

27th September, 2021

To,  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> floor,  
Bandra- Kurla Complex, Bandra(E),  
Mumbai-400 051

Scrip ID: APOLSINHOT

Dear Sir/Madam,

**Sub: Shareholder's presentation for the Financial Year 2021**

Please find attached Shareholder's presentation for the Financial Year 2021 for the dissemination of the information to the ASHL's shareholder.

Further, it is also disclosed in the website of the Company for the shareholders.

Kindly note the above compliances in your records.

Thanking you

for **APOLLO SINDOORI HOTELS LIMITED**



**Rupali Sharma**  
Company Secretary and Compliance Officer



# Apollo Sindoori Hotels Ltd Excellence in Hospitality

## Investor Presentation for the Financial Year Ended 31<sup>st</sup> March 2021





## **Apollo Sindoori Hotels Ltd (Standalone)**

- In spite of H1 of FY 20 -21 heavily impacted by Covid Lockdown, Still we achieved revenue of Rs 165 crore for the FY 2020-21. This revenue is a decline of 15% only against Rs.191 Crores for the FY 2019-20.

### **Main areas of revenue reduced due to Covid Pandemic/Lockdown are as follows:**

- Major cash generating sales counters were closed In H1.
- All Educational Institution like BGS-International Residential School, Global Institute of Medicine, SJB Institute of Technology in Karnataka area, etc., were closed.
- In-patient count has been drastically reduced in H1 across all Hospitals in PAN India.





## Apollo Sindoori Hotels Ltd (Standalone)

- EBITDA for the FY 2020-21 stood at Rs.11.77 Crs vs Rs.14.86 Crs for FY 2019-20 and PBT for FY 2020-21 is Rs.7.88 Crs against Rs.13.51 Crs for the previous year. This profitability reduction were mainly due to the following reasons:
  - Revenue reduced by 15% as given in the above point
  - Raw material/ Consumption Non Availability during H1 & Rate increases in some Cases as below:
    - a. Sunflower Oil - 35%
    - b. Dhal items - 15%
    - c. Vegetables - 20%
    - d. Other provision around 15%
  
- Our Cash Flow continuous to be positive and going forward we expect the same. In the FY 2020-21, Rs.2 Crores has been added to our bank balance. Our company continues to be light asset company without any Debt.





## Apollo Sindoori Hotels Ltd (Standalone)

➤ **Our Business is Financially Healthy and Current Net worth Status as below:**

Share Capital - Rs.1.30 Crores

Reserves & Surplus - Rs.48.30 Crores

Total - Rs.49.60 Crores is our net worth as on 30<sup>th</sup> June 2021.

➤ **Receivable Status:**

Account receivables is under control and has been reduced from Rs.37 Crs to Rs.35 Crs.

➤ **New Business**

New Units i.e., Apollo Hospital - Guwahati, Artemis Hospital, Gurgaon and Apollo Hospital, Ahmedabad are going to be started in H2 of the FY 2021-22. Further new businesses from Gujarat, New Delhi, Chennai, Orissa etc ., which are in pipe line will help to boost our Revenue & EBITA.

➤ **Recovery from 2<sup>nd</sup> Wave and our Business back to pre-covid level**

We have achieved PBT Rs. 3.40 Crores in Q1 of FY 2021-22 as our Business is back to Pre-covid level.





## Olive & Twist Hospitality Pvt Ltd

- Olive & Twist operates currently under 4 formats
  - Restaurants & Special ODC Sales
  - Business Centre - Co-working Space
  - Cloud Kitchen
  - Trading – Vegetable, Fruits and Groceries
  
- Revenue has been increased from Rs.9 Crs in FY 2019-20 to Rs.17 Crs in FY 2020-21 in spite of Pandemic / Lockdown during the FY 2020-21.
  
- To reduce loss in Cloud Kitchen, we have closed 6 nos out of 7 nos.
  
- Recovery from 2<sup>nd</sup> Wave in FY 21-22 and Currently Business Centre, Restaurant and Special ODC are back to normal level and this will lead to Break even.





## Faber Sindoori Management Services Private Limited

- Revenue for FY21 closed at Rs. 178.82 Crs down 4.4% from Rs. 187.01 Crs in the previous year, despite H1 being heavily impacted by Covid lockdown
- Other income has grown by 56.8% taking the Total income to Rs. 182. 13 Crs vs Rs. 189.13 Crs in Pre. Year
- Operating EBITDA without INDAS-116 impact stood at Rs. 22.63 Crs vs. 26.25 Crs in the previous year
- During the year, Rs. 6.1 Crs of bad debts were written-off in respect of Telangana dues, which if adjusted would have resulted in an EBITDA of 28.73 Crs
- The year was marked by one-off benefits in costs such as extensions negotiated with vendors for AMC/CMC's during Covid and no rise in employee benefits
- PAT for FY21 stood at Rs. 19.1 Crs vs 19.73 Crs last year, benefiting from lower taxes on account of write-off's during the year
- Cash flows have remained reasonable, and the company continues to remain debt-free
- Company's overall operating margins continue to remain healthy at 16.01% (before considering write-off)

