

OUR SERVICES :

- ◆ Housekeeping Mgmt.
- ◆ Guest House Mgmt.
- ◆ Property Mgmt.
- ◆ Pest Control Mgmt.
- ◆ Front Office Mgmt.
- ◆ Gardening Mgmt.
- ◆ Building Maintenance Mgmt.
- ◆ Catering / Pantry Mgmt.

"YOUR IMAGE IS OUR BUSINESS"

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051, Maharashtra, India.

Date: November 21, 2019

Company Symbol: KHFM (Series: SM)

Subject: Investor Presentation November 2019

Dear Sir/Madam,

With reference to the above captioned subject, please find enclosed the Investor Presentation.

This is for your kind information and for public at large.

Kindly take the above information on your record.

For and Behalf of

KHFM HOSPITALITY AND FACILITY MANAGEMENT SERVICES LIMITED


Anubhav Shrivastava
Company Secretary & Compliance Officer
Place: Mumbai





HOUSEKEEPING
MANAGEMENT



FACILITY
MANAGEMENT



GARDENING
MANAGEMENT



SECURITY
SERVICES



H1FY20 RESULT PRESENTATION

NOVEMBER 2019

The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects and future developments in our sector and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words „may“, „will“, „should“, „expects“, „plans“, „intends“, „anticipates“, „believes“, „estimates“, „predicts“, „potential“ or „continue“ and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, amongst others, future changes or developments in (i) the Company’s business, (ii) the Company’s competitive environment, and (iii) political, economic, legal and social conditions in India.

The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates.

The information contained herein is subject to change without notice and past performance is not indicative of future results. Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.



Financial Highlights

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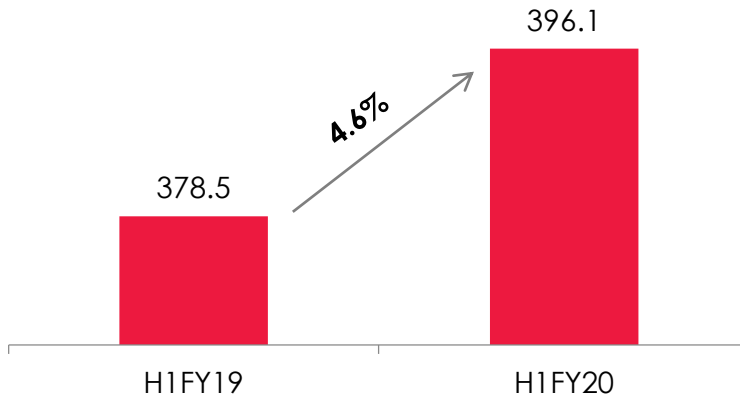
► Financial Highlights



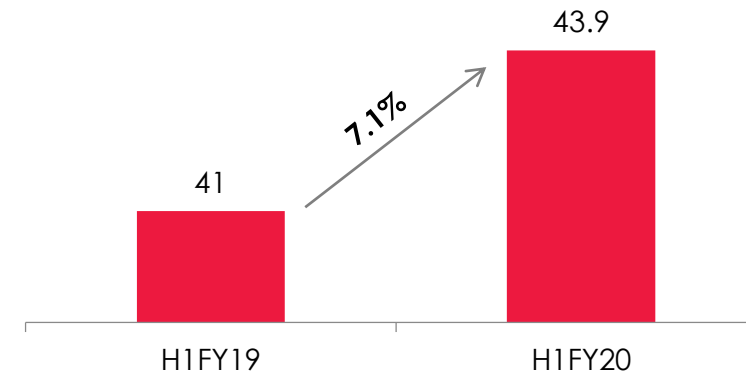
Financial Highlights- H1FY20

Rs. In Mn

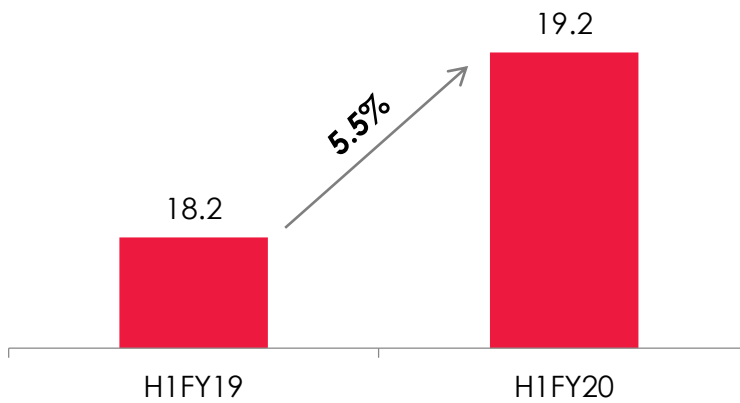
Revenue



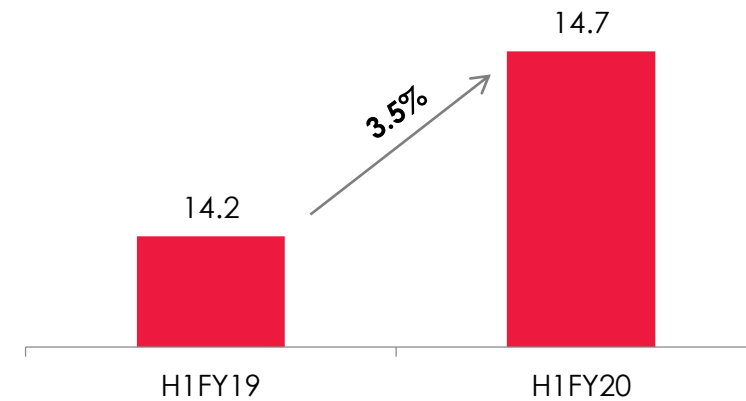
EBIDTA



PBT



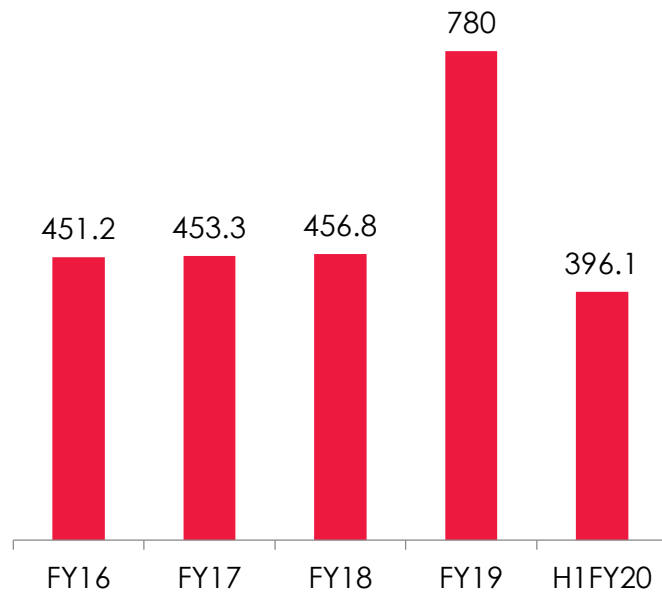
PAT



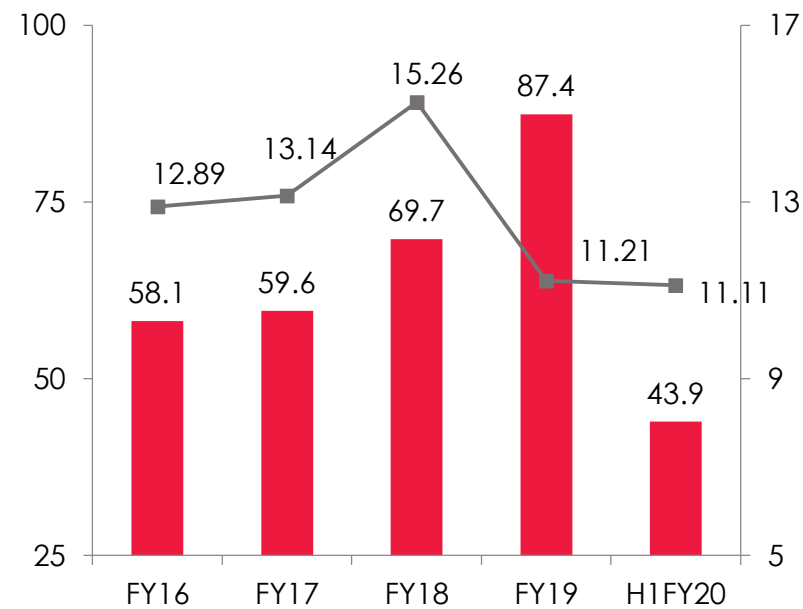
Key P&L Numbers

Rs. In Mn

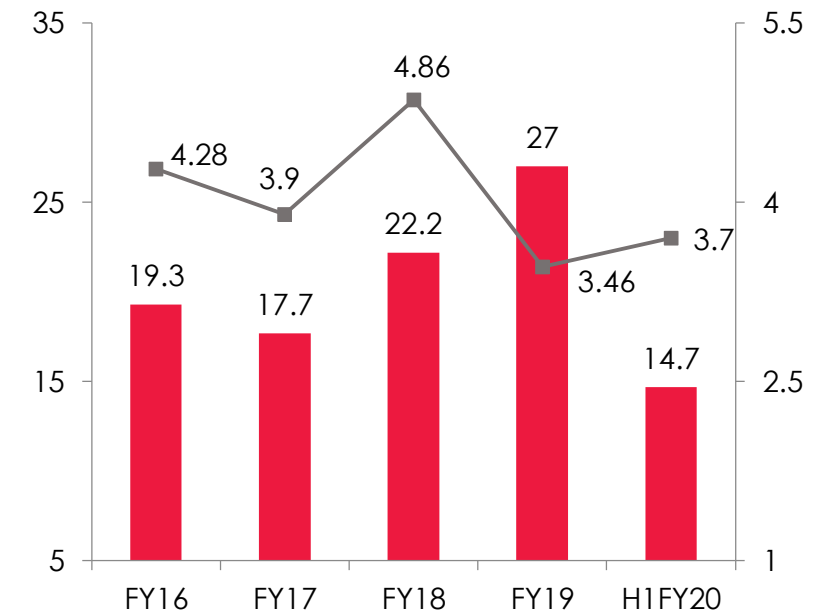
Revenue



EBIDTA & EBIDTA (%)

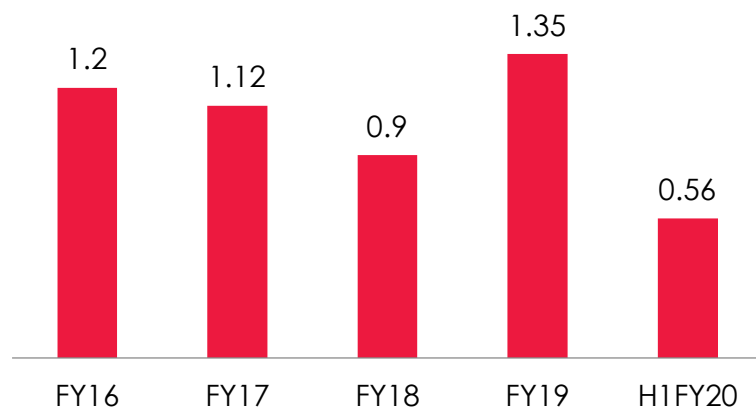


PAT & PAT (%)

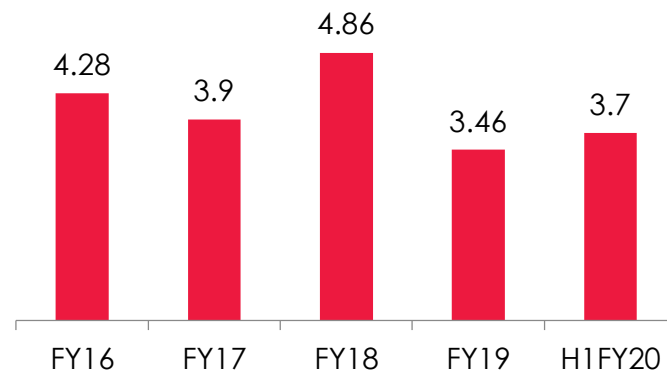


Key Ratios

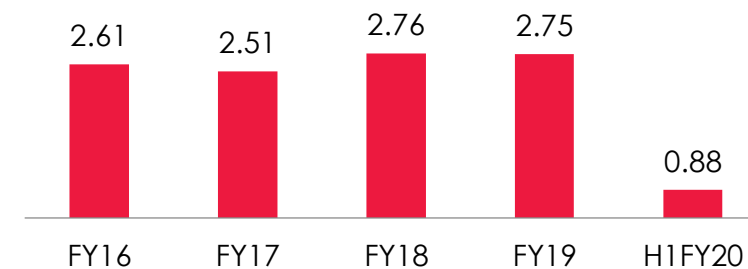
Asset Turnover ratio (times)



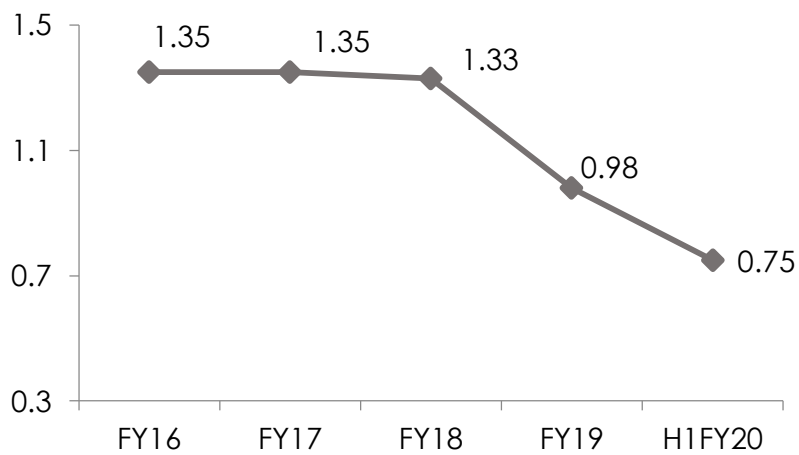
PAT Margin (%)



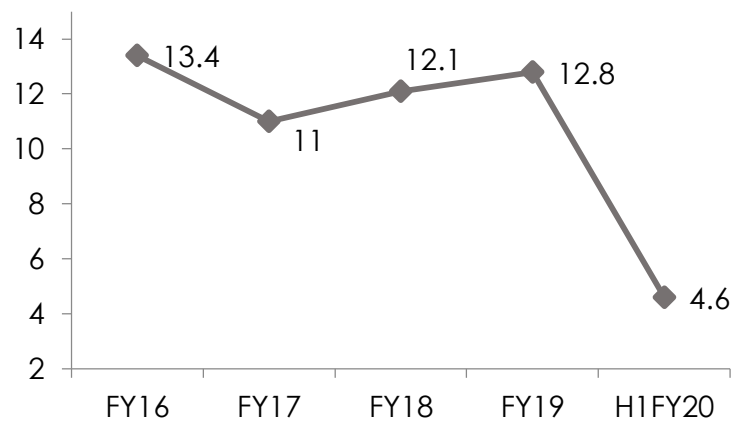
Financial Leverage (x)



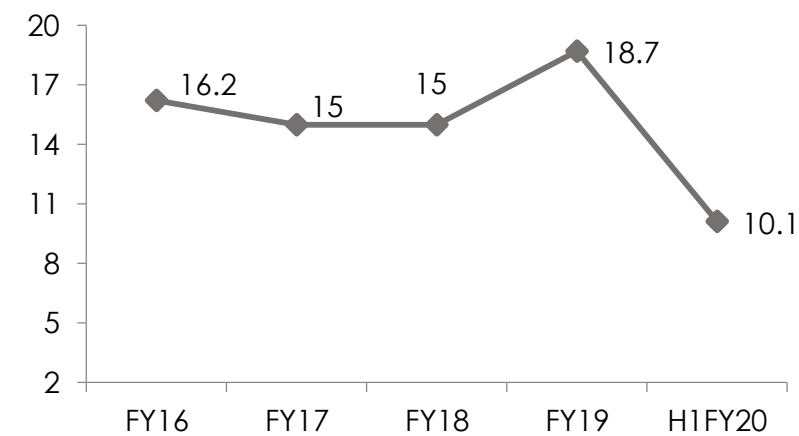
Net Debt to Equity (x)



Return on Equity (%)

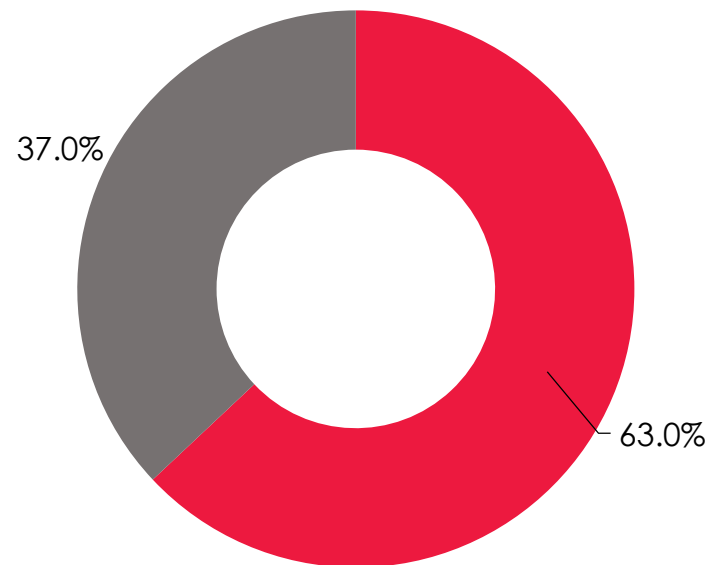


Return on Capital Employed (%)



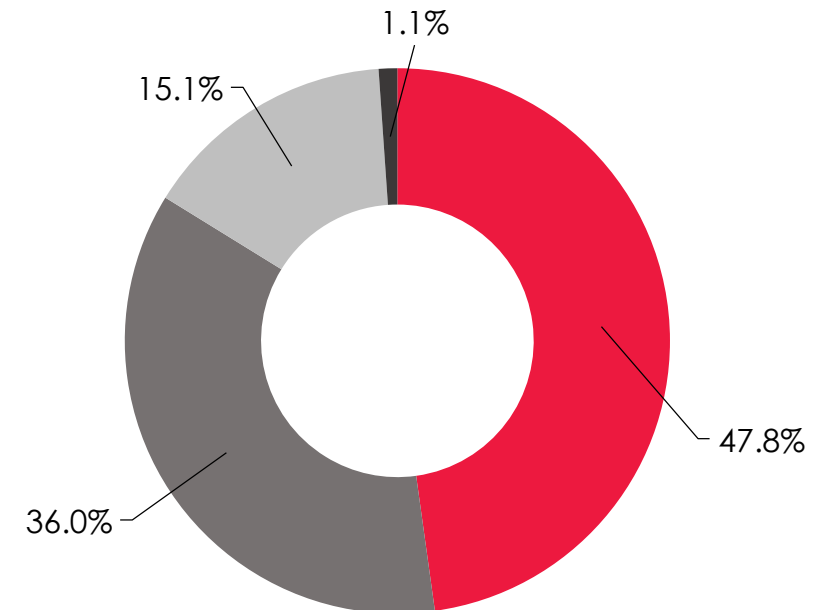
Project Execution & Sales Mix- H1FY20

Contracts Awarded



■ Government ■ Non- Government

Sales break up (%)



■ Facility Management ■ Hospitality and Catering
■ Horticulture and Gardening ■ Security Service

Total Order Received in H1FY20 Rs. ~47 crore

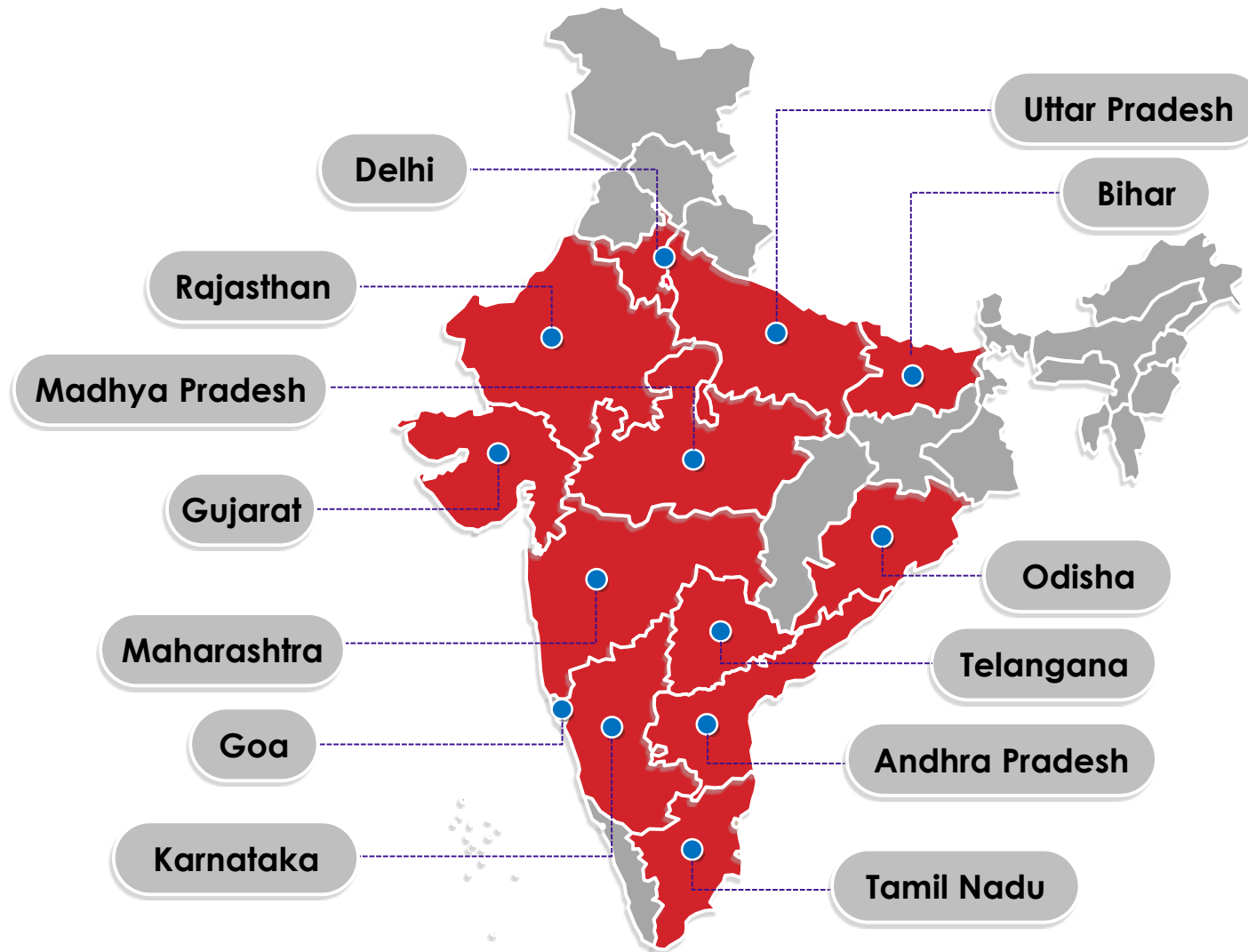
► Business Operations



Footprints Across India



13
STATES



25
CITIES

Marquee Clienteles

Coca-Cola
Hindustan Coca-Cola
Beverages Pvt. Ltd.



SANISERVICE



MAHAVITARAN
Maharashtra State Electricity Distribution Co. Ltd.

ओएनजीसी
ONGC



बी एच ई एल
BHEL

HDFC
Housing Development Finance
Corporation Limited



sesa sterlite
a sterlite group company

GAR

पश्चिम रेलवे
Western Railway



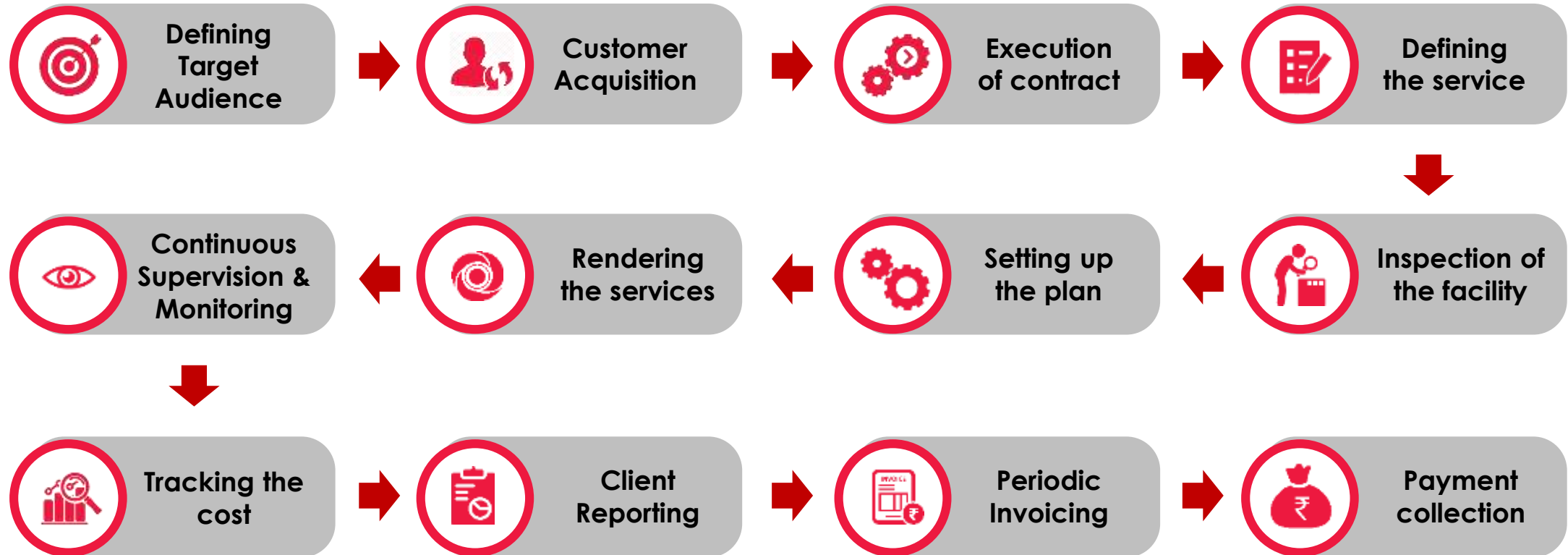
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► Business Model

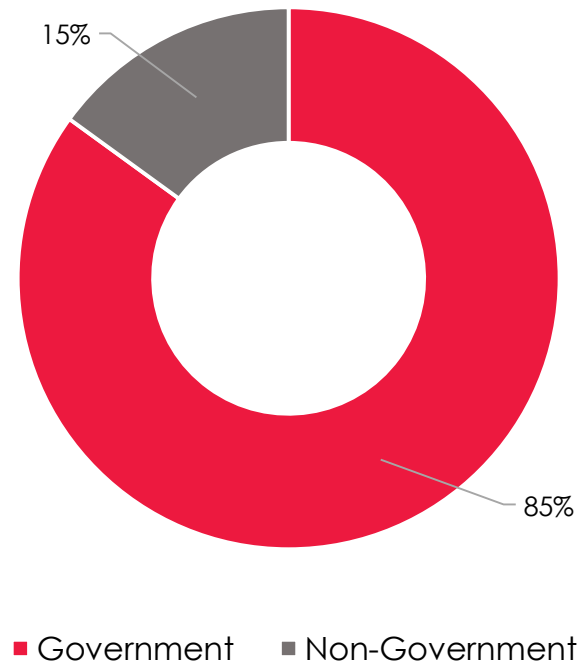


Facility Management Process

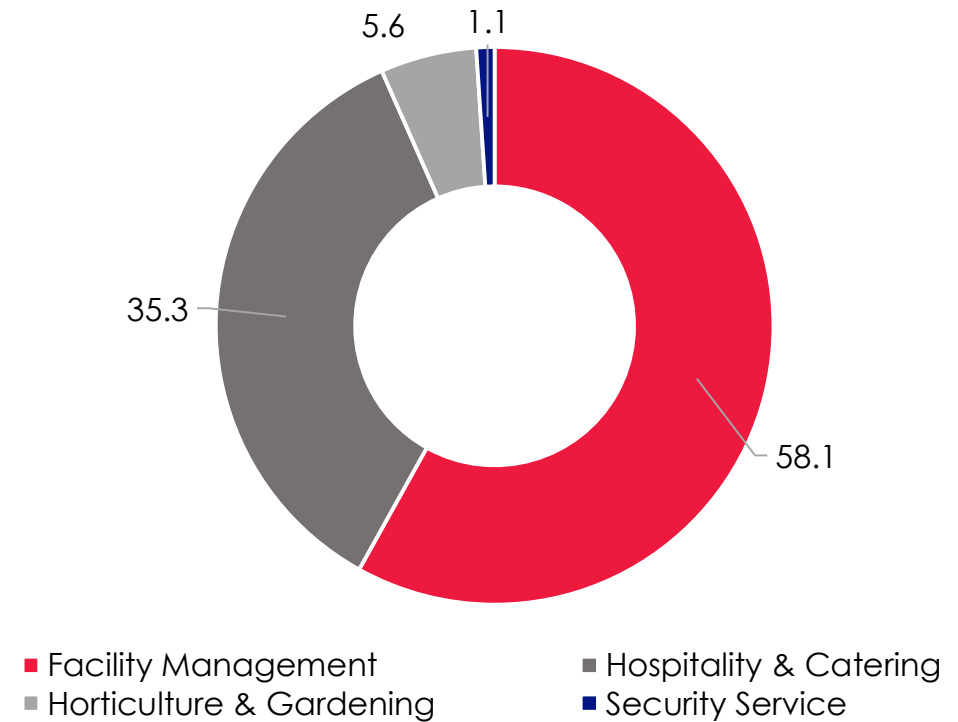


Project Execution & Sales Mix- FY19

Contracts Awarded



Sales Break up (%)



Key Competencies



Growth Strategies



- 01 Expanding presence in Education, Corporate Parks, Commercial Buildings, and Hospitals
- 02 Focus on Technologies for better cost effectiveness
- 03 Increasing geographical presence
- 04 Enhancing our existing customer base and continue to develop Client & Vendor relationships
- 05 Focus on providing quality Services
- 06 Equipping employees with better training facilities

► Financial Ratios



Financial Statements

Consolidated Profit & Loss (INR mn)	H1FY20	FY19	FY18	FY17	FY16
Income from Operations	392.3	780.0	456.8	453.3	451.2
Other Income	3.7	2.0	0.9	0.9	1.6
Total Income	396.1	782.1	457.8	454.3	452.8
Operating Expenses	352.2	692.6	387.1	393.8	393.0
EBITDA	43.9	89.4	70.7	60.5	59.8
Margin %	11.1	11.5	15.5	13.3	13.2
Depreciation	1.3	3.2	2.4	2.7	2.0
EBIT	42.6	86.2	68.2	57.8	57.8
Margin %	10.7	11.1	14.9	12.7	12.8
Financial Charges	23.3	49.7	37.0	31.3	28.6
PBT	19.2	36.5	31.3	26.5	29.2
Margin %	4.8	4.7	6.8	5.8	6.5
Tax	4.5	9.6	8.7	8.8	9.9
PAT (after minority interest)	14.7	27.0	22.6	17.7	19.3
Margin %	3.7	3.5	5.0	3.9	4.3
EPS	1.5	4.0	3.3	26.2	39.0

Balance Sheets & Key Ratios

Consolidated Balance Sheet (INR mn)	H1FY20	FY19	FY18	FY17	FY16
Share capital	96.9	67.5	67.5	6.8	6.8
Reserves and Surplus	219.6	143.2	116.3	154.5	136.9
Non-current liabilities	102.7	250.4	272.4	224.0	212.6
Current liabilities	282.3	118.8	50.9	20.0	18.2
Total Equity and Liabilities	701.6	579.9	507.1	405.3	374.4
Non-current assets	65.8	58.7	58.5	75.0	83.4
Current assets	635.8	521.2	448.5	330.3	291.0
Total Assets	701.6	579.9	507.1	405.3	374.4
Key Ratios	H1FY20	FY19	FY18	FY17	FY16
RoCE (%)	10.1	18.7	15.0	15.0	16.2
RoE (%)	4.6	12.8	12.1	11.0	13.4
Net debt to equity (x)	0.7	1.0	1.3	1.3	1.3
Interest coverage (x)	1.8	1.7	1.8	1.8	2.0

Awards & Accolades



ISO
22000:2005



OHSAS
18001:2007



ISO
14001:2015



ISO
9001:2015

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