



EXPERIENCES UNFORGETTABLE

Date: May 28, 2025

To,

The Secretary, Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001,  
Maharashtra, India

**Scrip Code: 544248**

**Scrip ID: MCEL**

**Subject: Intimation of Investor Presentation under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

Dear Sir/Madam,

Please find attached herewith a copy of the Investor Presentation pursuant to Regulation 30 of the SEBI Listing Regulations.

You are requested to kindly take the document on record.

Yours faithfully,  
For **Mach Conferences & Events Limited**

**Yashashvi Srivastava**  
Company Secretary & Compliance Officer

**Mach Conferences & Events Ltd.**

**(Formerly known as Mach Conferences & Events Pvt. Ltd.)**

CIN No. L74110DL2004PLC126130

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# MACH

Conferences And Events Limited

— Investor Presentation —



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# ABOUT THE COMPANY

Mach Conferences and Events Limited (Mach, The Company) provides comprehensive event management solutions for MICE and Event Sector. Mach is specialized in Conference Management, Exhibition Management and Global Event Planning. This includes venue selection, accommodation arrangements, transportation logistics, local activities, and on-site coordination.

Mach offer end-to-end services for corporate meetings, conferences, trade shows, and other gatherings, facilitating seamless planning, execution, and coordination. The Company's expertise lies in crafting tailored experiences, from conceptualization to logistics, to ensure impactful events that meet their clients' objectives. Leveraging innovative design, cost-effective management, and efficient operations. Their experience ranges from arranging small corporate events to large global events.



# 10X

Revenue in 3 years  
(FY22-FY25)



# VISION MISSION



**To be the #1 Brand that delivers  
benchmark quality MICE solutions**  
which are unequalled in  
experiences, while being truly beneficial  
to businesses.



## Vision



## Mission

- Create unforgettable experiences
- Make the unbelievable affordable
- Deliver interactive, immersive & experiential events
- Keep evolving to stay ahead of the curve

# KEY FACTS



**25+** Countries Global  
Event Management



**20+** Years Of  
Experience



**PAN India**  
Presence



**370+**  
Event Completed During  
Last 3 Year



**₹ 151.12** Lakhs  
Average Revenue Generated  
Per Event in FY25



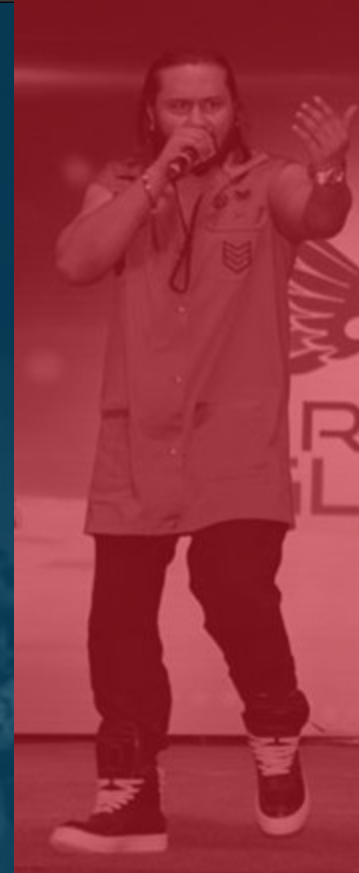
**80+** Team Size



FY25 ₹ In Lakhs  
Revenue : **23,575**  
EBITDA : **2,195** PAT: **1,416**



FY25  
ROE: **17.86%**  
ROCE: **23.84%**





# 20 Year legacy...



**2004**

Company was incorporated



**2012**

Affiliated with **PATA**  
(Pacific Asia Travel Association)



Affiliated with **IATO**  
(Indian Association of Tour Operators)



**2014**

Affiliated with **ADTOI**  
(Association of Domestic Tour Operators of India)



**2019**

- Achieved a turnover of ₹100 Crore
- Affiliated with **IATA**  
(International Air Transport Association)



**2024**

- Crossed turnover of **₹200 Crore**
- Converted into a **Public Limited Company**



**2025**

- Started B2C with religious tours in Mahakumbh
- Acquired 21 new corporate clients



# The Executors of Vision



**Mr. Amit Bhatia**

Chairman & Managing Director

More than 20 years of experience in MICE industry.  
Responsible to control and oversee all business operations, people and ventures.



**Mrs. Laveena Bhatia**

Whole time Director

Having an experience of more than 20 years in MICE Industry.

In-charge for planning, organizing and directing the operations of the company.



**Mr. Ranjan Ghosh**

Vice President

He has more than 20 years of experience in MICE industry



**Mr. Rajesh Chhetri**

Vice President

He has more than 17 years of experience in MICE industry



**Mrs. Antra Pant**

Vice President – MICE

She has more than 22 years of experience in MICE industry



**Mr. Abdul Rahim Patel**

Vice President – Sales

20+ years of experience in Travel & hospitality industry.



**Mr. Adit Bhatia**

Deputy General Manager - Strategy and Innovation

Experience of more than 3 years in MICE Industry.

# Talent Acquisition



## **Mr. Varun Mehta**

### **Vice President - Strategy and Ventures**

25+ years of rich experience. Served as a Global Vice president in EaseMyTrip.

#### **Responsibilities in Mach**

- Transforming Mach conferences & events Ltd into a full service Online Travel Agency (OTA).
- The verticals will include : Flights, Hotels, Cruises and VISA services
- In-house airline ticketing enabled by IATA accreditation and GDS integration.
- Strategic Acquisition Targeting Travel firms
- Collaborating with different travel boards across the globe



## **Ms. Priyanka Singh**

### **Vice President - Corporate & MICE**

24+ Years of Excellence in B2C holidays, corporate Travel with proven expertise in the travel and hospitality industry.

#### **Responsibilities in Mach**

- New Segment - Corporate Travel desk, Corporate Helpdesk will work as a digital implant in a corporate where the day to day travel requirements will be fulfilled by this online tool. These requirements can be anything from Flights, Hotels, Taxi, Visas etc
- To inspire customers to experience the world by providing exceptional travel experiences while prioritizing sustainability and responsible tourism.

# MANAGEMENT COMMENT



“We are proud to report that FY25 has been a landmark year for Mach Conferences & Events Ltd., marked by significant growth in customers, strategic diversification, and consistent operational excellence. With a **73% year-on-year increase in the number of events executed**, rising from 90 in FY24 to 156 in FY25, we have demonstrated our agility and capability in meeting the evolving demands of our clients across both domestic and international locations. This growth has been driven by our relentless focus on quality, client satisfaction, and innovation in event execution.

Notably this year we have launched our **Religious Tourism segment**, which started with premium B2C packages to the Maha Kumbh Mela in Prayagraj. Religious tourism is just the beginning of our journey to diversify and innovate; this year, we will also be transforming into an **OTA (Online Travel Agency)** with the launch of our **own B2C portal**. Furthermore, we are setting up corporate travel desks across various corporates, which will contribute significantly to additional revenue streams.

We are also pleased to share that we added **21 new clients this year** and conducted over 35 events for them, contributing meaningfully to our portfolio diversification. Our events footprint spans prestigious international destinations such as Norway, Vancouver, Peru, New Zealand, Switzerland, and Monte Carlo, alongside key Indian cities like Goa, Srinagar, Bekal, Jaipur, Kovalam, and Gangtok. In FY25, we achieved **revenue of ₹235.75 Crores**, equaling the previous year’s total. While FY24 included a major large event in Korea that contributed approximately ₹80 Crores, this year’s performance came from a broader base of clients and events. Excluding that big event in Korea, our business recorded an **organic growth of nearly 50%**, demonstrating the success of our client acquisition strategy, portfolio expansion, and unwavering commitment to excellence.

As we look ahead, we remain committed to expanding our service offerings, including OTA, corporate travel desks, cruises, Visa services, and exploring new markets. Our continued success is a testament to the unwavering dedication of our team, the loyalty of our clients, and our shared vision for sustainable, high-impact growth..”

**- Amit Bhatia**

Chairman & Managing Director



A close-up photograph of two hands shaking in a firm grip, symbolizing a business deal or agreement. The hands are wearing blue suit sleeves. The background is blurred, showing architectural elements like windows and structural beams, with bright light coming from the upper right.

# Business

## Overview

# Comprehensive MICE Solutions ...

Imagine organizing a big international conference. The venue is needed (which we help with), transportation (we manage it), and accommodations (we book the hotel). The attendees traveling from different countries, we take care of their flight tickets, visas, and even exchange currency for them. On-site, we coordinate every logistical detail so that everything runs on time and smoothly. The client need not worry about the behind-the-scenes work because we handle all of it. Our comprehensive service makes sure that everyone has a hassle-free and enjoyable experience.

In short, **we handle everything for the client, from start to finish, ensuring the event is a success.**



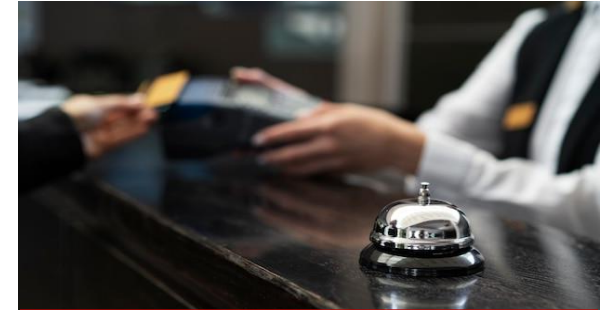
**EVENT AND CONFERENCES**



**DESTINATION MANAGEMENT**



**HOTEL & VENUE BOOKING**



**TICKET & VISA ASSISTANCE**



**TICKET BOOKING**



**LOGISTICS MANAGEMENT**



# EVENT AND CONFERENCES

Organizing corporate events, seminars, and conferences. This includes

01

Choosing the best location for the event.

02

Creating a clear plan or schedule for what will happen during the event (agenda).

03

Coordinating with speakers to make sure they are ready and prepared to present.

04

Managing the people attending the event, making sure they have everything they need.



# DESTINATION MANAGEMENT

Comprehensive planning for seamless travel experiences  
When your event is being held at a specific place.

01

Picking the best venue  
(location) for the event.

02

Booking hotel rooms for  
attendees.

03

Sorting out transport to get  
everyone from place to place.

04

Organizing local activities like  
cultural tours or team-building  
exercises

# HOTEL & VENUE BOOKING

Arranging accommodations and event venues.

01

Understanding the client's needs and finding the best hotel or venue that fits.

02

Using our good relationships with top hotels to get special deals or privileges for our clients.

03

We make sure the attendees have comfortable and convenient places to stay or meet.



# TICKET & VISA ASSISTANCE

Handling flight tickets and visa processing for attendees

01

Booking flight tickets.

02

Handling visa applications and paperwork.

03

Helping attendees with embassy visits, if necessary

When attendees are coming from different places (sometimes from abroad), travel and visa arrangements can be tricky. We simplify it by handling everything so that attendees can focus on the event itself without worrying about logistics.





# TICKET BOOKING

Hassle-free flight, train, and other travel bookings for attendees

01

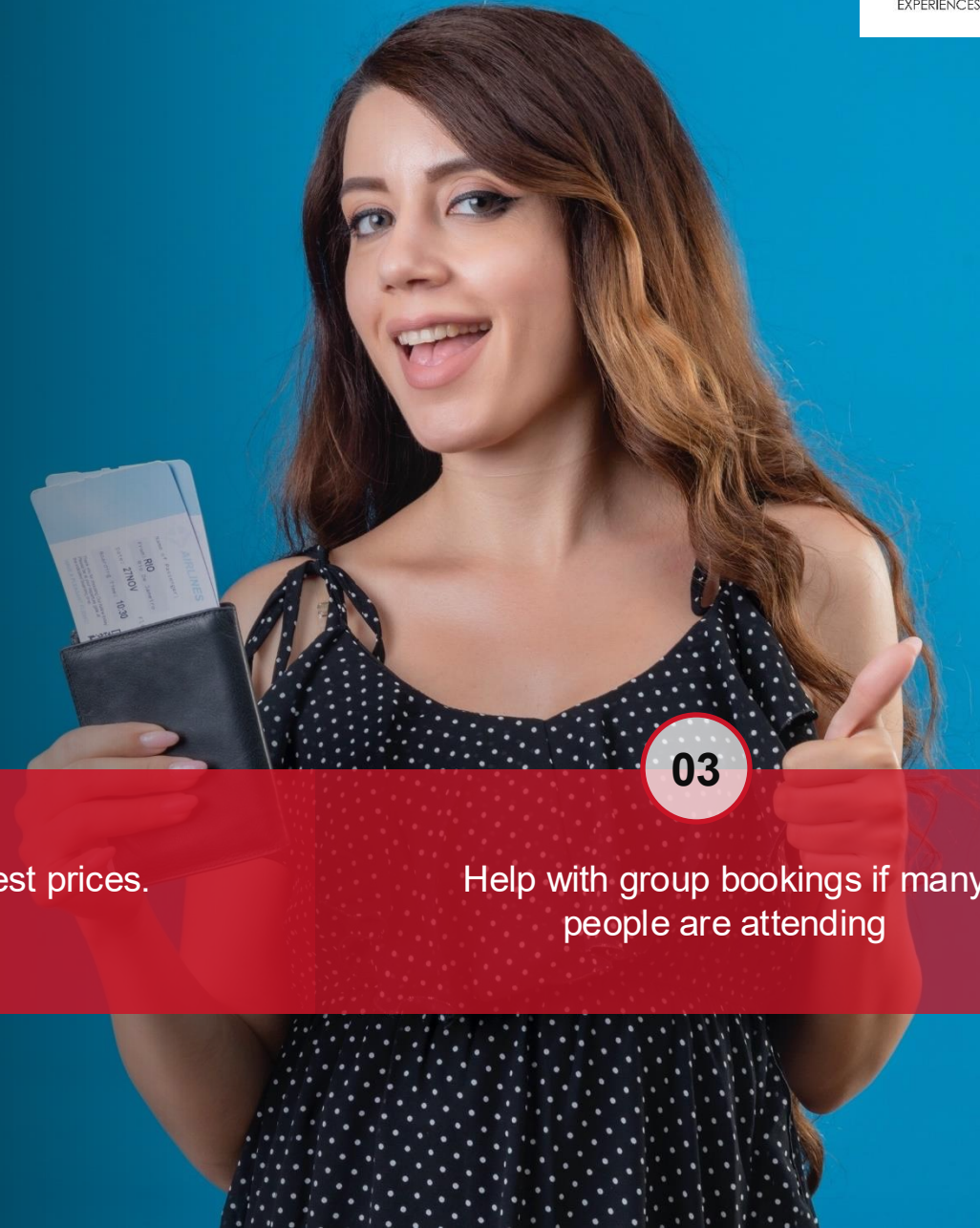
Plan travel schedules.

02

Book tickets at the best prices.

03

Help with group bookings if many people are attending





# LOGISTICS MANAGEMENT

Coordinating transportation and travel logistics.

01

Organizing transportation for people and equipment.

02

Coordinating the timing and schedules to make sure everything arrives where it should be

Logistics make sure all the parts of the event (from equipment to people) are where they need to be at the right time.



# To Acquire 60% Stake In Travexel Events And Travel Pvt Ltd



## About Travexel:

- Prominent professional conference organizer specializing in **medical conferences** and comprehensive travel solutions for delegates
- Key advantage - medical conference segment offers **long-term planning and predictability**
- The Revenue of Travexel in FY25 stood at 1.25 Crores and has an Order book of approximately ₹20 crores in FY26

## About Acquisition:

- Company will invest Rs. 1,50,000/- (Rupees One Lacs Fifty Thousand Only) for acquiring 15,000 Equity shares comprising of 60% equity capital of the company post acquisition and Company will also invest Rs. 48,50,000/- (Rupees Forty-Eight Lakhs, Fifty Thousand only) in 4,85,000 Preference shares.



**The strategic acquisition marks Mach Conferences & Events entry into the specialized domain of medical conferences, further expanding our expertise and service portfolio.**



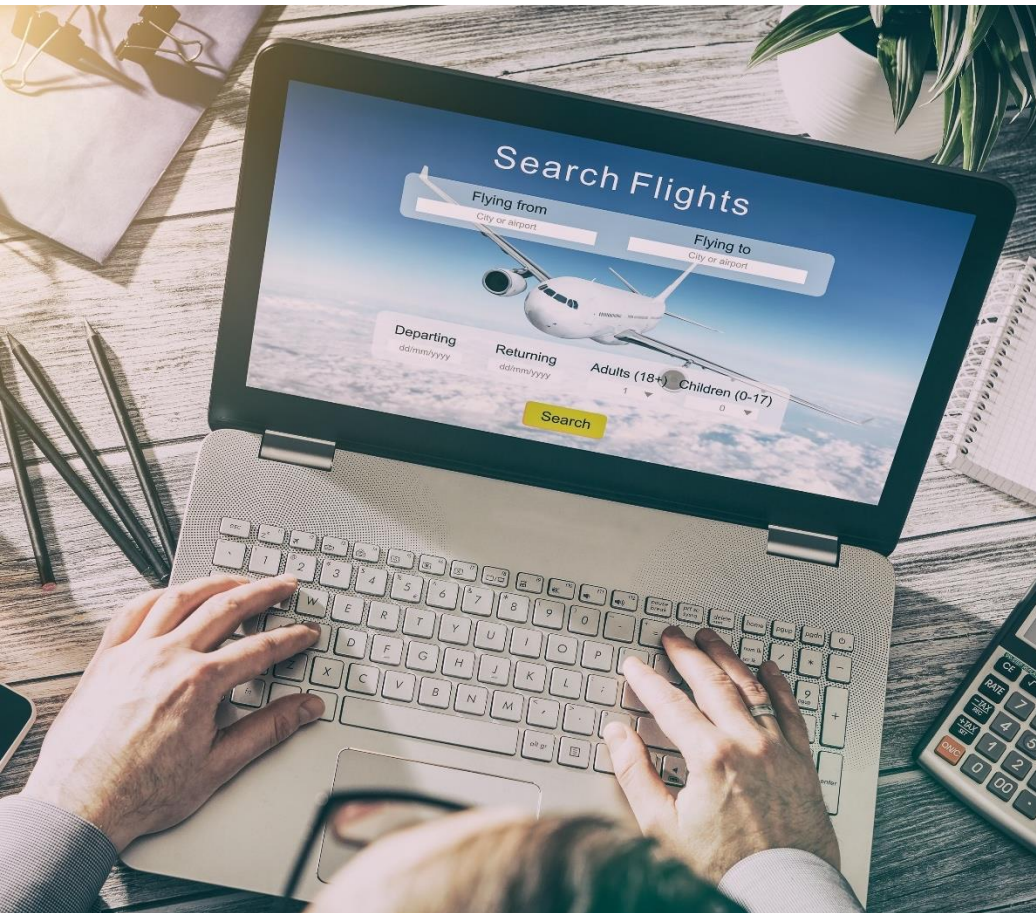
## New Segment - Corporate Travel Desk



Corporate Travel Desk will work as a digital implant in a corporate where the day-to-day travel requirements will be fulfilled by this online tool. These requirements can be anything from Flights, Hotels, Taxi, Visas etc. This will ensure additional revenue streams in the coming year. We are partnering with TBO to provide this technology.



# B2C Segment...



**B2C Travel portal** – (To be launched in FY26)



**Wedding**



**Religious tourism**



**Cruises** (Recently launched in May'25)

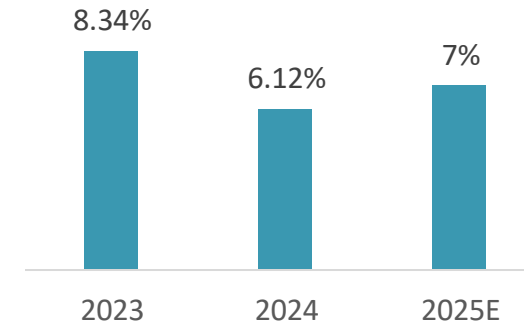


**Visas** (Upcoming)

# Indian Tourism Industry Overview

- The Indian tourism sector contributes approximately **5-6%** to the country's GDP.
- Domestic tourism is the primary revenue driver, accounting for nearly **88%** of the sector's total revenue.
- The Indian tourism industry is projected to grow at a **CAGR of 8-10%** over the next decade.
- With rising income levels and better infrastructure, domestic travel has grown substantially.
- Increasing number of Indians traveling abroad.
- improved air connectivity, simplified visa processes, and affordable international packages.
- Trevolution group a (50 Countries) reported a **remarkable surge in travel demand** to and from India with over 110,000 airline tickets sold in 2024, making India one of the **top performing markets**.

India's air passenger traffic growth (Annually)



## Travel & Tourism market in India



### Digital Transformation

Travel tech, AI-powered recommendations, and digital payment solutions will reshape the industry. **Growth in online travel platforms and mobile apps making bookings easier.**



### International tourist arrivals

Expected to rise significantly due to government initiatives, improved air connectivity, and growing global interest in India's cultural and natural heritage.



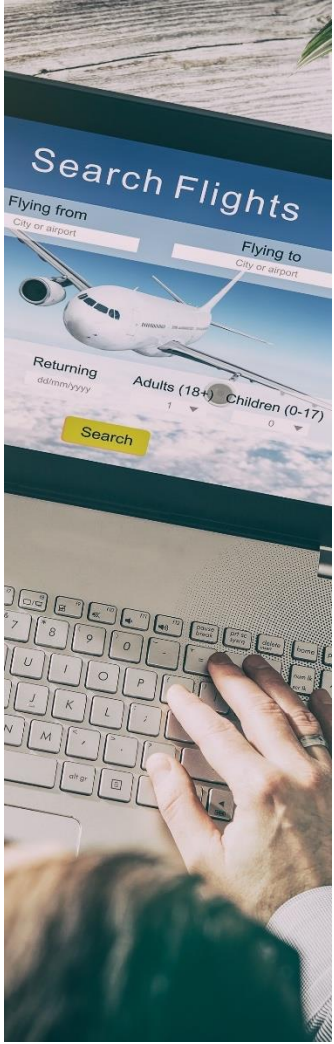
### Infrastructure Development and higher disposable income

**Improved airports, railways, roads, and transportation options.** Increasing middle-class spending power leading to higher travel expenditure.



**CAGR 18% (4 years )**





# B2C Travel portal (To be launched in FY26)



## Market Trends & Opportunities

India's position on the **World Economic Forum's Travel and Tourism Development Index 2024** has improved to **39th from 54th in 2021**.

Growth in India's travel & tourism sector supports B2C expansion.

International travel spending has seen the most significant increase

Tourism Infrastructure development



## Leveraging Existing Strengths

### Established Corporate Customer Base

Years of trust and strong relationships with existing clients.

### Recognition & Familiarity

Brand recognition in the corporate space will aid B2C penetration.

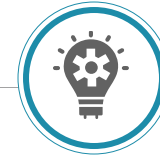
### MICE Business Growth

Growing MICE sector will drive B2C demand.

Opportunity to cross-sell and up-sell within both segments.

### Ease of Booking

User-friendly and familiar portal ensuring a seamless experience for customers.



## Strategic Advantage

### Strong Industry Connections

existing relationships with all airlines and hotels will enhance profitability by enabling smoother deals and better negotiation terms

### Tourism Infrastructure Development

Makes travel easier and more appealing.

### B2C Strategy

Strategically utilize existing client relationships. serving the needs of corporate customers and individual travelers.



## Driving Factors for Growth

### Expanding Middle-Income Population

More people are willing to invest in travel experiences.

### Improved Infrastructure

Expansion of air, road, and rail networks making remote adventure destinations accessible.

### Influence of Social Media

Social platforms driving travel trends and influencing consumer decisions.

**36,500+** PEOPLE TRAVELLED WITH MACH IN FY25

# Religious Tourism (Recently Started)

Religious Tourism is the biggest tourism market in India. Mach is now focusing on carving a distinctive niche in the untapped Religious Tourism market by delivering unique, all-inclusive experiences for visiting holy sites across India. This package transcends conventional travel and lodging services, offering travelers an immersive journey into the history and spiritual essence of each location, complemented by a luxurious, expertly guided experience. The Company offers a seamless and comprehensive travel solution, encompassing premium air tickets, luxurious hotel bookings, private transfers, and a dedicated guide to ensure an unparalleled experience

## Targeted Tourism Places

Annual Visitors



**Tirupati**  
20-30 Mn



**Golden temple**  
35-36 Mn



**Siddhivinayak Temple**  
18-22 Mn



**Rishikesh**  
59 Mn



**Vaishno Devi**  
10-12 Mn



**Ayodhya**  
160 Mn

## Mach Conferences and Events Ltd. entered the Maha Kumbh Mela as a pilot project



**Maha Kumbh 2024 attracted 600-660 million visitors,** far exceeding projections. With per-capita expenditure at ₹2,000, total spend reached ₹1.2 lakh crore.



# MACH CONFERENCES PARTNERS WITH CORDELIA CRUISES

*"We are proud to lead the way in offering transformative experiences in India's booming cruise sector."*

— **Mr. Amit Bhatia**, CMD, Mach Conferences & Events Ltd.

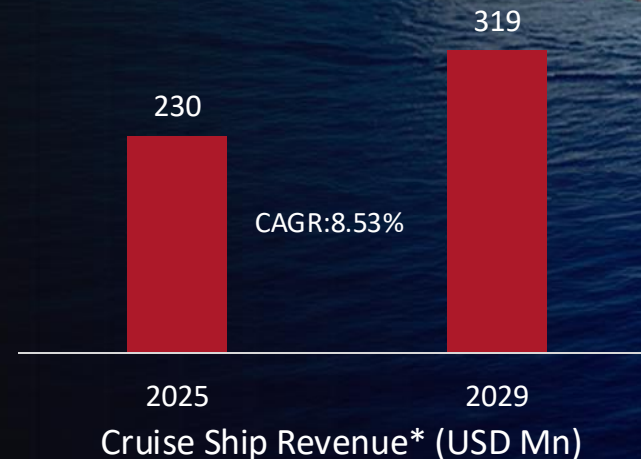
Mach Conferences becomes a **Key Distributor for Cordelia Cruises**, reinforcing its leadership in luxury travel and aligning with the **Cruise Bharat Mission** targeting **5 million passengers by 2047**.

## Dual Growth Strategy

- **B2C Expansion:** Premium cruise packages for discerning travellers
- **B2B Boost:** Customized cruise solutions for **corporate events, incentive travel, and group tours**

## Cruise Industry updates

- Cruise Bharat Mission aims for 5 million passengers by 2047, backed by massive infrastructure plans: 10 sea terminals, 100 river terminals, and 5 marinas in 5 years.
- Mumbai International Cruise Terminal (MICT): ₹556 Cr investment, 1M annual passenger capacity, docking for 5 cruise ships simultaneously.

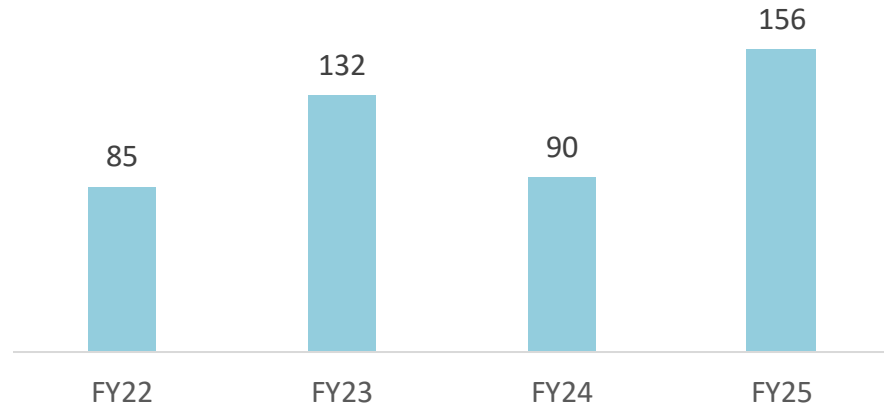


*\*Source: Statista*

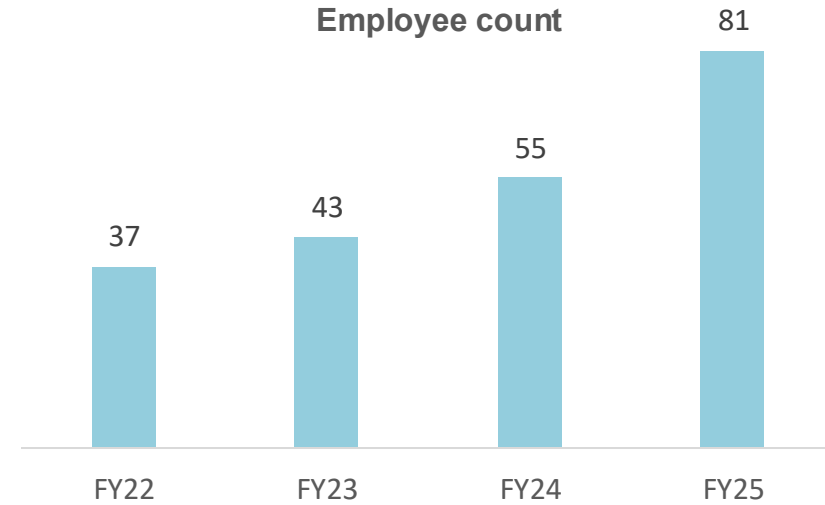


# Operational KPIs Overview / Revenue visibility

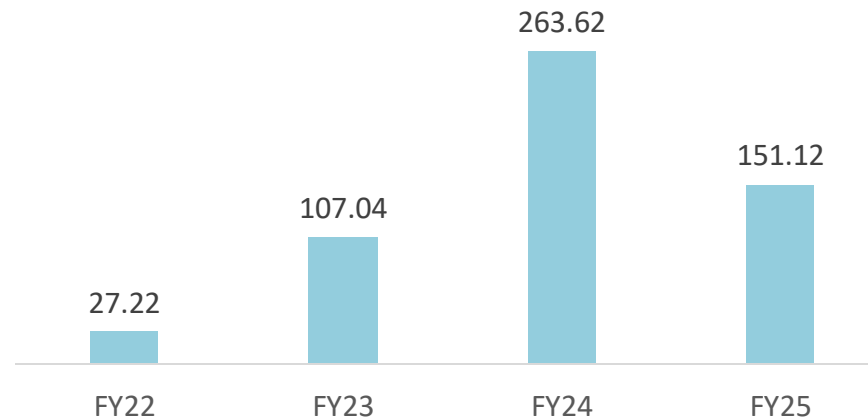
Number of events



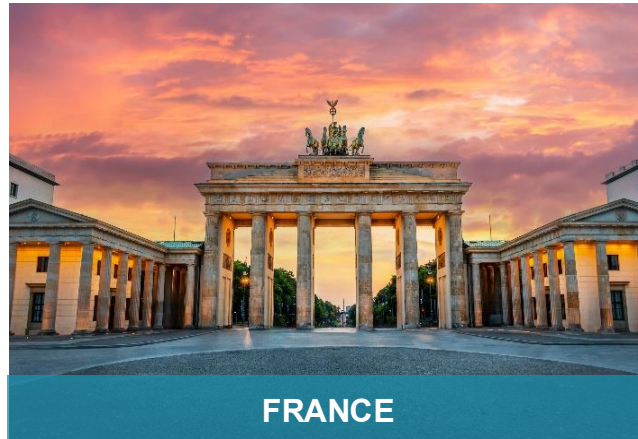
Employee count



Average revenue generated per event (in ₹ Lakhs)



# Top International Destinations in FY25





# Top Domestic Destinations in FY25

Domestic Destinations (India)



GOA



JAIPUR



SHIMLA



MUMBAI



UDAIPUR



# Glimpse of Events





# Mach Conferences: A Grand Showcase

Exclusive Incentive Tour & Event for a Leading Indian Bank in – December 2024, Switzerland

## Event Overview

A high-impact corporate gathering designed to deliver an immersive experience, featuring



Award Ceremony



Business Event



Sightseeing



Training Camp



Comprehensive  
Logistics & Accommodation



## Key Highlights



**Attendees**  
820 PAX



**Event Value**  
₹ 2,223.96 Lakhs



# Showcasing Biggest Events



## Incentive Tour & Event

### – Switzerland, December 2024

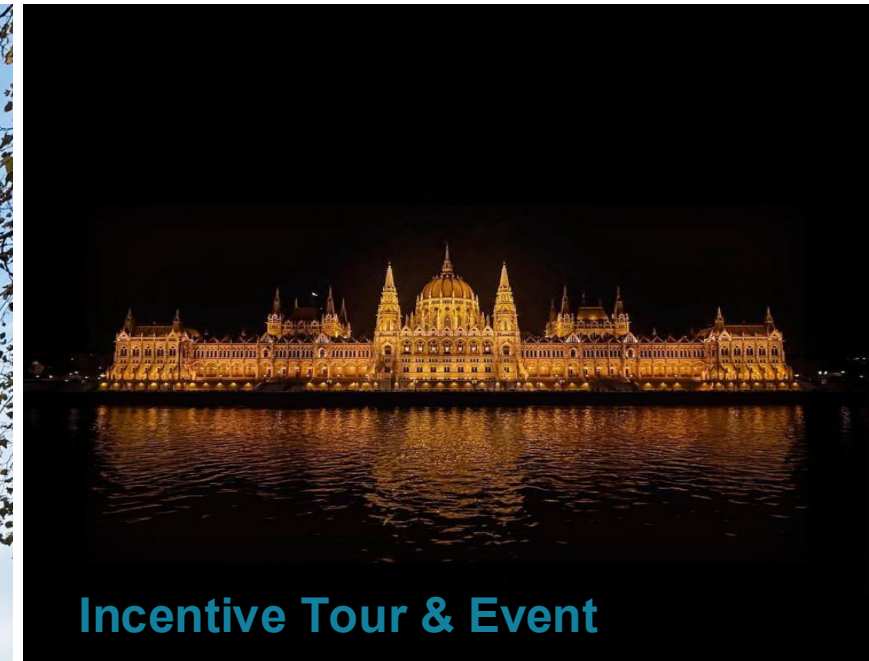
Mach Conferences successfully organized a grand event for a leading Indian bank, hosting 820 attendees. **The event featured an Award Ceremony, Training Camp, Sightseeing Tours, and seamless airport transfers.**



## Incentive Tour & Event

### – Paris, August 2024

Mach Conferences conducted an **extensive incentive tour** for 142 participants from a top Indian Insurance company. **The event included an Award Ceremony, Business Event, Sightseeing Tours, Training Camp, and complete travel and accommodation services.**









## Incentive Tour & Event







### – Budapest, June 2024

Mach Conferences **curated an incentive event** for 80 attendees from a leading Indian Bank. **The event encompassed an Award Ceremony, Business Event, Sightseeing Tours, Training Camp, and comprehensive travel and accommodation services.**



# Recently Managed Events in Last One Year

	<b>Goa</b>	<b>Vietnam</b>	<b>Bengaluru</b>	<b>Goa</b>	<b>Peru</b>	<b>Hong Kong</b>
	Apr 2024	Apr 2024	Jun 2024	Jul 2024	Jul 2024	Aug 2024
	850	842	250	1,110	97	167
	740.50	527.40	175.63	521.92	715.28	239.45
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event
	Banking Sector	Insurance Sector	Automotive Sector	Insurance Sector	Insurance Sector	Glass Sector

	<b>Almaty</b>	<b>Kuala Lumpur</b>	<b>Paris</b>	<b>Tashkent</b>	<b>Singapore</b>	<b>Budapest</b>
	Aug - Sep 2024	Sep 2024	Nov 2024	Jan - Mar 2025	Feb 2025	Mar 2025
	565	600	142	375	149	80
	298.07	752.02	804.92	181.48	334.85	408.06
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Tour	Incentive Tours/Event
	Cement Sector	Banking Sector	Insurance Sector	Cement Sector	Banking Sector	Banking Sector



Location



Period



Pax



Event Value  
(in ₹ Lakhs)



Service Category



Client Industry

# Business

## Strategy





# Integrated Strategic Vision for Market Leadership



## Strategic Market Focus

- Conduct in-depth research to develop buyer personas.
- Tailor marketing messages for maximum marketplace impact.
- Align efforts to enhance brand positioning.



## Attract & Retain Talent

- Prioritize recruiting top-tier professionals.
- Invest in training to improve service quality and build trust.



## Culture of Professionalism

- Foster transparency, dedication, and seamless coordination.
- Build a well-balanced team of experts for efficient execution.



## Brand Image

- Partner with high-quality clients.
- Deliver exceptional project outcomes.
- Enhance reputation through outstanding service.



## Exploring New Segments

- Utilize B2B networks to enter the B2C market
- Expand into **Religious Tourism**, merging spiritual experiences with economic opportunities.



# Competitive Strengths

01

## Comprehensive End-to-End Solutions

- Provides complete MICE solutions, including bookings and logistics.
- Ensuring top-tier experiences.

02

## Strong Customer Base

- Good client base with recurring business
- Ensures a hassle-free experience, making the company a preferred choice.
- Ensures **high-quality service, reliability, and superior guest experiences**

04

## Long lasting relationship

- Builds **strong customer relationships** through personalized solutions.
- Focuses on **proactive communication and unwavering support** for long-term success.

05

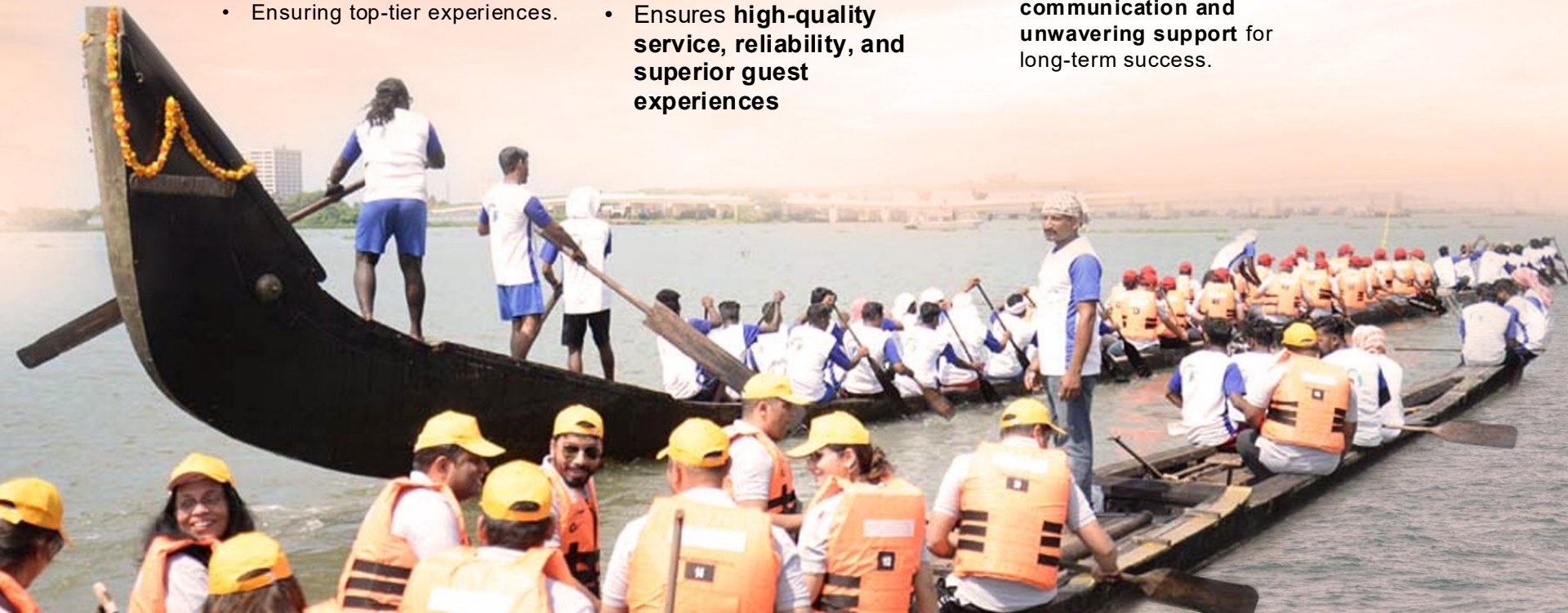
## Expanding in B2C

- Diversified Revenue streams
- Enhance Margins
- Enjoying synergies

06

## Experienced Leadership & Management Team

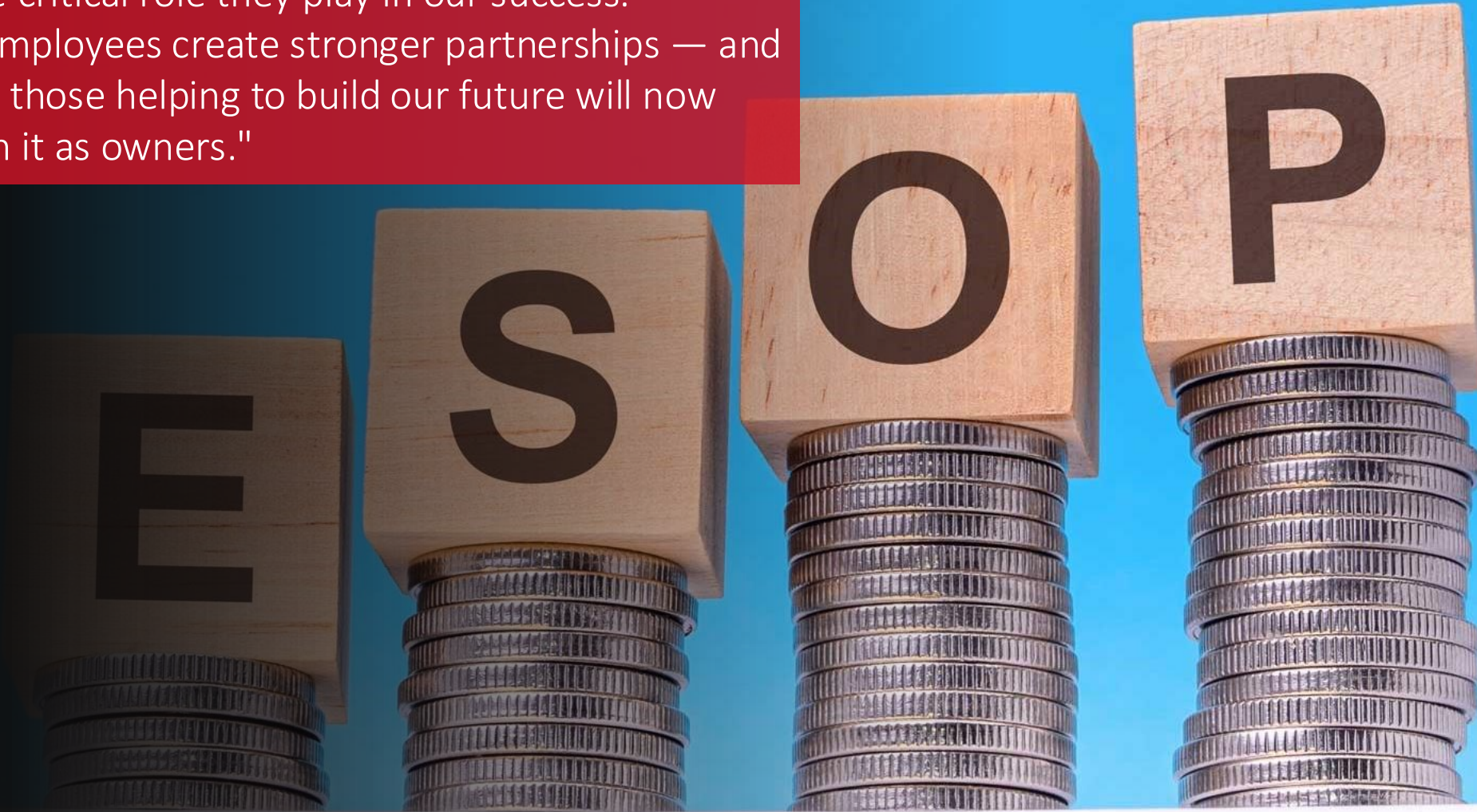
- Two decades of industry expertise in MICE drive expert solutions.
- Leverages deep industry knowledge to consistently exceed expectations.





# Mach Conferences & Events announced ESOPs to it's 44 employees

"This move reinforces our commitment to our team and recognizes the critical role they play in our success. Empowered employees create stronger partnerships — and with this step, those helping to build our future will now have a stake in it as owners."





# Industry

## Overview



# Key Growth Drivers



Business travel surge  
boosts MICE demand.

Custom event solutions  
drive **client satisfaction**.

Investments & policies  
under '**Incredible India**'  
enhance sector appeal.

Government support  
positions India as a  
**global MICE hub**.

Infrastructure growth  
expands MICE  
opportunities.

Ministry has formulated a  
National Strategy and  
Roadmap for MICE Industry

# Indian MICE Industry Overview

The India MICE market size reached **USD 110.30 Billion** in 2024. Looking forward, IMARC Group expects the market to reach **USD 183.10 Billion** by 2033, exhibiting a growth rate (**CAGR**) of **5.20%** during 2025-2033.

## India's Thriving MICE Sector



### Strong Growth

The MICE industry in India is expanding outpacing GDP growth.



### Global Ranking

India ranks **28th** in **ICCA** meetings and has hosted **200+ G20** events.



### Sustainability & Technology

Increasing focus on **eco-friendly initiatives** and **AR/VR integration** in events.



### Key Venues

Prominent MICE locations include **Jio World Convention Center** and **Bharat Mandapam**.



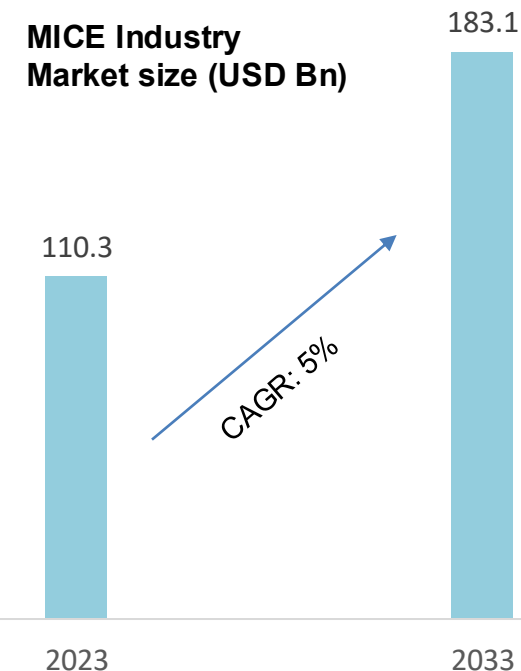
### Hybrid & Digital Events

Adoption of **virtual** and **hybrid** formats is enhancing engagement.



### Future Outlook

Growth fueled by **infrastructure upgrades**, **e-Tourist visas**, and **Tier-II city development**.



[India MICE Market Size, Share, Trends and Forecast by Type and Region, 2025-2033](#)



# Government Initiatives Boosting Tourism

## **Incredible India Campaign**

Promotes India as a global travel destination.

## **Dekho Apna Desh Campaign**

Encourages domestic tourism with travel incentives.

## **Swadesh Darshan Scheme**

Develops integrated tourism circuits across India.

## **PRASAD Scheme**

Focuses on pilgrimage tourism infrastructure.

## **E-Visa Facility**

Available for citizens from over **160 countries**, simplifying entry for tourists.

## **G20 Presidency (2023)**

Positioned India as a global tourism hub with international events and increased visibility.



# Financial performance





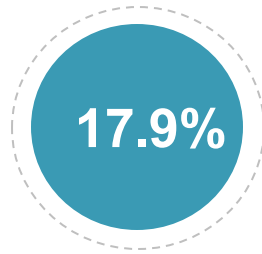
# Financial Highlights H2 & FY25

H2 FY25		FY25	
Revenue ₹ 11,644 Lakh	EBITDA ₹ 934 Lakh	Revenue ₹ 23,575 Lakh	EBITDA ₹ 2,196 Lakh
PAT ₹ 564 Lakh	EPS ₹ 2.68	PAT ₹ 1,417 Lakh	EPS ₹ 7.07

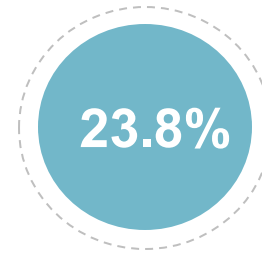
As on 31<sup>st</sup> March 2025



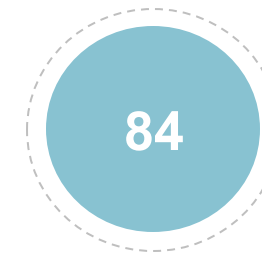
Number of events



ROE%



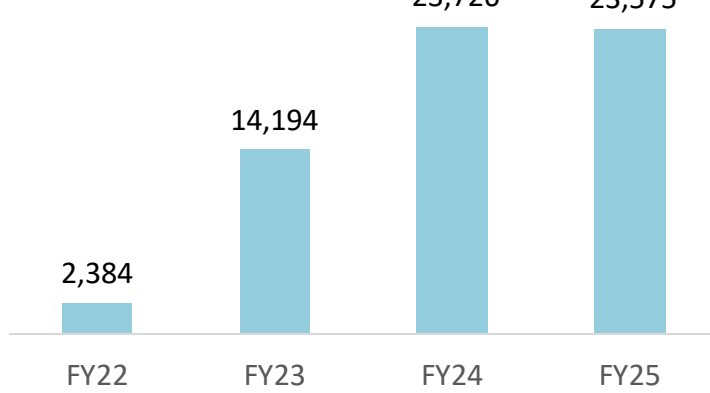
ROCE%



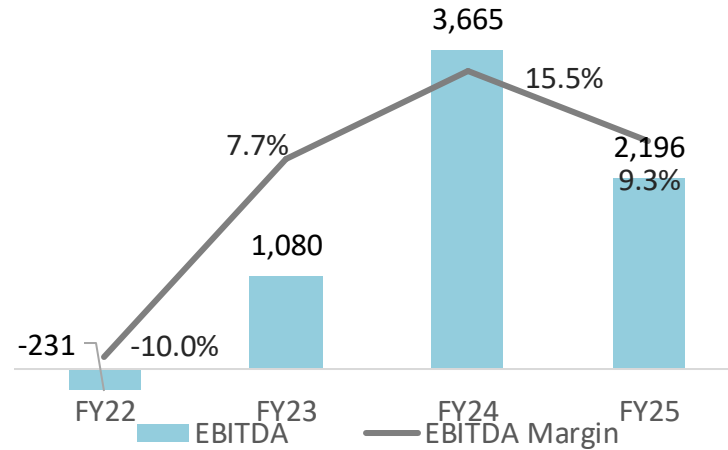
Working Capital  
Days

# Key Financial Ratios

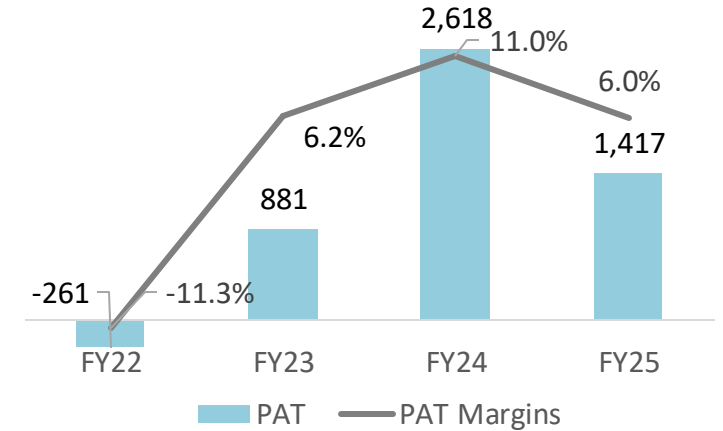
**Total Revenue from Operations (₹ Lakhs)**



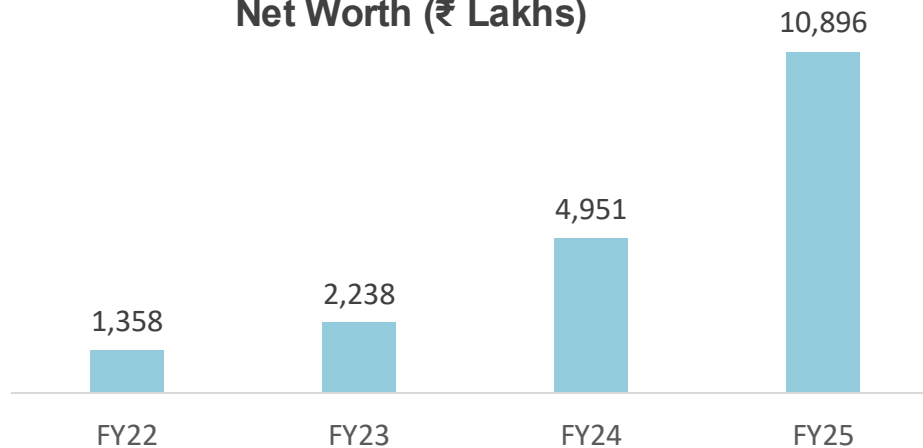
**EBITDA (₹ Lakhs) & EBITDA Margin (%)**



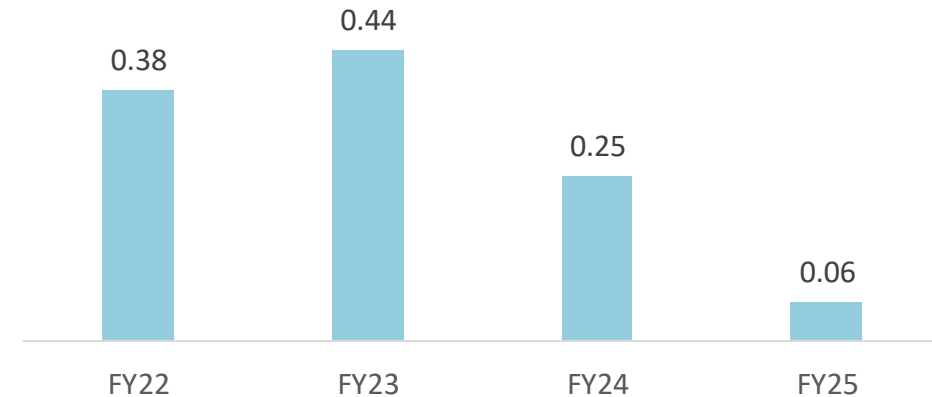
**PAT (₹ Lakhs) & PAT Margin(%)**



**Net Worth (₹ Lakhs)**



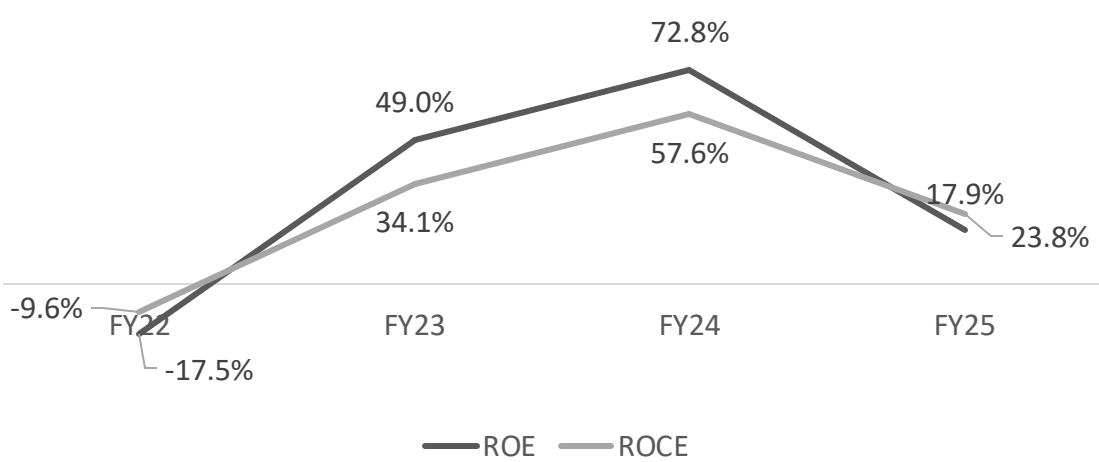
**Debt to Equity**



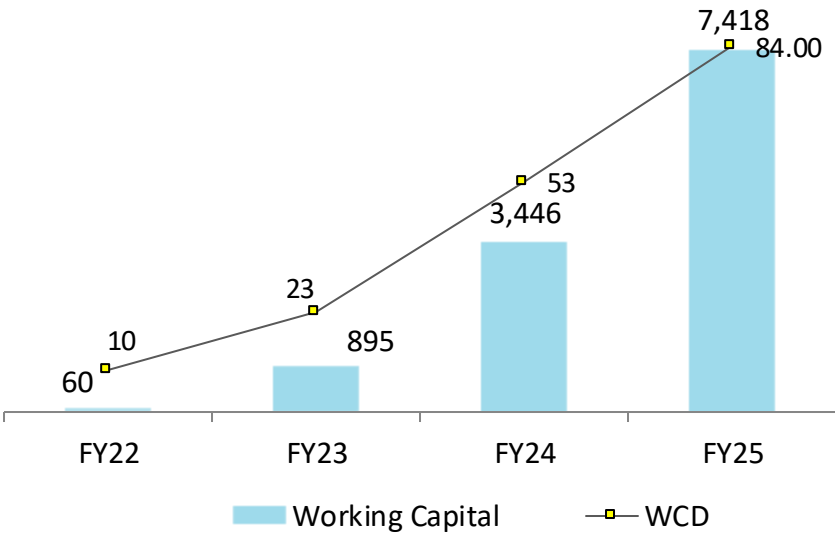


# Key Balance Sheet Ratios

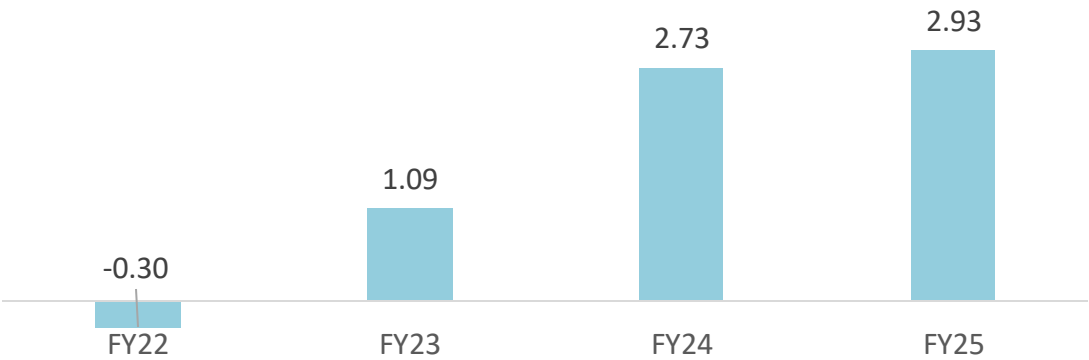
ROE & ROCE



Working Capital (₹ Lakhs) & Working Capital (Days)

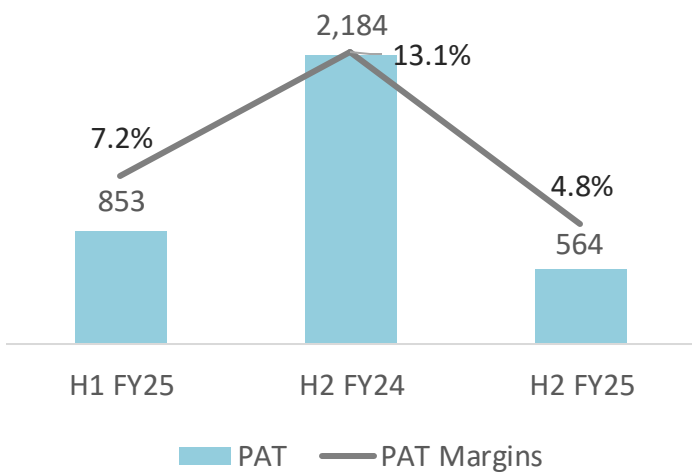
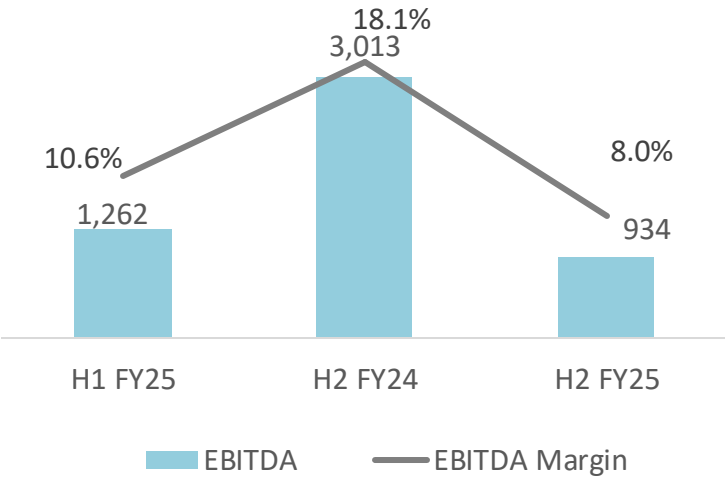
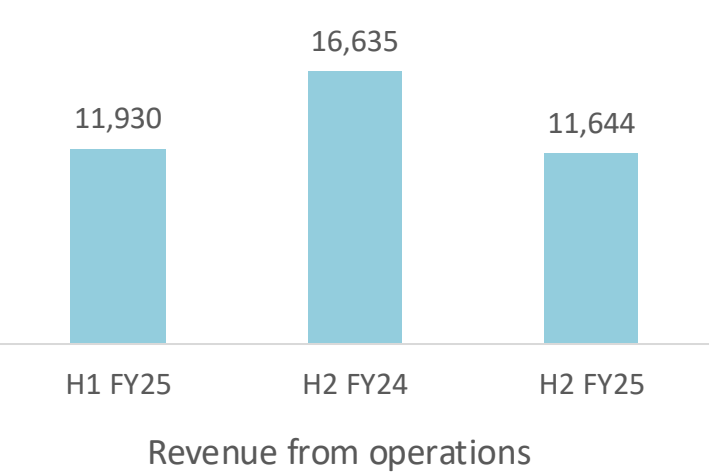


Debt service coverage Ratio

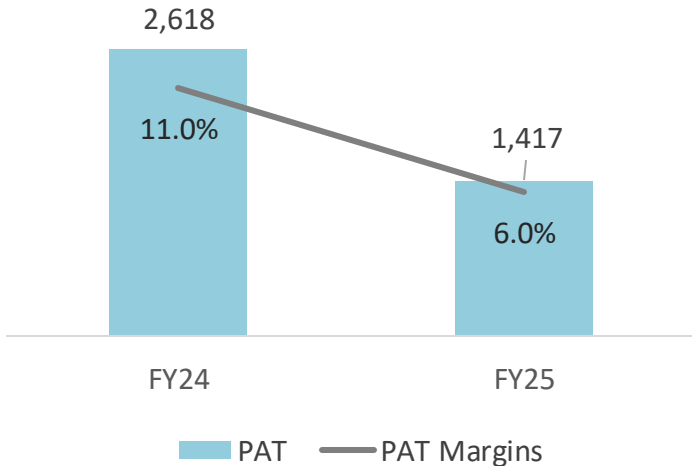
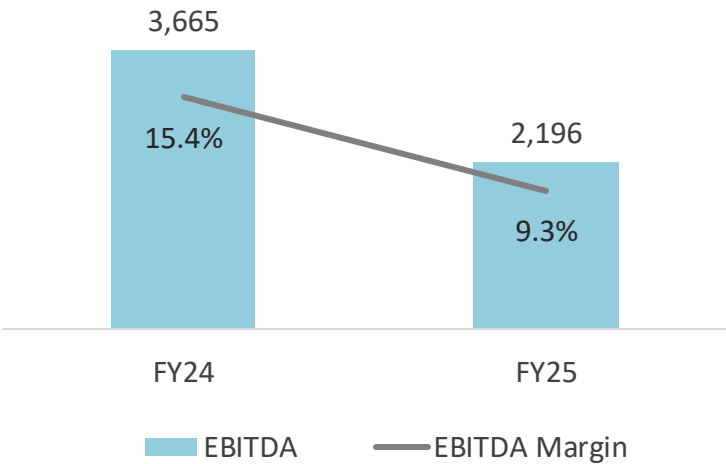
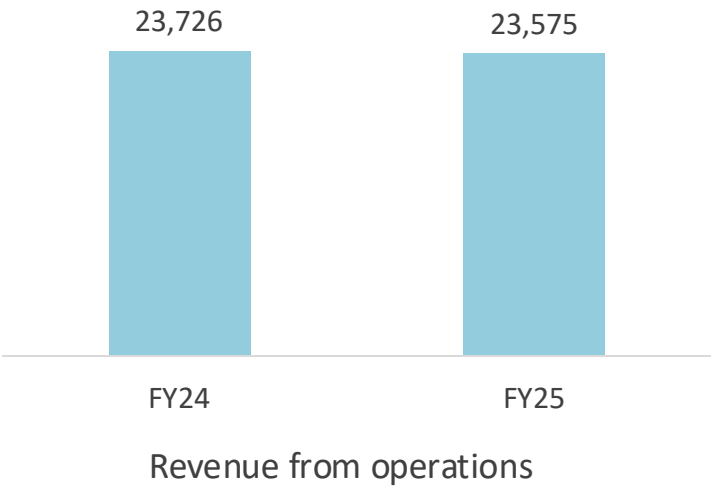


# H2 & FY25 Key Financial Highlights

H2 FY25



Annual





# H2 FY25 Income Statement

INR Lakhs	H2 FY25	H2 FY24	Y-o-Y %	H1 FY25
<b>Revenue From Operations</b>	<b>11,644</b>	<b>16,635</b>	<b>(30.0)%</b>	<b>11,930</b>
Other Income	211	158		118
<b>Total Income</b>	<b>11,855</b>	<b>16,793</b>	<b>(29.4)%</b>	<b>12,048</b>
<u>Expenses</u>				
Employee Benefit Expenses	521	415		530
Other Administrative Expenses	10,400	13,365		10,256
<b>Total Expenses</b>	<b>10,921</b>	<b>13,780</b>	<b>(20.7)%</b>	<b>10,786</b>
<b>EBITDA</b>	<b>934</b>	<b>3,013</b>	<b>(69.0)%</b>	<b>1,262</b>
<b>EBITDA Margin (%)</b>	<b>8.02%</b>	<b>18.11%</b>	<b>NA</b>	<b>10.58%</b>
Finance Cost	44	66		51
Depreciation	74	30		53
<b>PBT</b>	<b>816</b>	<b>2,917</b>	<b>(72.1)%</b>	<b>1,158</b>
Tax	252	733		305
<b>PAT</b>	<b>564</b>	<b>2,184</b>	<b>(74.2)%</b>	<b>853</b>
<b>PAT Margin (%)</b>	<b>4.84%</b>	<b>13.13%</b>	<b>(829) Bps</b>	<b>7.15%</b>
<b>Basic EPS in Rs.</b>	<b>2.68</b>	<b>11.61</b>	<b>(76.9)%</b>	<b>4.48</b>

\*Other Administrative Expenses includes cost of Sales/ Operations I.e 10,185 in H2FY25 and 13,249 H2 FY24 and 10,109 in H1FY25

# FY25 Income Statement

INR Lakhs	FY25	FY24	Y-o-Y %
<b>Revenue From Operations</b>	<b>23,575</b>	<b>23,726</b>	<b>(0.6)%</b>
Other Income	328	196	
<b>Total Income</b>	<b>23,903</b>	<b>23,922</b>	<b>(0.1)%</b>
<u>Expenses</u>			
Employee Benefit Expenses	1,051	800	
Other Administrative Expenses	20,656	19,458	
<b>Total Expenses</b>	<b>21,707</b>	<b>20,257</b>	<b>7.2%</b>
<b>EBITDA</b>	<b>2,196</b>	<b>3,665</b>	<b>(40.1)%</b>
<b>EBITDA Margin (%)</b>	<b>9.31%</b>	<b>15.45%</b>	<b>(614) Bps</b>
Finance Cost	95	117	
Depreciation	127	39	
<b>PBT</b>	<b>1,974</b>	<b>3,509</b>	<b>(43.8)%</b>
Tax	557	891	
<b>PAT</b>	<b>1,417</b>	<b>2,618</b>	<b>(45.9)%</b>
<b>PAT Margin (%)</b>	<b>6.01%</b>	<b>11.04%</b>	<b>(503) Bps</b>
<b>Basic EPS in Rs.</b>	<b>7.07</b>	<b>13.92</b>	<b>(49.2)%</b>



# Balance sheet

INR Lakhs	As on 31 <sup>st</sup> Mar'25	As on 31 <sup>st</sup> Mar'24
<b>EQUITY AND LIABILITIES</b>		
Equity Share Capital	2,104	1,881
Reserves and surplus	8,792	3,070
<b>Shareholder's Fund</b>	<b>10,896</b>	<b>4,951</b>
<b>Non-current Liabilities</b>	<b>671</b>	<b>708</b>
Long Term Borrowing	529	625
Long Term Provisions	83	60
Deferred Tax Liabilities (net)	59	23
<b>Current Liabilities</b>	<b>2,339</b>	<b>4,469</b>
Short Term Borrowings	127	608
Trade Payables	611	526
Other Current Liabilities	933	2,422
Short Term Provisions	669	913
<b>Total Equity &amp; Liabilities</b>	<b>13,906</b>	<b>10,128</b>

INR Lakhs	As on 31st Mar'25	As on 31st Mar'24
<b>ASSETS</b>		
<b>Non-Current Assets</b>	<b>4,148</b>	<b>2,178</b>
Property Plant & Equipment	1,974	2,160
Tangible Assets under development	-	-
Non Current Investments	-	-
Deferred Tax Assets (Net)	-	-
Long Term Loans & Advances	22	18
Other Non-Current Assets	2,152	-
<b>Current Assets</b>	<b>9,758</b>	<b>7,950</b>
Current Investments	720	-
Trade Receivables	4,295	1,444
Cash & Bank Balances	2,666	2,191
Short Term Loans & Advances	1,955	4,315
Other Current Assets	122	-
<b>Total Assets</b>	<b>13,906</b>	<b>10,128</b>



# Thank You



EXPERIENCES UNFORGETTABLE

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