees
- FY26: Launching eNPS measurement and career mobility index
- Gender inclusion pilots in SMS and Olive + Twist



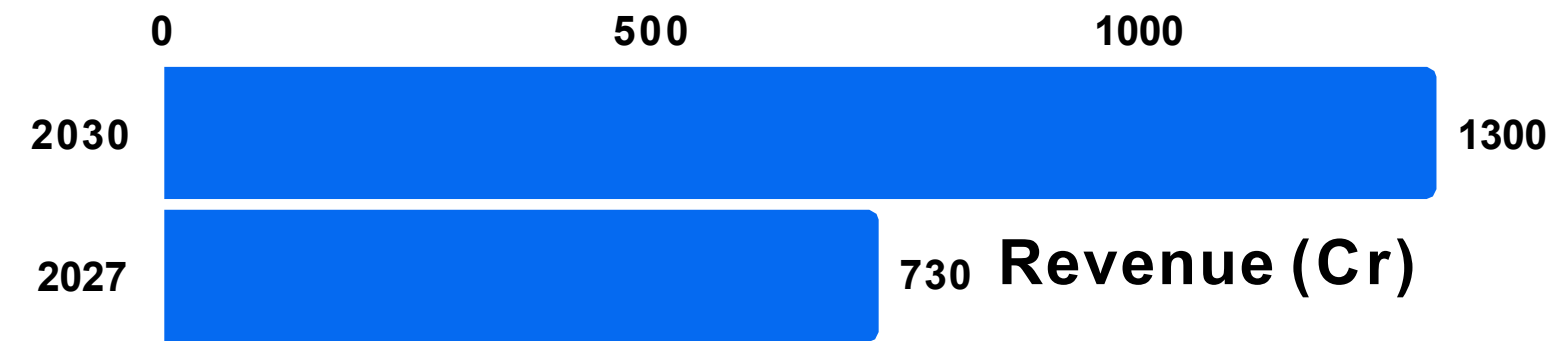
GOVERNANCE

- SAP + HRMS = traceability across procurement, payroll, and audit logs
- Quarterly process audits by internal team and 3rd parties initiated and piloted
- Whistleblower, grievance, and code of conduct policies digitized
- Board-level reporting across ESG indicators



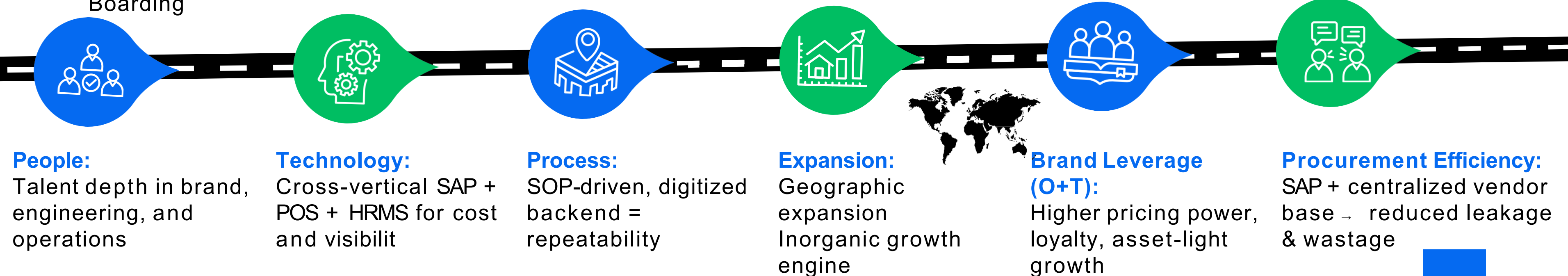
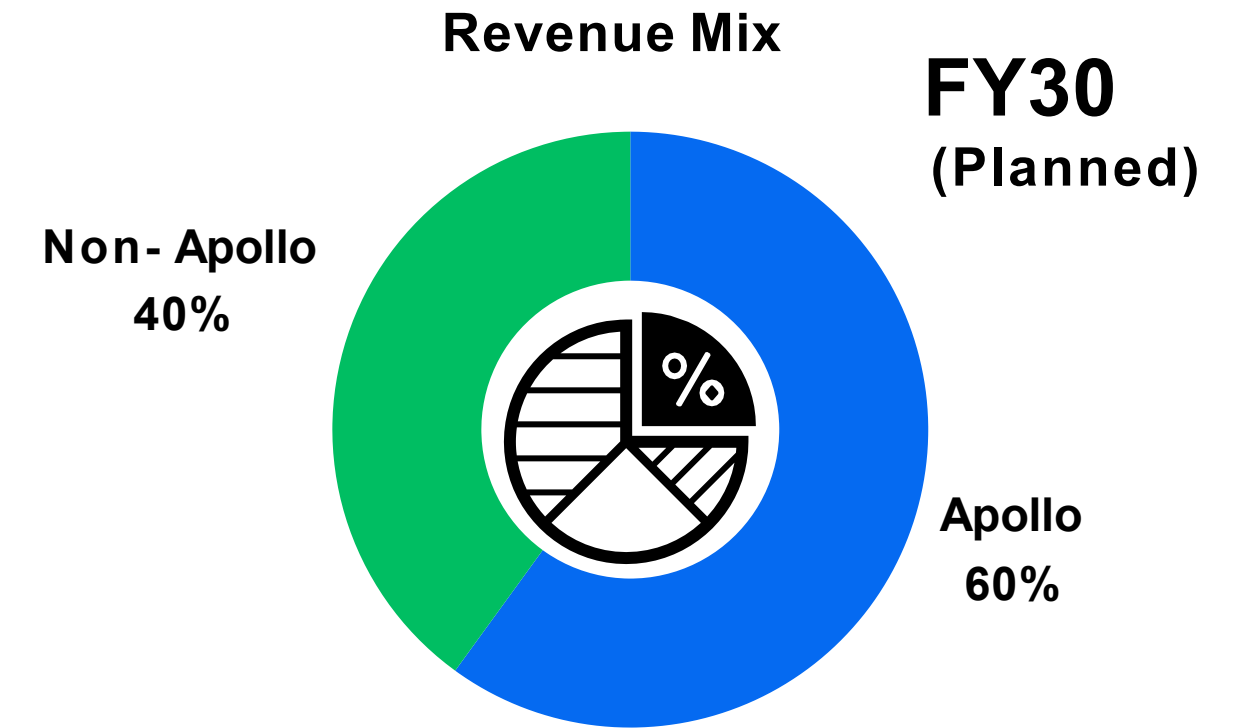
Strategic Outlook

VISION 2030 – GROWTH ANCHORED IN SCALE, MARGINS & TECHNOLOGY



- **Expand Services** – Security, Gardening, Cash Management, Restaurants, Boutique Hotels, Staffing, International expansion, Niche Boarding

- **Acquire New Accounts** – Hospitals, Airports, Manufacturing, Townships, Stadiums
- **Drive Inorganic Growth** – Acquire local players in new geographies & strengthen service lines
- **Invest in Innovation** – Set up R&D facility for innovative solutions



THANK YOU

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