



INVESTOR PRESENTATION Q2 FY26

 **Serving Institutions, Building Experiences**



Scrip: NSE: APOLSINHOT || Apollo Sindoori Hotels Limited

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Executive Summary – Where We Stand

UNITED BY ONE VISION – DRIVEN TOWARDS THE FUTURE

**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

Enhanced Offerings

KEY HIGHLIGHTS: H1 FY 26 (HALF-YEARLY COMPARISON)

CONSOLIDATED

Amounts in INR Cr

Revenue Growth

₹288 ↑ 9%
from last period



EBITDA Growth

₹19 ↑ 18%
from last period



PAT Growth

₹7* ↑ 90%
from last period



STANDALONE

Revenue Growth

₹165 ↑ 11%
from last period



EBITDA Growth

₹14 ↑ 11%
from last period



PAT Growth

₹6 ↑ 26%
from last period



* The increase in Q1 PAT was mainly due to a higher gross margin in the SMS segment, supported by a one-time provision write-back of ₹0.87 crore for the SVP client and an Ind AS impact of ₹2.05 crore, together totaling ₹2.92 crore.

KEY HIGHLIGHTS: Q2 FY 26 (QUARTERLY COMPARISON)

CONSOLIDATED

Amounts in INR Cr

Revenue Growth

₹150

↑ 10%
from last period



EBITDA Growth

₹10

↑ 13%
from last period



PAT Growth

₹3

↑ 39%
from last period



STANDALONE

Revenue Growth

₹87

↑ 12%
from last period



EBITDA Growth

₹7

↑ 20%
from last period



PAT Growth

₹4

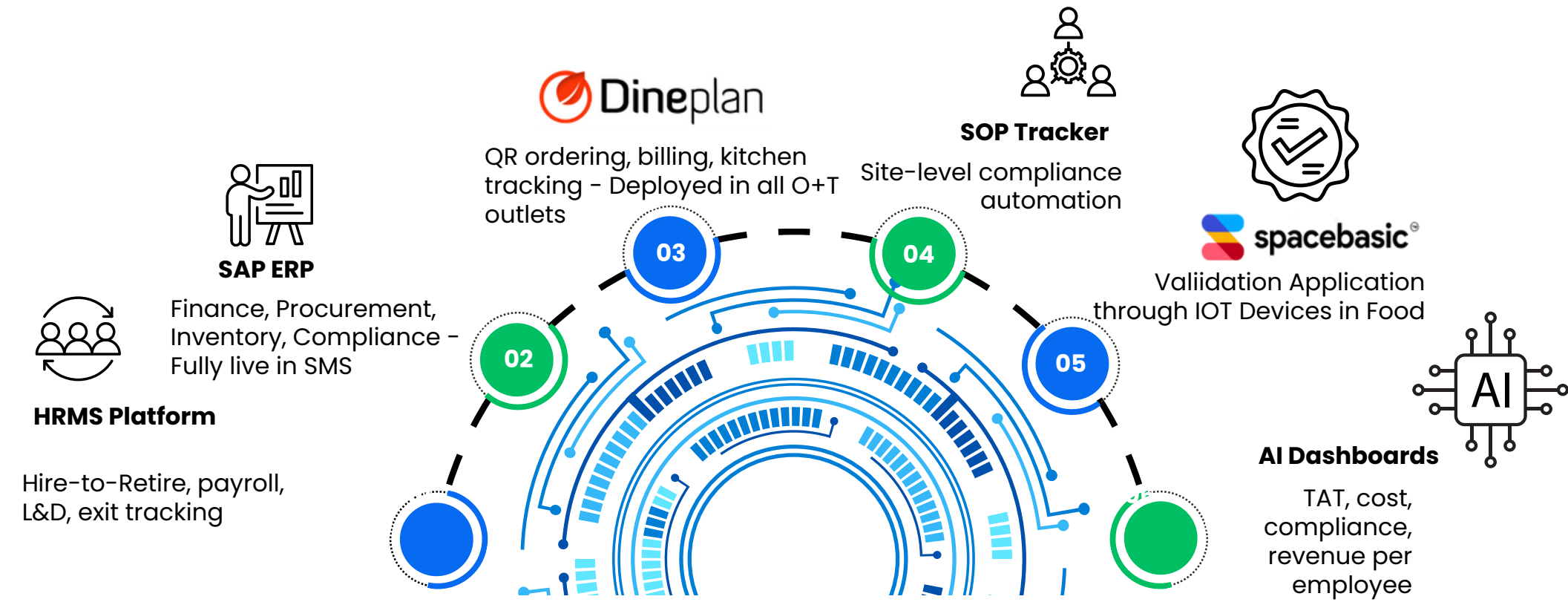
↑ 25%
from last period



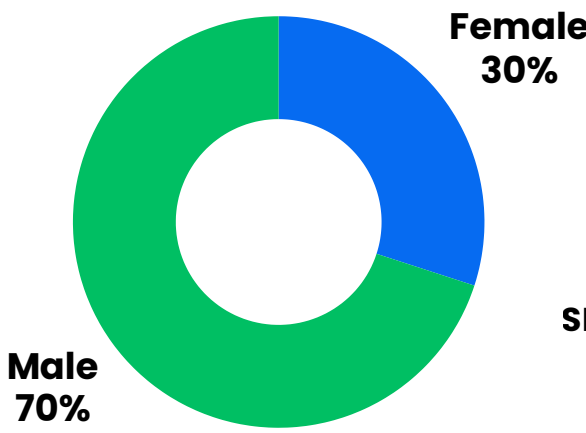
STRATEGIC INVESTMENT – PEOPLE, PROCESS & TECHNOLOGY

TECHNOLOGY – POWERING OPERATIONAL INTELLIGENCE

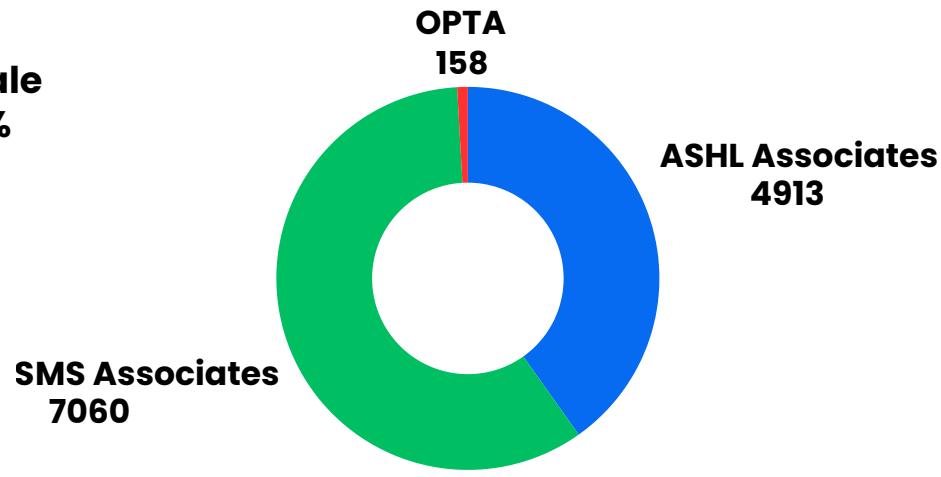
PEOPLE – BUILDING INSTITUTIONAL STRENGTH



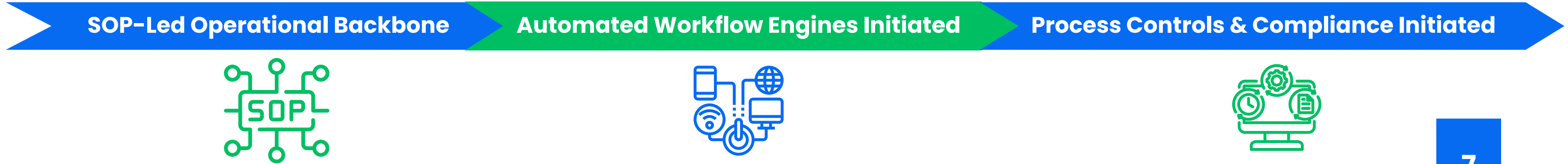
Gender Diversity



People Strength



PROCESS – EMBEDDING GOVERNANCE DISCIPLINE



PEOPLE & CULTURE

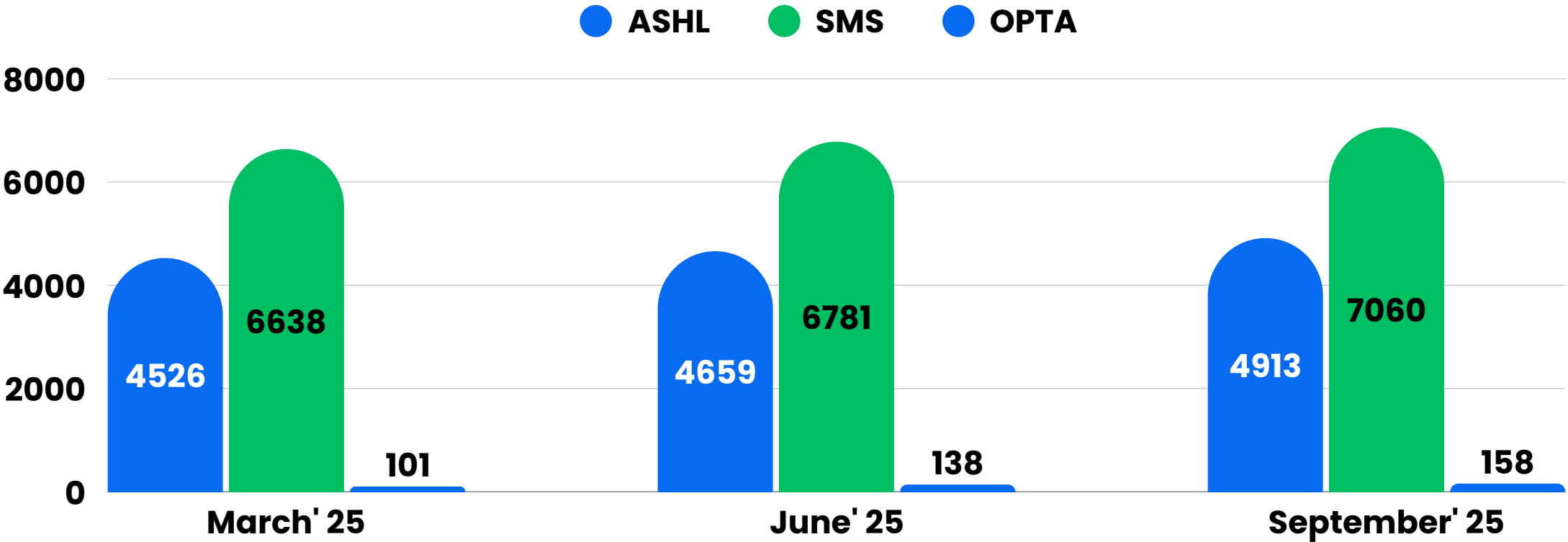
Our people drive innovation and client trust



Training hours
35 hrs/employee
↑ 15%



Women in Workforce
30%



Employee Count Growth

Quarterly Additions (Net)
553 – ↑ 5% QoQ

Half Yearly Additions (Net)
866 – ↑ 8% HYoHY



Business Verticals



ASHL – OVERVIEW & STRATEGIC ROLE

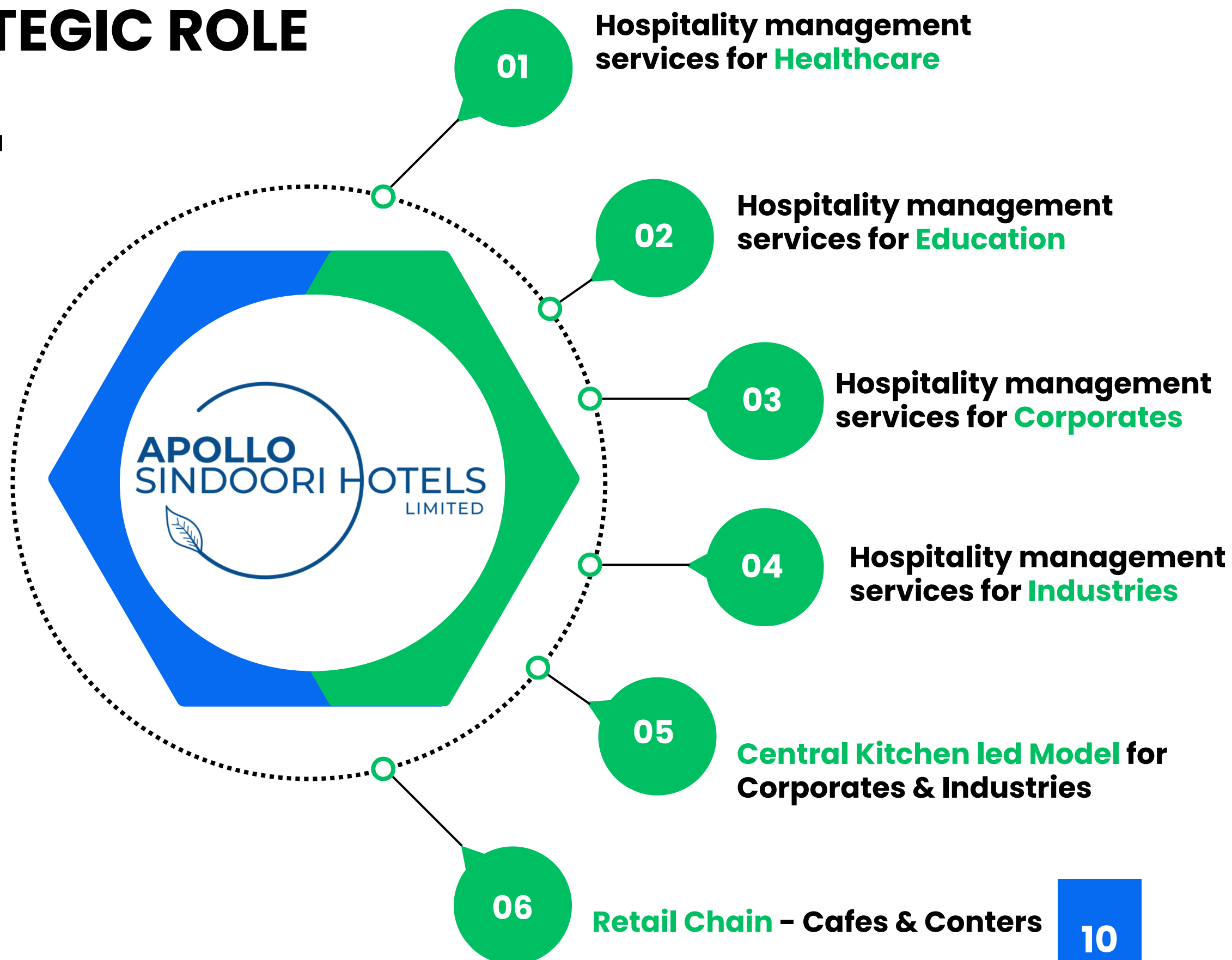
ASHL is the group's longest-standing vertical with a legacy of being the leading player in serving healthcare institutions under stringent compliance norms.

Enhanced Offerings

Revenue (INR Cr) – Half-yearly comparison



Revenue (INR Cr) – Quarterly comparison

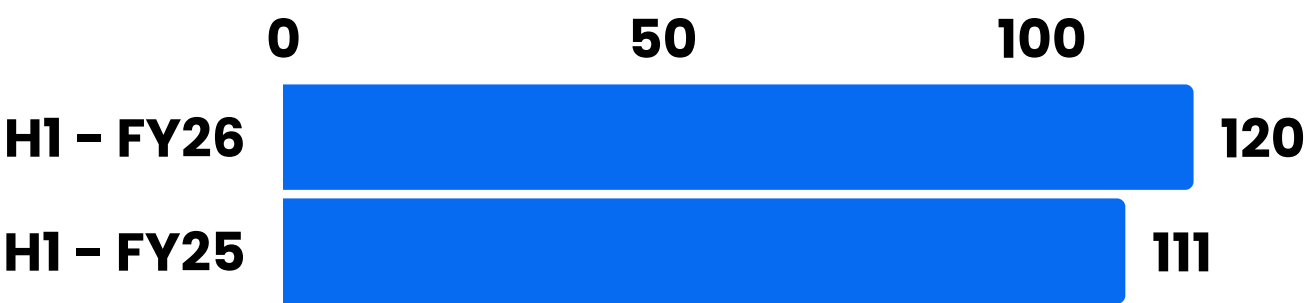


SMS – PLATFORM FOR SERVICES INNOVATION & EXPANSION

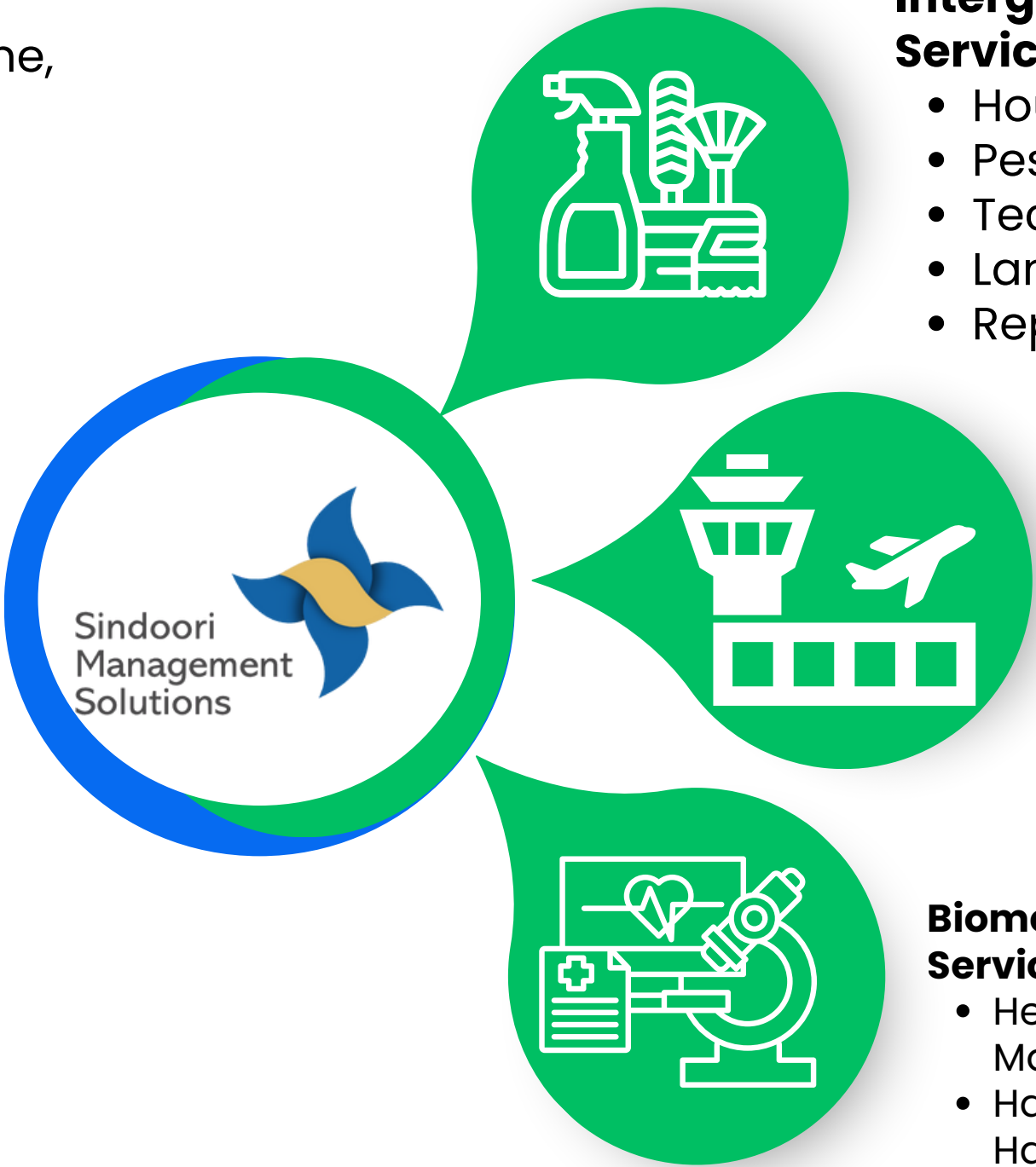
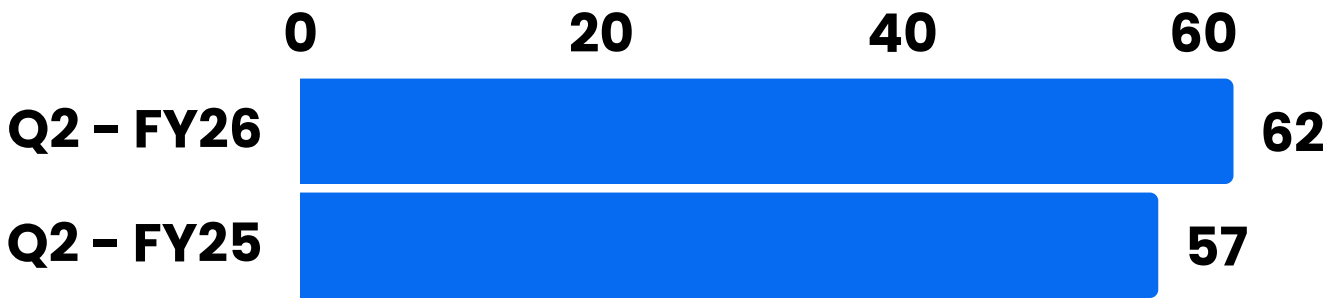
Enhanced Offerings

SMS is the group’s technology-led growth engine, focused on mission-critical services

Revenue (INR Cr) – Half-yearly comparison



Revenue (INR Cr) – Quarterly comparison



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 – BRAND PORTFOLIO & GROWTH PROFILE

- Expansion into experiential dining formats in premium lifestyle categories
- Long-term value creation expected through brand equity and consumer loyalty

Revenue (INR Cr) – Half-yearly comparison



Revenue (INR Cr) – Quarterly comparison



Runaway Food
Gourmet Grocery & Vegetables



Sketch
Outdoor catering



1 Vibe
Coworking space



Canvas
Global plate – Restaurants



Glazed & Co
Desserts & Pastries



The Big Eat
Global Gourmet, delivered to your doorstep.



Arena27
Sports Cafe



Sugar Monster
Cakes & Pastries



Financial Performance

Morris Charts

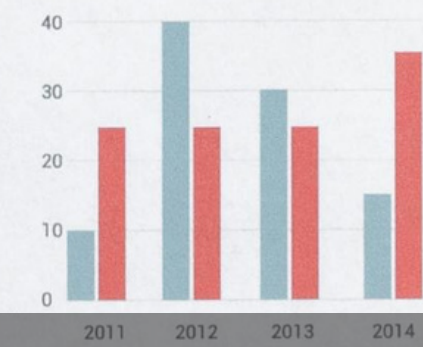
Line Chart



Area Chart



Bar Chart

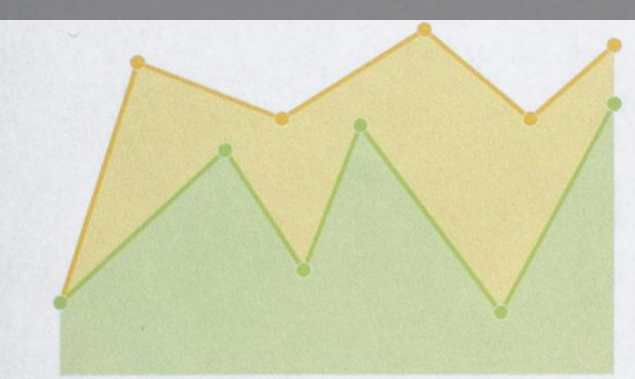


Donut Chart

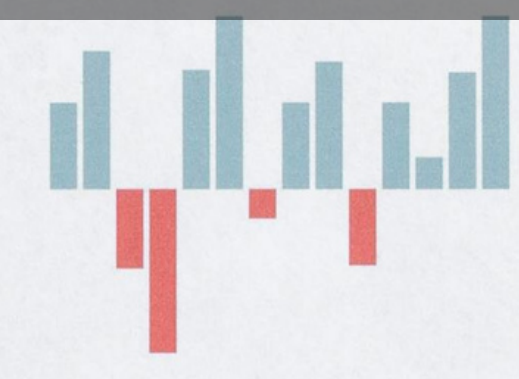


Sparkline Charts

Line Chart



Bar Chart



Pie Chart



Easy Pie Charts



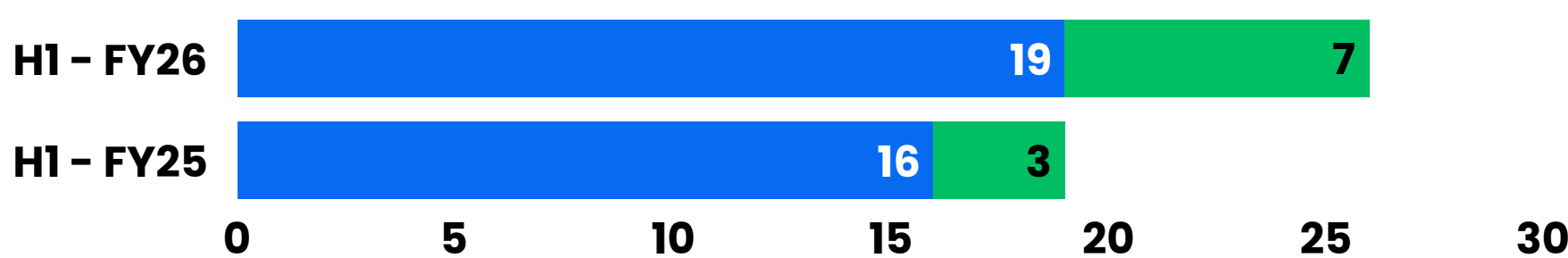
CONSOLIDATED FINANCIAL HIGHLIGHTS

Revenue (INR Cr) – Half Yearly



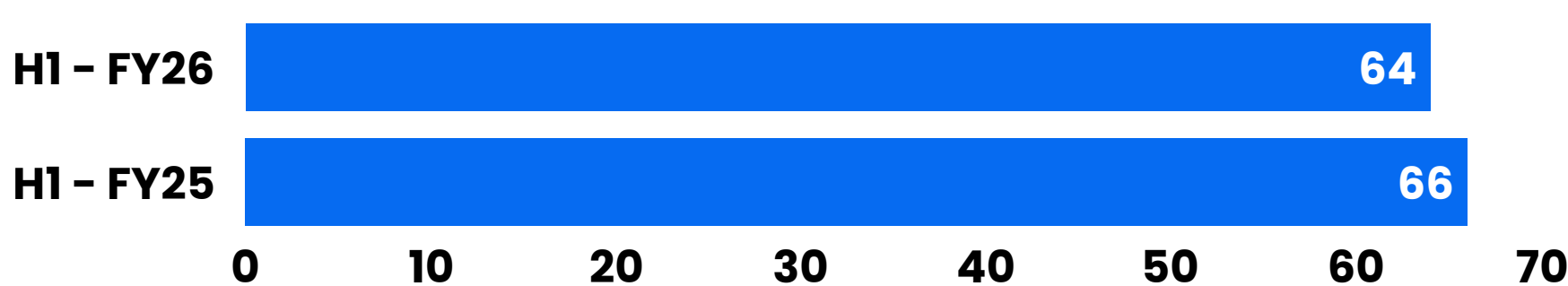
- Growth was driven by ASHL vertical.
- Growth came from scaling existing contracts and onboarding new clients.

EBITDA (Cr) PAT (Cr)



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

Debtor Days



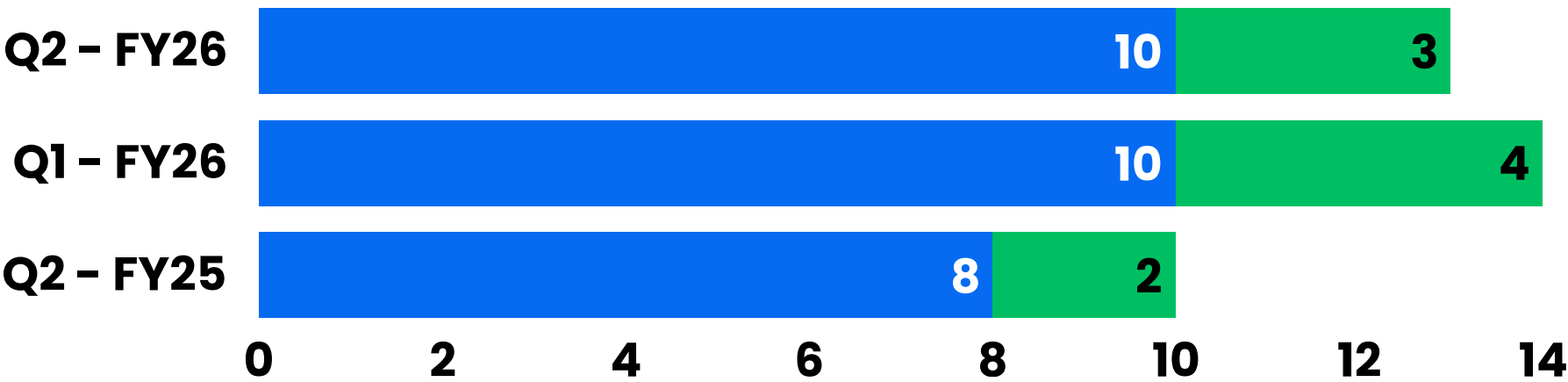
- Process improvements led to faster billing and tighter follow-ups.
- Collection cycles will be shortened significantly.

CONSOLIDATED FINANCIAL HIGHLIGHTS

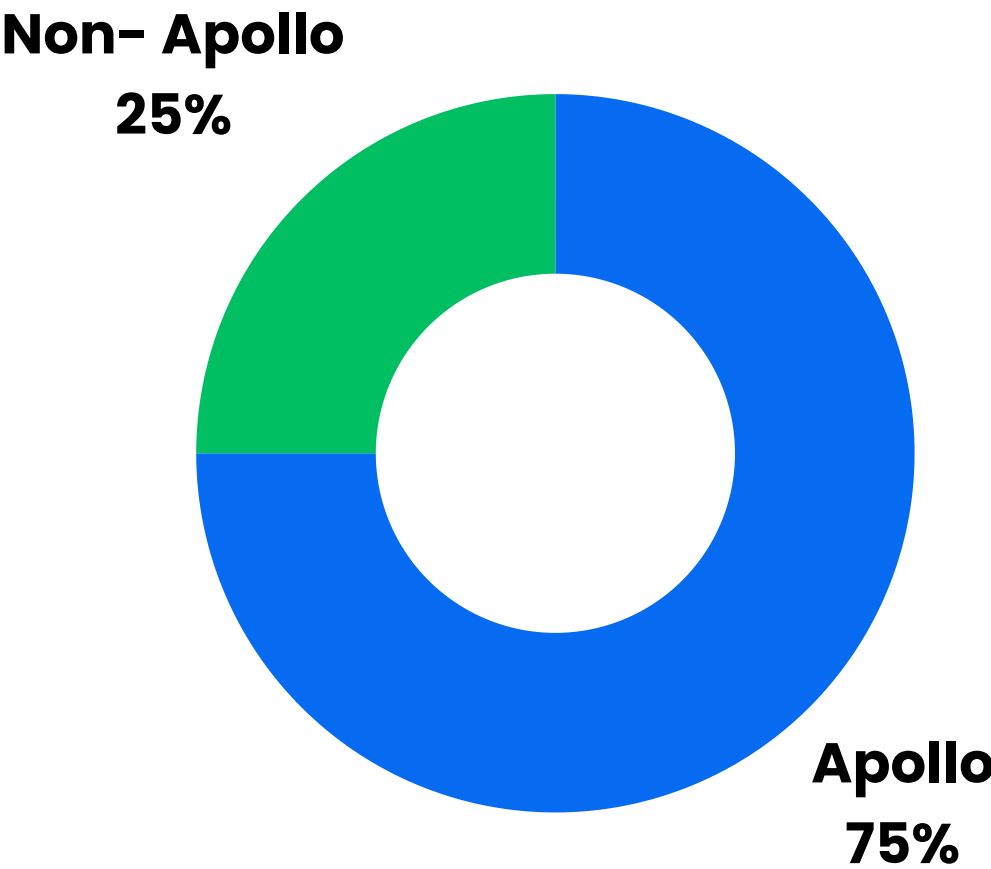
Revenue (INR Cr) – Quarterly



EBITDA (Cr) PAT (Cr)



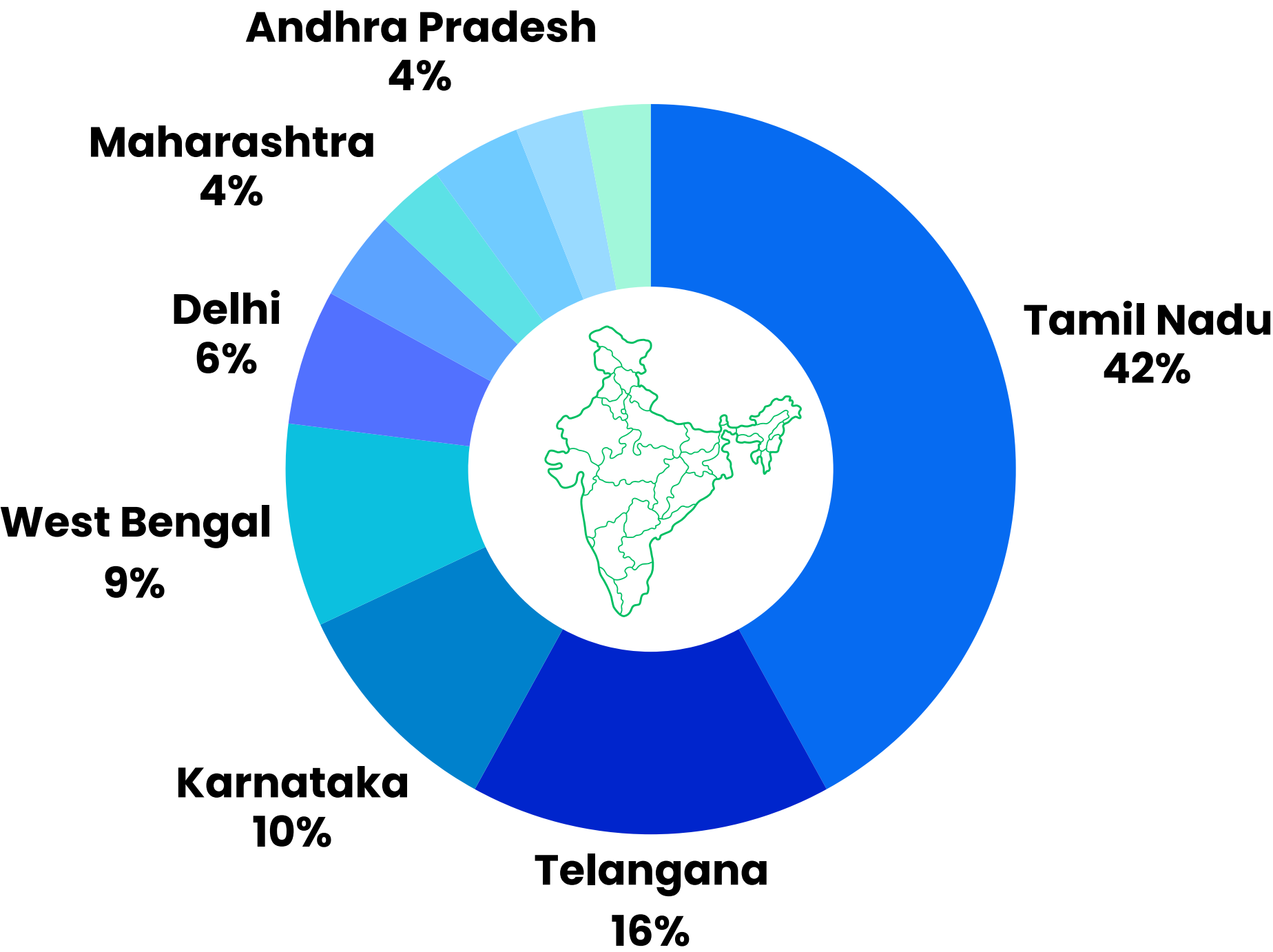
CLIENT REVENUE MIX



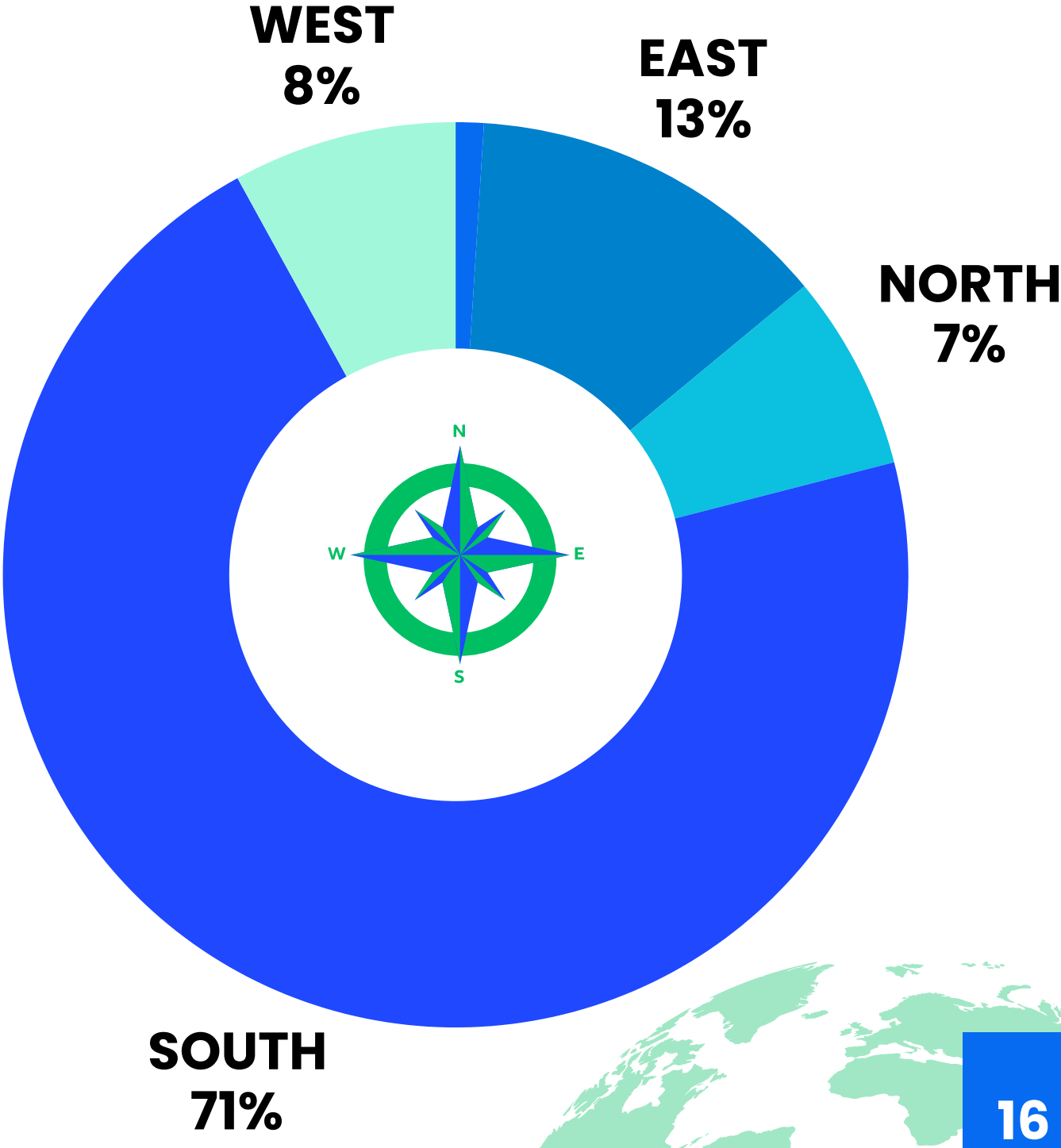
While Apollo Group remains a foundational partner, this calibrated expansion into government hospitals, private healthcare chains, educational institutions, and airports is designed to enhance growth opportunities and build a more balanced, multi-sector portfolio.

REGION-WISE FINANCIAL OVERVIEW

STATE WISE SALES



REGION WISE SALES



New Restaurant Launched – Chennai



Strategic Outlook



NEW PROJECTS WON (SELECT)

Apollo Sindoori Hotels Ltd (Standalone)



Madras Cricket Club

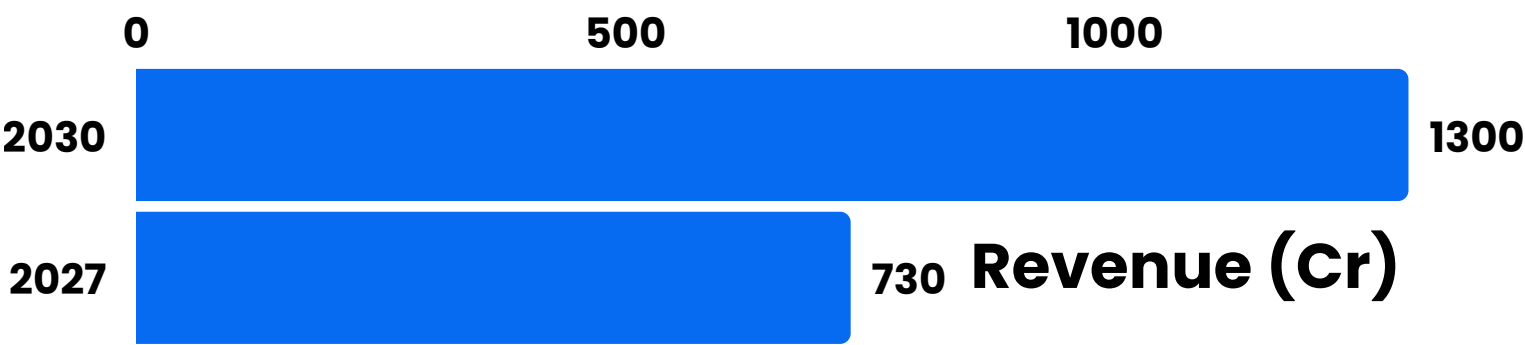
Sindoori Management Solutions (Standalone)



PAN India Presence



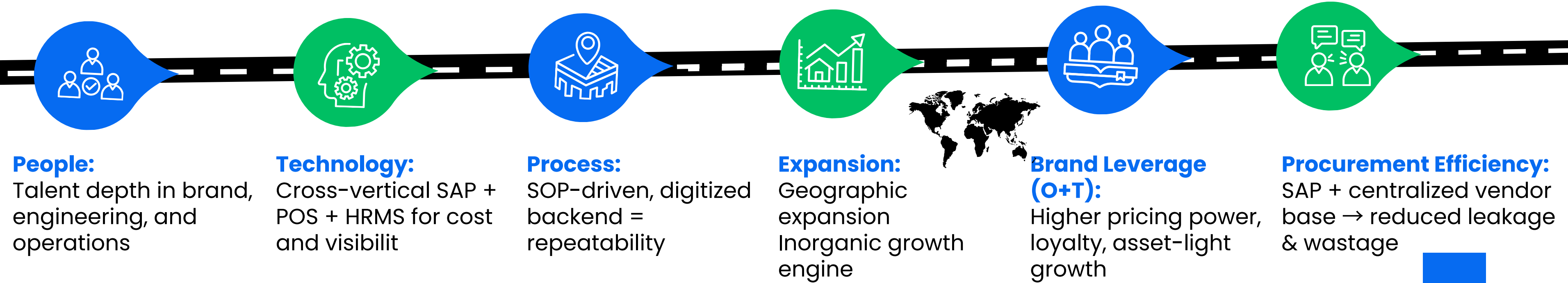
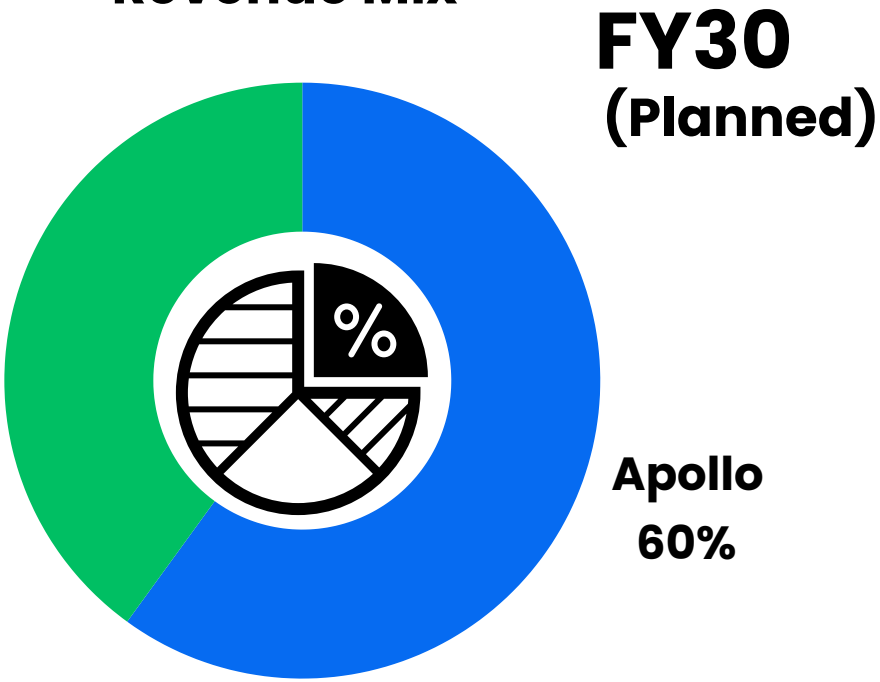
VISION 2030 – GROWTH ANCHORED IN SCALE, MARGINS & TECHNOLOGY



- **Expand Services** – Security, Gardening, Cash Management, Restaurants, 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

Revenue Mix



THANK YOU

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