



INVESTOR PRESENTATION

**MARCH 2020**

## FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements, including, but not limited to, the statements and expectations contained in the “Outlook” section of this presentation. Statements herein, other than statements of historical fact, regarding future events or prospects, are forward-looking statements. The words “may”, “will”, “should”, “expect”, “anticipate”, “believe”, “estimate”, “plan”, “predict,” “intend’ or variations of these words, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements. KAPSTON has based these forward-looking statements on its current views with respect to future events and financial performance. These views involve a number of risks and uncertainties, which could cause actual results to differ materially from those predicted in the forward-looking statements and from the past performance of KAPSTON. Although KAPSTON believes that the estimates and projections reflected in the forward-looking statements are reasonable, they may prove materially incorrect, and actual results may materially differ, e.g. as the result of risks related to the facility management service industry in general or KAPSTON in particular

As a result, you should not rely on these forward-looking statements. KAPSTON undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent required by law.

# BRIEF BY EXECUTIVE CHAIRMAN

## Dear Shareholders

FY2020 ended with a tumultuous beginning of FY2021 with the world reeling under the unprecedented health and economic impact of the COVID-19 outbreak. The confirmed cases are increasing in India. However the lockdown is being relaxed in most part of the country as economic activity cannot stop for long..

Hard times like pandemics come with increased responsibility for our services. Along with Health and public administration we – facility management services are the frontline warriors against COVID-19. We ensure safety and hygiene of the people and the premises we protect.

In FY2020 our performance was highly satisfactory. Our revenue grew 45% year on year with Kapston brand equity helping us to retain our clients and gain new clients. We increased our human resources which is our key asset. We also rationalized our client portfolio by moving out off unviable accounts. The decrease in the margin has been strategic. Our margins were impacted due to increased capex on the new corporate office and the increase in our team strength.

Going forward we are keeping a close watch on the impact of COVID-19 on our business in FY2021. We are less impacted than some of our large peers. Our operations in key markets like AP, Telangana, Tamil Nadu and Karnataka have largely resumed. We have added a new vertical namely Staffing Services this year and have already started earning reasonable revenue. We hope to achieve normalcy in our operations and a reasonably good growth soon.

**Dr. Chereddi Ramachandra Naidu**  
Executive Chairman

“

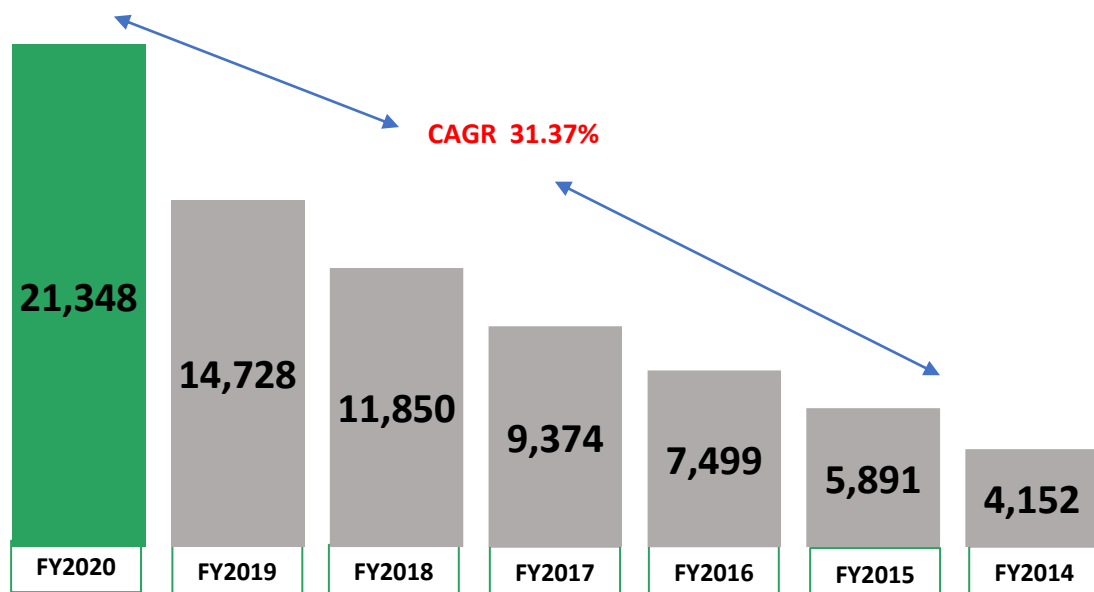
**Hard times like pandemics come with increased responsibility for our services. Along with Health and public administration we – facility management services are the frontline warriors against COVID-19**



# FY 2020 FINANCIAL HIGHLIGHTS

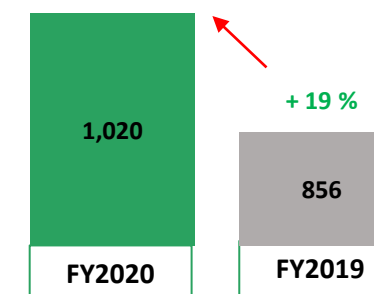
₹ In Lakhs

## TOTAL REVENUE

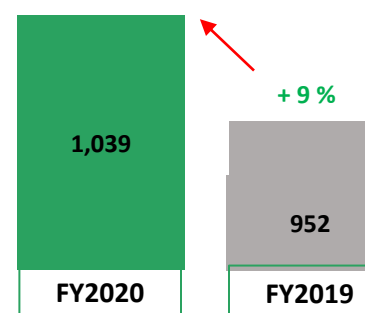


**EPS**  
**₹ 10.05**  
 ₹ 8.44 in FY19  
**+ 19% Year on Year**

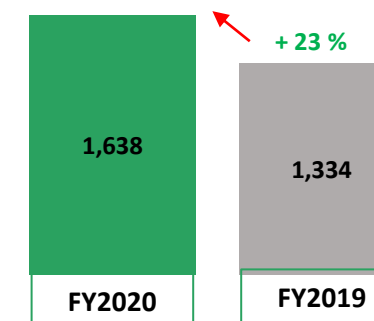
## PAT



## PBT



## EBIDTA



## YoY Revenue Growth

2017	2018	2019	2020
25%	26%	24%	45%

# 2020 FINANCIAL HIGHLIGHTS

₹ In Lakhs

No	Particulars	Half Year Ended			Year Ended	
		31.03.2020	30.09.2019	31.03.2019	31.03.2020	31.03.2019
1	<b>Total Revenue</b>	<b>11,562</b>	9,785	7,993	<b>21,348</b>	14,728
2	<b>Expenses</b>					
	Employee Benefit Expenses	<b>9,986</b>	8,545	6,837	<b>18,531</b>	12,583
	Financial Cost	<b>234</b>	161	116	<b>395</b>	253
	Other Expenses	<b>845</b>	537	499	<b>1,382</b>	939
3	<b>Profit Before Tax</b>	<b>497</b>	542	541	<b>1,039</b>	952
4	<b>Profit After Tax</b>	<b>491</b>	528	525	<b>1,020</b>	856
<b>Ratios</b>						
1	<b>EPS (₹)</b>	<b>4.84</b>	5.21	5.17	<b>10.05</b>	8.44
2	<b>RoE</b>				<b>29.35%</b>	32.68%
3	<b>RoCE</b>				<b>33.90%</b>	28.65%

# OPERATIONAL HIGHLIGHTS FY2020



**Moved to New  
corporate office  
(27 November, 2019)**



**Migrated to the  
main board of NSE  
(27 May, 2020)**



**13725** employees  
Up from 10500 In FY2019



**650 +** Customers  
After customer rationalization

# ABOUT KAPSTON

- Incorporated in the year 2009
- **Fast Growing FMS company**
- Listed on NSE
- Integrated Facility Management Services Provider

**FY20-21**  
Moved to the  
NSE Main Board  
w.e.f 27 May,2020

## Milestones

**2009**

Incorporation of  
Kapston Facilities  
Management  
Private Limited

**2011**

Branch In  
Visakhapatnam

**2013**

Branch office in  
Bengaluru

**2014**

Started new training  
center at Kompally,  
Hyderabad

**2015**

Partnership with NSDC.  
Various Skill Development  
Project- Implementation of  
Ajeevika Skill  
Development Project/  
DDUGKY

**2018**

Listed on NSE Emerge.  
Branch Office in Chennai

**2020**

Recorded YoY revenue  
growth of 45%.  
Started staffing services



# SPECTRUM OF SERVICES



Security



House Keeping



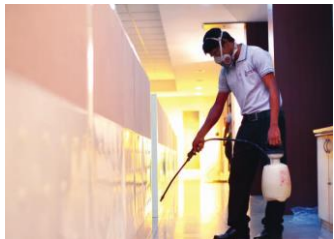
Engineering



Office Support



Façade Cleaning



Pest Control



Pantry



Landscape Gardening



Canine Brigade



E-Security



Staffing Services



# LEADERSHIP TEAM

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## BOARD OF DIRECTORS

**Dr. Chereddi Ramachandra Naidu IPS (Retd)**  
Executive Chairman

**Mr. Srikanth Kodali**  
Promoter and Managing Director

**Mr. Naveen Nandigam**  
Independent Director and Chairman of Audit Committee

**Mrs. Kanti Kiran Doddapaneni**  
Non-Executive Director (Promoter Group)

**Mrs. Vanitha Nagulavari**  
Independent Director

**Mr. Nageswara Rao Koripalli IRS ( Retd)**  
Independent Director

## KEY MANAGERIAL PERSONNEL

**Mr. Brendon Thomas Pereira**  
Chief Financial Officer

**Ms. Amreen Gulnaaz**  
Company Secretary and Compliance Officer

## SENIOR MANAGEMENT TEAM

**Mr. M.V. Vishnu Bhopal Mora**  
Chief Operating Officer

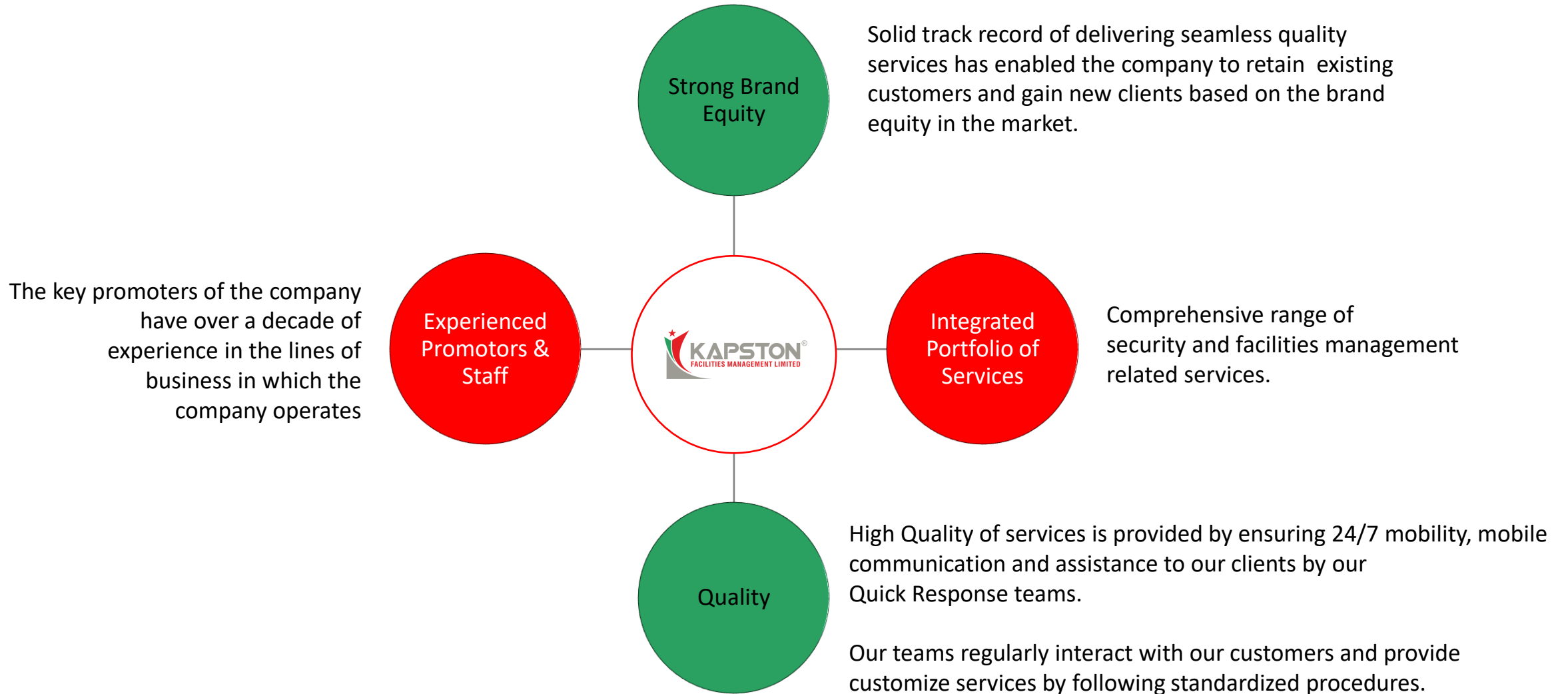
**Mr. Haraprasad Panda**  
President- Corporate Services

**Mr. K Satya Prakash**  
Sales Head

**Mr. Prasenjit Banerjee**  
Senior Vice President

**WG CDR RK Shrivastav (Retd)**  
Vice President Operations

# COMPETITIVE STRENGTHS



## Thank You

For more details contact

Brendon Thomas Pereira  
Chief Financial Officer  
[brendon@kapstonfm.com](mailto:brendon@kapstonfm.com)

### REGISTERED OFFICE

Plot No. 287, MIG - 2, IX Phase, KPHB,  
Kukatpally, Hyderabad - 500 072

### CORPORATE OFFICE

Plot No 75, Kavuri Hills, Madhapur,  
Hyderabad - 500034. India.