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The Manager
Listing Department
National Stock Exchange of India Limited
“Exchange Plaza” C-1 Block G
Bandra Kurla Complex
Bandra (East)
Mumbai- 400051

28th September, 2023

SYMBOL: APOLSINHOT

Sub: Investor Presentation for the year ended 31st March, 2023

Dear Sir/Ma'am,

Please find enclosed herewith the Shareholder's Presentation for the financial year ended 31st March, 2023

Please take the same on records.

Thanking You.

Yours faithfully,

For APOLLO SINDOORI HOTELS LIMITED

Surabhi Pasari

Company Secretary

HOSPITALITY • CATERING • RESTAURANTS • MANAGEMENT SERVICES

APOLLO SINDOORI HOTELS LIMITED

(Registered & Corporate Office)

43/5, Hussain Mansion, Greams Road,
Thousand Lights, Chennai - 600 006.

CIN No.L72300TN1998PLC041360



**INVESTOR PRESENTATION FOR THE
FINANCIAL YEAR ENDED 31ST 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
-
- ❖ 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
Total	69.46

**“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!