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## **Supreme Facility Management Limited**

H1 FY26 Investor Presentation



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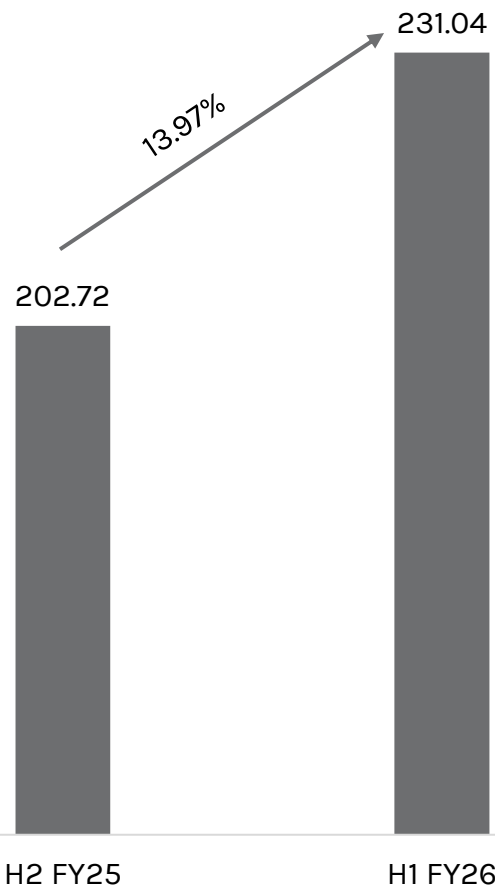
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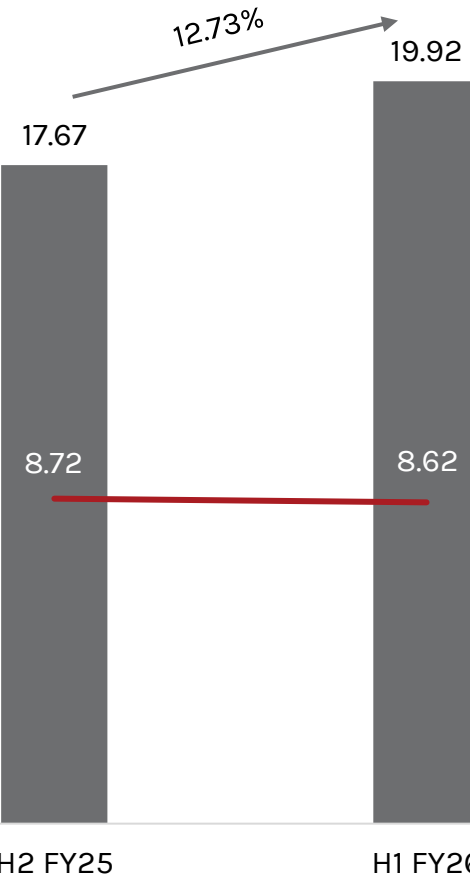
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# H1 FY26 – Consolidated Key Financial Highlights

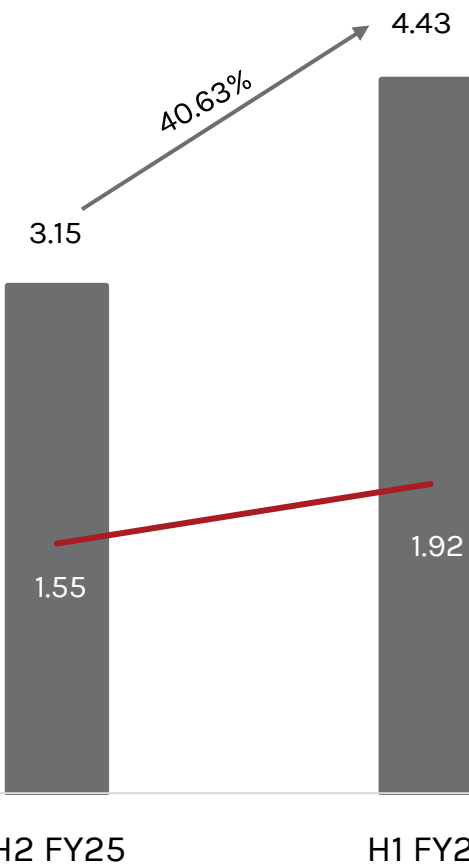
## Total Income



## EBITDA EBITDA Margin



## Net Profit Net Profit Margin



All Amount in ₹ Cr & Margin in %

# H1 FY26 - Consolidated Profit & Loss Statement

Particulars	H2 FY25	H1 FY26	YoY
Revenues	201.10	230.37	
Other Income	1.62	0.67	
<b>Total Income</b>	<b>202.72</b>	<b>231.04</b>	<b>13.97%</b>
Raw Material Expenses	21.53	21.71	
Employee costs	127.48	144.89	
Other expenses	36.04	44.53	
Total Expenditure	185.05	211.12	
<b>EBITDA</b>	<b>17.67</b>	<b>19.92</b>	<b>12.73%</b>
Finance Costs	6.04	5.80	
Depreciation	7.25	8.26	
PBT Before Prior Items	4.37	5.86	
Prior Items	0.48		
PBT After Prior Items	3.90	5.86	
Tax	0.78	1.45	
<b>Net Profit</b>	<b>3.12</b>	<b>4.41</b>	<b>41.37%</b>
Minority Interest	0.06	0.00	
Shares of Profit/Loss From Associates	0.09	0.02	
<b>Reported Net Profit</b>	<b>3.15</b>	<b>4.43</b>	<b>40.63%</b>
EPS	1.56	1.79	



**Amol Sharad Shingate**  
Executive Director and CEO

“H1 FY26 has been an encouraging period for us, supported by strong client confidence and the continued shift toward integrated outsourcing across industries. Our diversified presence in automotive, engineering, IT/ITeS, FMCG and logistics, along with our ability to deliver IFM, transportation, supply chain, production support and food services under a single platform, helped us maintain solid traction through the first half.

We strengthened our presence across key Western markets while expanding into fast-growing clusters in the North and South. Our acquisitions in food services, production support and transportation are now well integrated, and the IPO proceeds give us the flexibility to accelerate both organic growth and selective inorganic opportunities.

Looking ahead, our growth roadmap is clear. We are targeting a 23-25% CAGR in revenue over the medium term and aiming to double our topline in the next three to four years through a balanced approach of organic expansion and strategic acquisitions. Margin enhancement remains a central priority — we are working on improving EBITDA through cost efficiency, value-added services and an optimized service mix, with a goal of achieving around a 100-basis-point improvement in the medium term. As scale builds, we expect operating leverage and our margin-accretive business segments to further strengthen profitability.

We are also deepening the use of advanced technology platforms and data-driven operations to enhance service reliability and accelerate market penetration. With increasing acceptance of our integrated model, we see meaningful scope to grow wallet share through cross-selling and bundled offerings across existing large clients.

With a strong pipeline, steady sectoral demand and a clear strategic direction, we believe we are well positioned to sustain this momentum and deliver consistent, profitable growth in the periods ahead.”



Supreme Facility Management Limited (The Company) is an integrated business services provider specializing in comprehensive Integrated Facilities Management (IFM) and Support Services across industries.

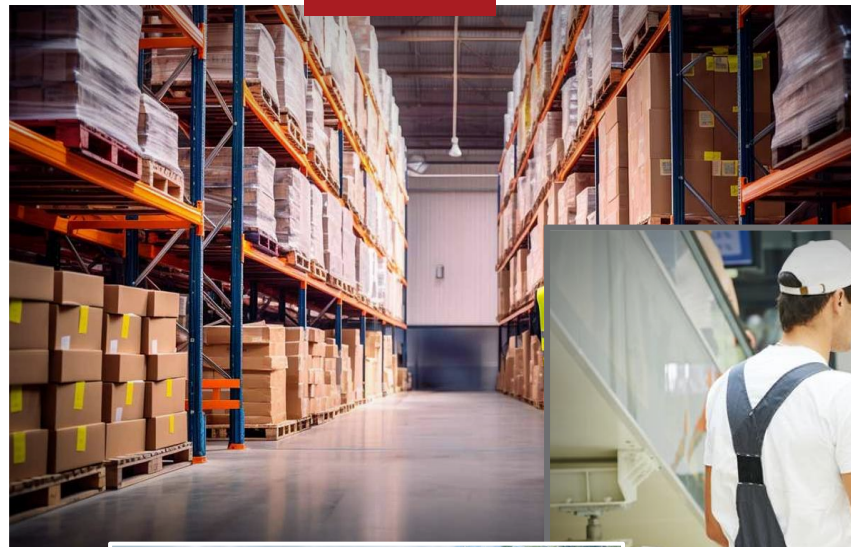
Supreme Facility's IFM services encompass soft services, including housekeeping, sanitization, pest control, horticulture and facade cleaning, alongside hard services for the maintenance, repair and management of essential systems like electrical, plumbing and HVAC system.

Supreme Facility also provides tailored staffing solutions to meet various needs within client organizations.

The Support Services portfolio includes Employee Transportation Services, Production Support Services, Corporate Food Service and Supply Chain Management Service Segment. These services cover Shuttle Services, Private Car Services, Bus Services, Outsourced Task Execution, Client-Supplied Resources, Cafeterias & Dining Facilities, On-Site/Off-Site Catering, Third-Party Warehousing Management, Implant Logistics and Value-Added Services.

Supported by subsidiaries and associates, Supreme Facility delivers integrated solutions designed to streamline and optimize client operations across industries.

Supreme Got Listed On NSE Emerge Platform On 18th December 2024





**40** Years  
In Business



Employee Strength  
Over **10,718**



**ISO Certified**  
In Multiple Standards



Nationwide Presence  
Across **165** Client  
Locations



**Scalable & Asset-  
Light Model**



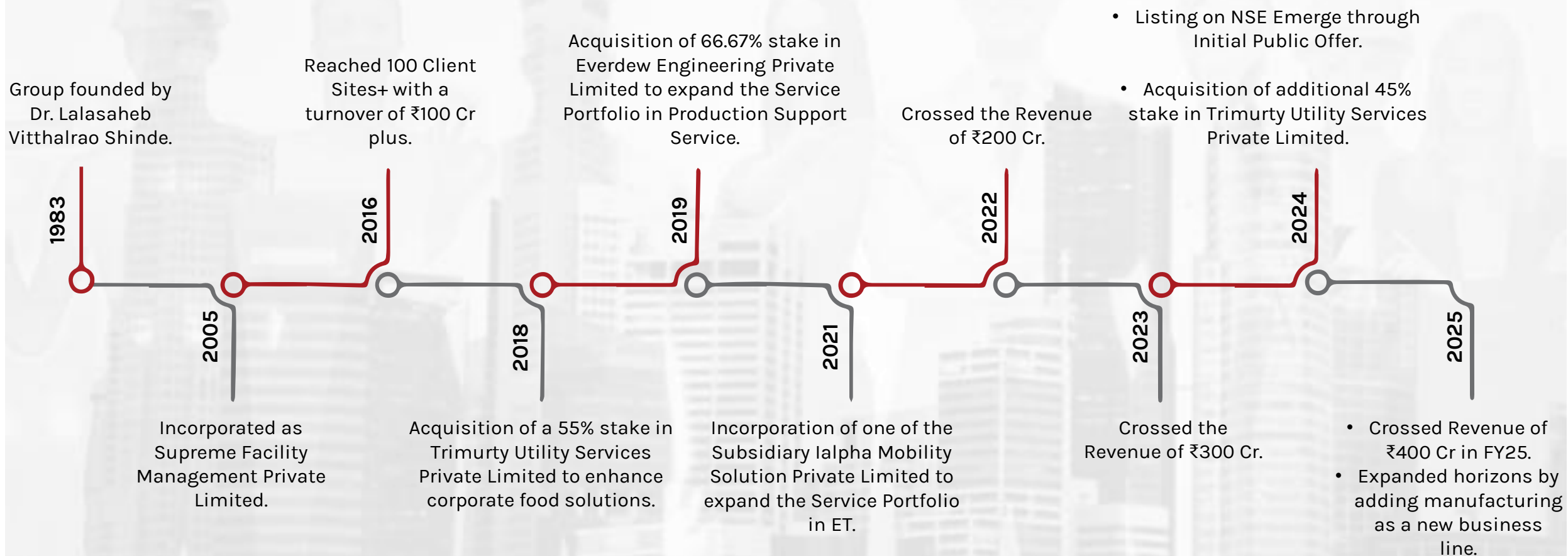
**85%**  
Client Retention



Consolidated FY25  
Revenue- **₹ 401 Cr**  
EBITDA- **₹ 36 Cr**  
Net Profit - **₹ 8 Cr**



Consolidated FY25  
ROE- **9%**  
ROCE- **11%**





# Supreme Facility Marks Its Market Debut on NSE Emerge







**2021**

Certified as ISO 26001:2010  
by Certiva Limited

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**2022**

Certified as ISO 45001:2018 by  
Quality Research Organization

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**2022**

Certified as ISO 9001:2015 by  
Quality Research Organization

Certified as ISO 14001:2015 by  
Quality Research Organization

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**2023**

Awarded as the “Best Warehousing Startup”  
by UBS FORUMS at the 2nd Edition Future of  
Warehousing Summit & Awards 2023.

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# Experienced & Visionary Boards of Directors & KMP



**Dr. Lalasaheb Vitthalrao Shinde**  
Promoter and Whole-time Director  
40+ years of experience



**Rajendra Lalasaheb Shinde**  
Promoter and Managing Director  
20+ years of experience



**Amol Sharad Shingate**  
Executive Director and CEO  
18+ years of experience



**Manisha Rajendra Shinde**  
Promoter and Non-Executive Director  
6+ years of experience



**Asha Kaul**  
Independent Director  
19 years of experience



**Sagar Shrirang Jadhav**  
Independent Director  
10 years of experience



**Gautam Deendayal Sharma**  
Independent Director  
7 years of experience



**Nikhilesh Loya**  
CFO  
14+ years of experience



## Commitment To Green Practices:

- Certified with ISO 14001:2015 (Environmental Management System) and ISO 45001:2018 (Occupational Health & Safety Management).
- Use of eco-friendly cleaning products and zero-bacteria disinfectants, following WHO and ICMR guidelines.

## Energy Efficiency & Resource Optimization:

- Focus on reducing energy consumption through optimized HVAC systems, lighting solutions and water management in facilities.
- Training employees in sustainable practices and resource conservation.

## Eco-friendly Chemicals For Sustainable Cleaning:

- The company utilizes certified non-toxic and eco-friendly Cleaning agent in its cleaning and housekeeping services to promote sustainability.
- Eco-friendly disinfectants approved by WHO and ICMR are used to ensure health safety and environmental compliance.

## Impact On Client Sustainability:

- Helps clients achieve their sustainability goals by integrating green practices within IFM services, enhancing their corporate responsibility.



## Automation & SAP Integration:

- Use of SAP for financial tracking, reporting, and workflow management to enhance operational efficiency and decision-making.
- Automated processes in areas like inventory management, employee scheduling and customer support.

## Digital Tools For Operations:

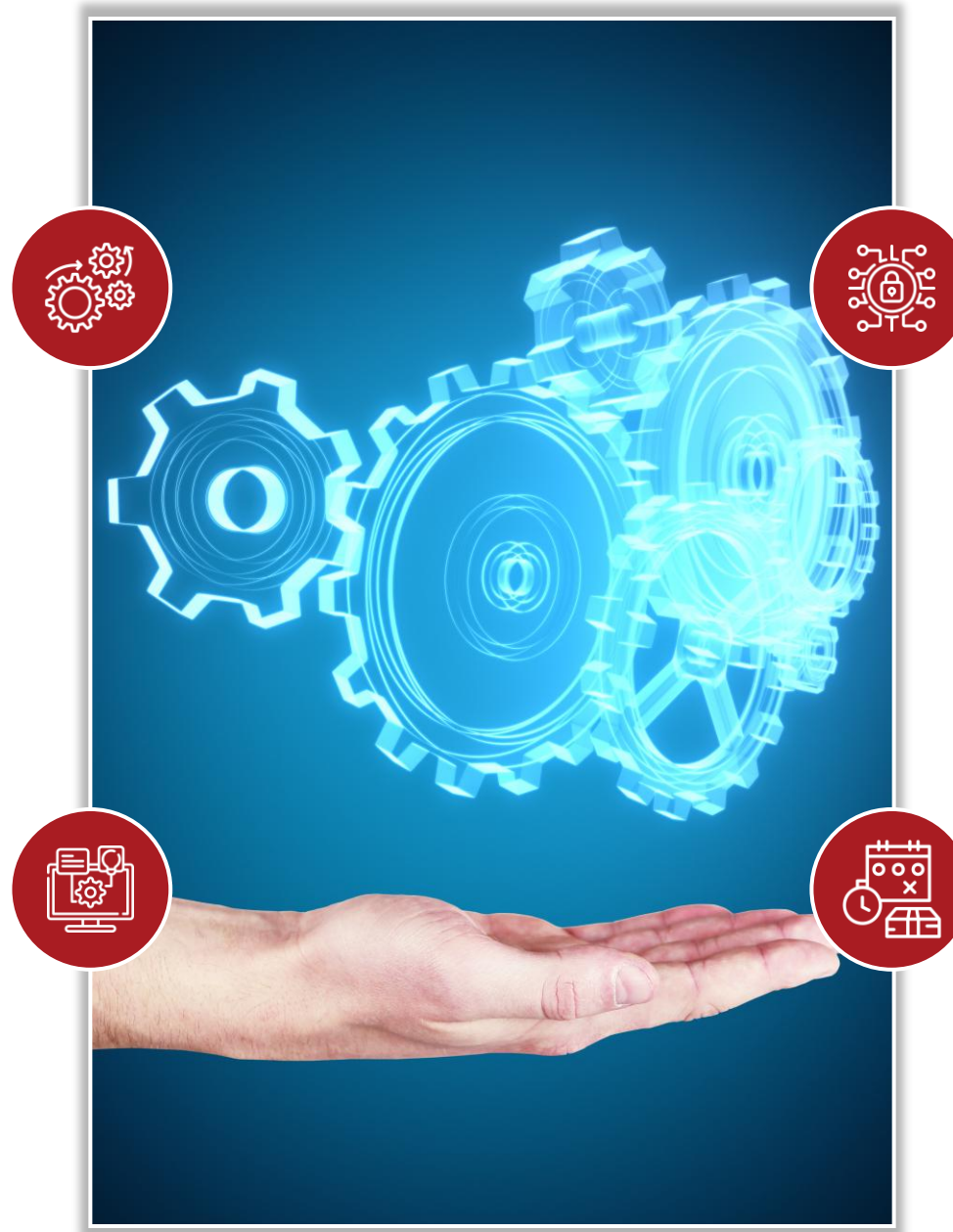
- Barcode scanning, RFID, and WMS software in SCM services to ensure inventory accuracy and quick fulfillment.
- Paperless and touchless operations for streamlined service delivery and reduced environmental impact.

## Digital Work Flow Management :

- Mobile/Tablet Based application eliminating all Paper Based checklist and thus making it a Sustainable solution..

## Future Tech Investments:

- Plans to explore AI-driven analytics, predictive maintenance, and robotics for cleaning and material movement, improving both service quality and cost efficiency.





## Integrated Facilities Management

1. Soft services
2. Hard services
3. Staffing solutions

**Revenue Contribution (In FY25)**  
**₹ 254.40 Cr**



## Support Services

1. Employee transportation Services Segment
2. Production Support Service
3. Corporate Food Service Segment
4. Supply Chain Management Service Segment

**Revenue Contribution (In FY25)**  
**₹ 146.96 Cr**



**Integrated Facilities Management Services Segment Primarily Comprises Of Soft Services, Hard Services & Staffing Services.**

## Soft Services:

It encompass a variety of offerings, including housekeeping, cleaning, disinfecting, pest control, horticulture and facade cleaning, with a primary presence in West and Central India.

- **Housekeeping & Cleaning:**  
Provides Comprehensive industrial and commercial cleaning using eco-friendly materials.
- **Disinfecting & Sanitizing:**  
Zero-bacteria, deep-cleaning solutions with WHO and ICMR-approved disinfectants.
- **Horticulture:**  
Gardening and landscaping to maintain lawns, gardens and green spaces.
- **Facade Cleaning:**  
Exterior glass cleaning for building maintenance.

## Hard Services:

It cover essential maintenance and technical services, including electrical, plumbing and specialized facility upkeep.

- **Heating, Ventilation & Air Conditioning Systems:**  
Maintenance, repair and performance management of heating, ventilation and air conditioning systems.
- **Power Equipment:**  
Servicing of generators, UPS systems and related power equipment.
- **Water & Waste Management:**  
Maintenance of pumps, sewage treatment plants and waste management systems.
- **Fire Safety Systems:**  
Installation and upkeep of fire prevention and safety equipment.
- **Technical Cleaning:**  
Specialized cleaning services for automotive paint shops.

## Staffing services:

It focus on supplying manpower tailored to clients' specific support service needs.





## Employee Transportation Services:

Employee Transportation Services provides tailored employee transportation solutions for corporate clients, enhancing workforce mobility and convenience through a fleet of 446 owned buses (13-55 seats) and 98 additional leased vehicles for expanded capacity and flexibility.

## Production Support Services:

Production Support Services offers outsourced production for specific tasks, ensuring high productivity and product quality while clients retain control.

### Shuttle Services:

Scheduled shuttles between key pick-up and drop-off points like offices and transit hubs.

### Private Car Services:

On-demand or scheduled rides with options for executive and luxury vehicles.

### Bus Services:

Large-scale commuting solutions using charter or contracted buses for high-capacity needs.

### Outsourced Task Execution:

Handles designated production tasks based on client specifications and drawings.

### Quality Assurance:

Utilizes client-provided materials, consumables and utilities to produce quality products efficiently.



## Corporate Food Services:

It provide tailored dining solutions to meet the needs of employees, clients and guests within corporate environments.

## Supply Chain Management Service:

The company provides third-party warehousing, inplant logistics and value-added services to industries and e-commerce clients.

### Cafeterias & Dining Facilities:

Diverse in-house meal and snack options, including healthy and grab-and-go choices.

### On-Site/Off-Site Catering:

Catering for events and meetings, from coffee service to full-course meals.

### Third Party Warehousing Management:

Key components include: Inventory management, Order fulfillment, Layout optimization, Technology integration, Labor management, Transportation coordination, Quality control

### Inplant logistics:

Key aspects include: Material flow management, Inventory management, Warehouse operations, Production support, Equipment and resource utilization

### Value-Added Services:

Key Service includes: Packaging, Labeling, Kitting, Assembly, Quality inspection and Product customization.

**Annuity-Based Revenue:**

Long-term, annuity-based contracts ensure steady, recurring revenue.

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**Asset-Light Model (Except Employee Transport):**

Predominantly asset-light in IFM services with limited fixed assets, reducing exposure to volatility, except in employee transportation where the company owns and operates a significant fleet.

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**Cross-Selling Opportunities:**

Diverse portfolio enables cross-selling of services, enhancing client retention and revenue share.

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**Scalability & Operational Flexibility:**

In-house recruitment and adaptable staffing allow rapid scaling and operational efficiency.

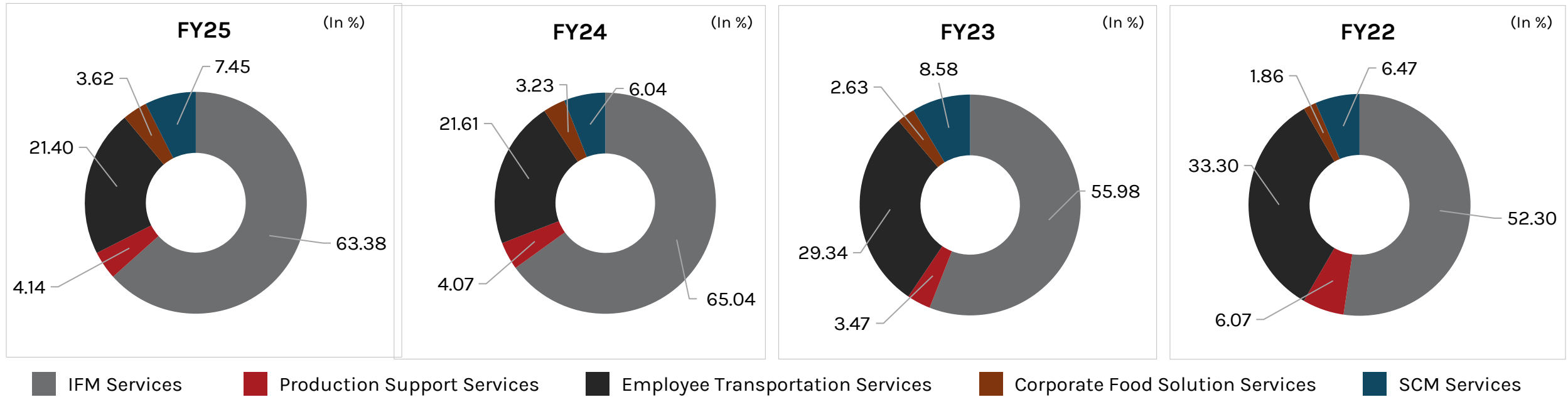
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**Customer-Centric Approach:**

Tailored solutions for sectors like manufacturing and healthcare, achieving an 85% retention rate.

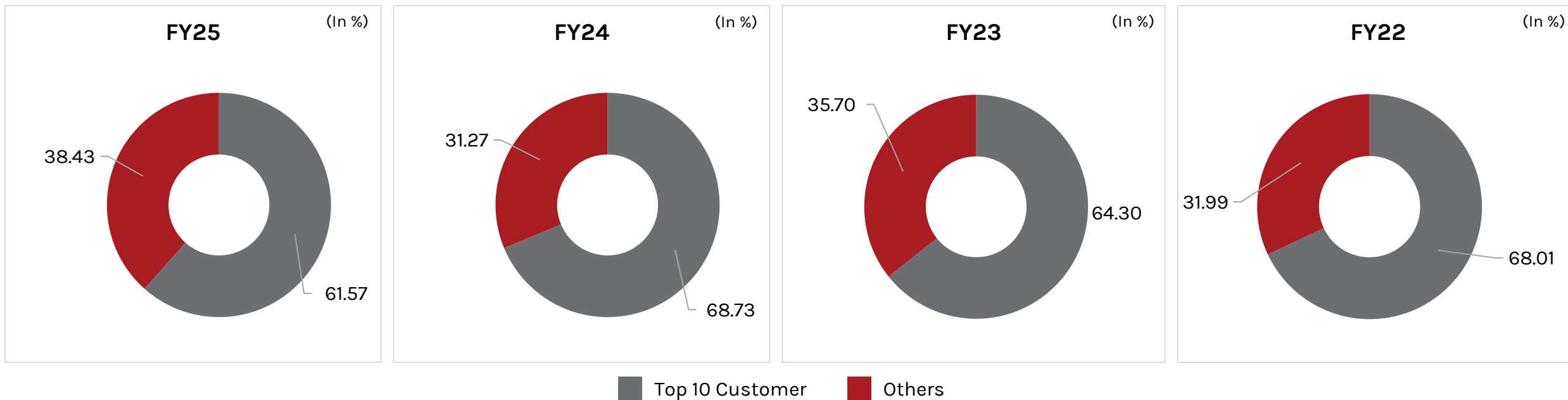


# Category Wise Revenue Breakup Across Key Categories



(In ₹ Cr)				
Particulars	FY25	FY24	FY23	FY22
IFM Services	254.40	231.19	184.51	123.44
Production Support Services	16.63	14.47	11.43	14.34
Employee Transportation Services	85.89	76.78	96.70	78.60
Corporate Food Solution Services	14.53	11.47	8.66	4.39
Supply Chain Management Services	29.91	21.47	28.29	15.25
<b>Revenue From Operation</b>	<b>401.36</b>	<b>355.39</b>	<b>329.59</b>	<b>236.01</b>

# Top 10 Customer Revenue Breakup



(In ₹ Cr)				
Particulars	FY25	FY24	FY23	FY22
Top 10 Customer	247.11	244.29	211.93	160.50
Others	154.25	111.10	117.66	75.51
<b>Revenue From Operation</b>	<b>401.36</b>	<b>355.39</b>	<b>329.59</b>	<b>236.01</b>





### Indian Integrated Facility Management Industry:

- India's IFM market, valued at ₹ 90K crore in 2023, is projected to reach ₹ 190K crore by 2029 with a 36.12% CAGR, with 39% outsourced to third-party providers.
- India's facility management market is rapidly expanding, with 39% outsourced in 2023, projected to reach 50% by 2029 as demand for IFM services grows.
- Smart City plans and sectoral growth in IT, BFSI and healthcare are boosting demand for IFM services in India.



### Employee Transportation Industry:

- The corporate employee transportation market is projected to grow from \$ 27.8 Bn in 2020 to USD 42.19 Bn by 2026 at a 5.44% CAGR.
- Growth is driven by flexible work models, sustainable transport focus, and strategies for employee retention and attraction.



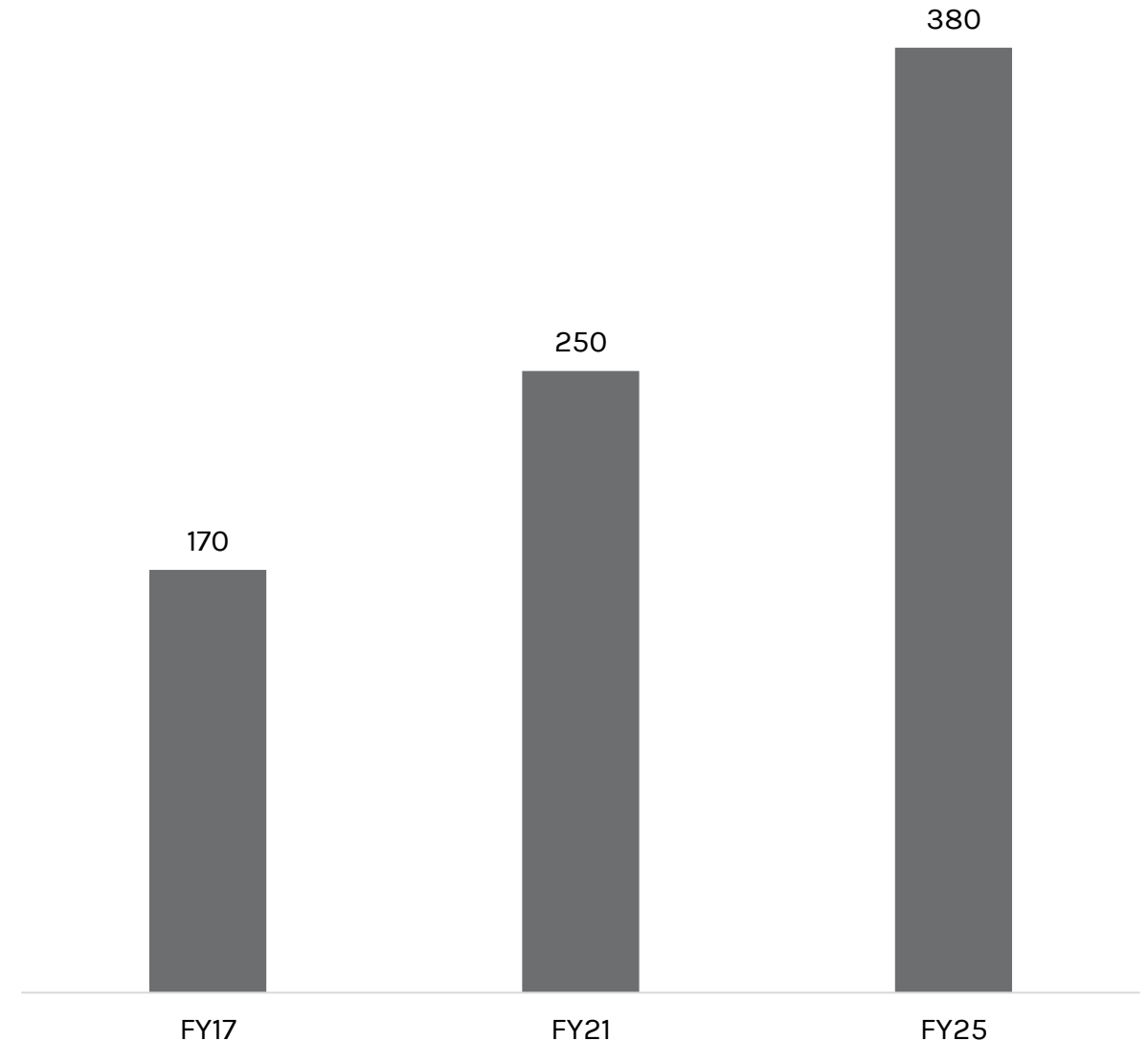
### Global & Indian Supply Chain Management:

- The global 3PL market is set to grow at 9.5% CAGR, reaching \$ 1,579.84 Bn by 2027 (Cargo Connect, Feb 2024).
- India's logistics market, valued at \$ 250 Bn in 2022, is projected to reach \$ 380 Bn by 2025.

Source: DRHP Pg. no 102-106

### Indian Logistics Market

(In USD Bn)



**Global & Indian Corporate Food Services Industry:**

- The global catering services market, valued at \$ 148.1 Bn in 2023, is projected to grow to \$220 Bn by 2032 at a 4.5% CAGR.
- India's food service market is projected to grow from \$ 41.1 Bn in 2022 to \$ 79.65 Bn by 2028, at an 11.19% CAGR.

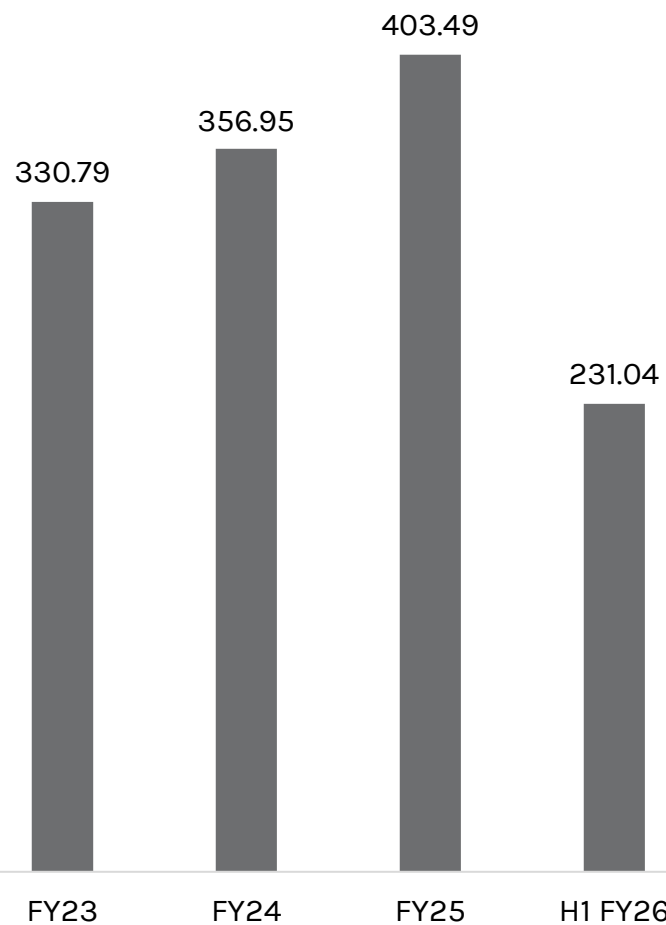
**Key Market Trends:**

- Industrial corridors lead to increased demand for Industrial Catering
  - Shifting of office spaces to semi-urban areas
  - Awareness towards health will create need for customization
  - Integrated service providers to boost organized sector
- Macroeconomic trends

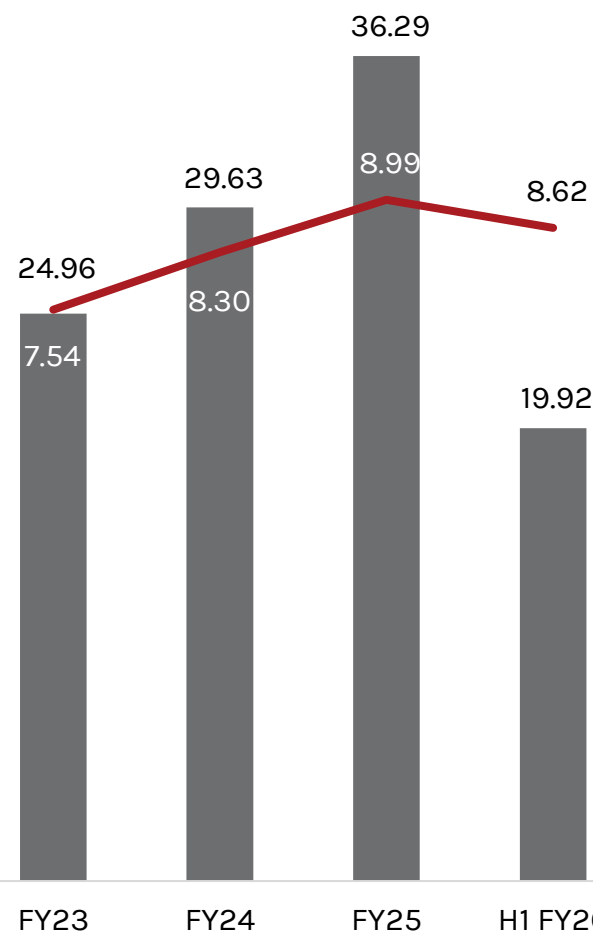
**Global & Indian Production Support Service:**

- The contract manufacturing market is projected to grow from \$ 249.2 Bn in 2022 to \$ 587.8 Bn by 2032, at a CAGR of 9.2%.
- India's Q1 FY24 manufacturing GVA reached \$ 110.48 Bn, supported by Aatmanirbhar Bharat, Make in India initiatives and Production Linked Incentives.

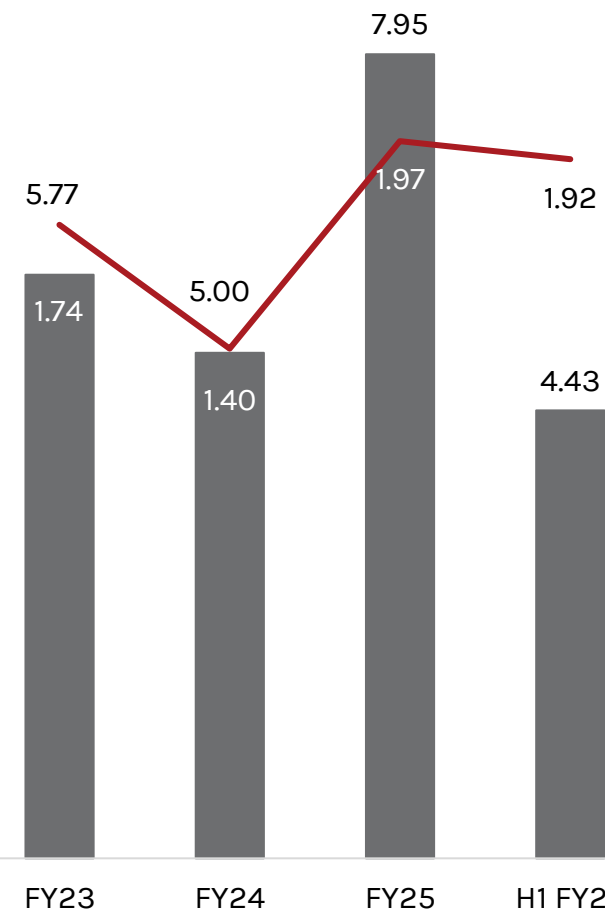
## Total Income



## EBITDA EBITDA Margin %



## Net Profit Net Profit Margin %



All Amount in ₹ Cr &amp; Margin in %

# Consolidated Profit & Loss Statement

Particulars	FY23	FY24	FY25	H1 FY26
Revenues	329.59	355.39	401.36	230.37
Other Income	1.20	1.57	2.13	0.67
<b>Total Income</b>	<b>330.79</b>	<b>356.95</b>	<b>403.49</b>	<b>231.04</b>
Raw Material Expenses	20.81	53.29	45.22	21.71
Employee costs	174.81	205.48	251.34	144.89
Other expenses	110.21	68.56	70.65	44.53
Total Expenditure	305.83	327.32	367.20	211.12
<b>EBITDA</b>	<b>24.96</b>	<b>29.63</b>	<b>36.29</b>	<b>19.92</b>
Finance Costs	9.75	9.02	11.56	5.80
Depreciation	7.60	9.68	13.26	8.26
PBT Before Prior Item	7.60	10.93	11.47	5.86
Prior Item	0.00	3.07	0.48	0.00
PBT After Prior Item	7.60	7.87	10.99	5.86
Tax	1.49	1.98	2.60	1.45
<b>Net Profit</b>	<b>6.11</b>	<b>5.88</b>	<b>8.39</b>	<b>4.41</b>
Minority Interest	0.32	0.91	0.56	0.00
Shares of Profit/Loss From Associates	-0.02	0.02	0.13	0.02
<b>Reported Net Profit</b>	<b>5.77</b>	<b>5.00</b>	<b>7.95</b>	<b>4.43</b>
EPS	3.16	2.74	3.94	1.79



# Consolidated Balance sheet

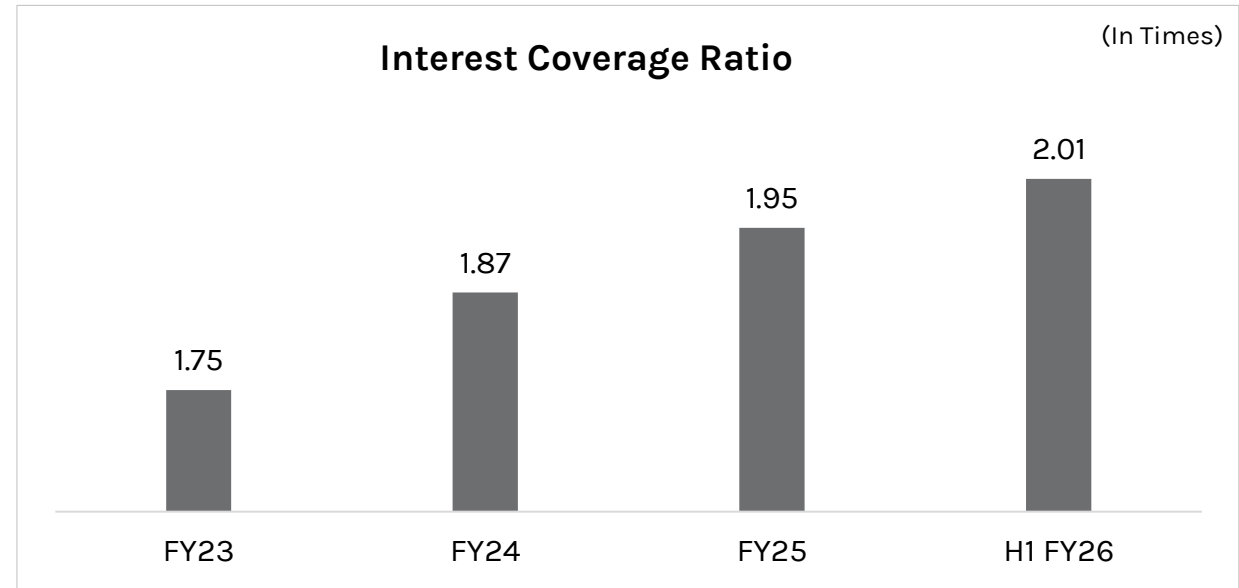
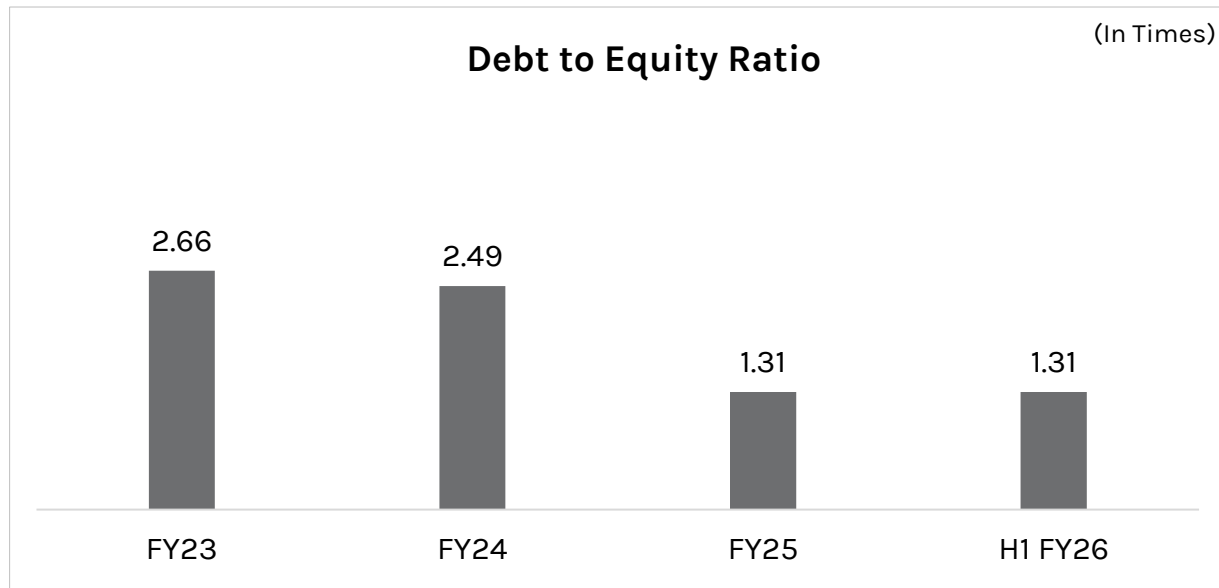
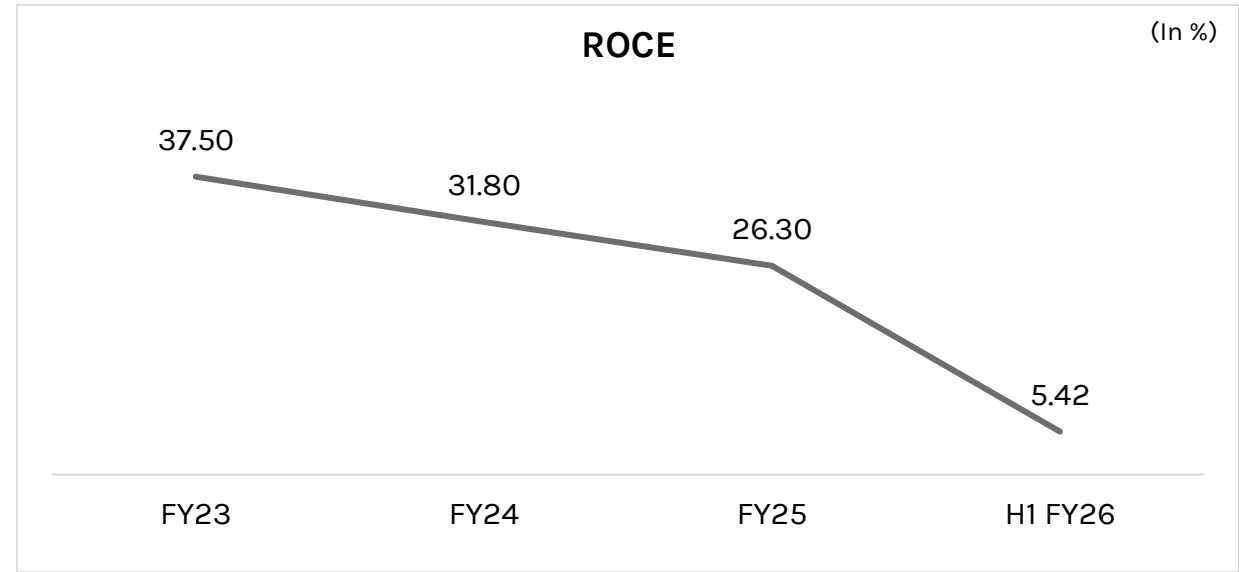
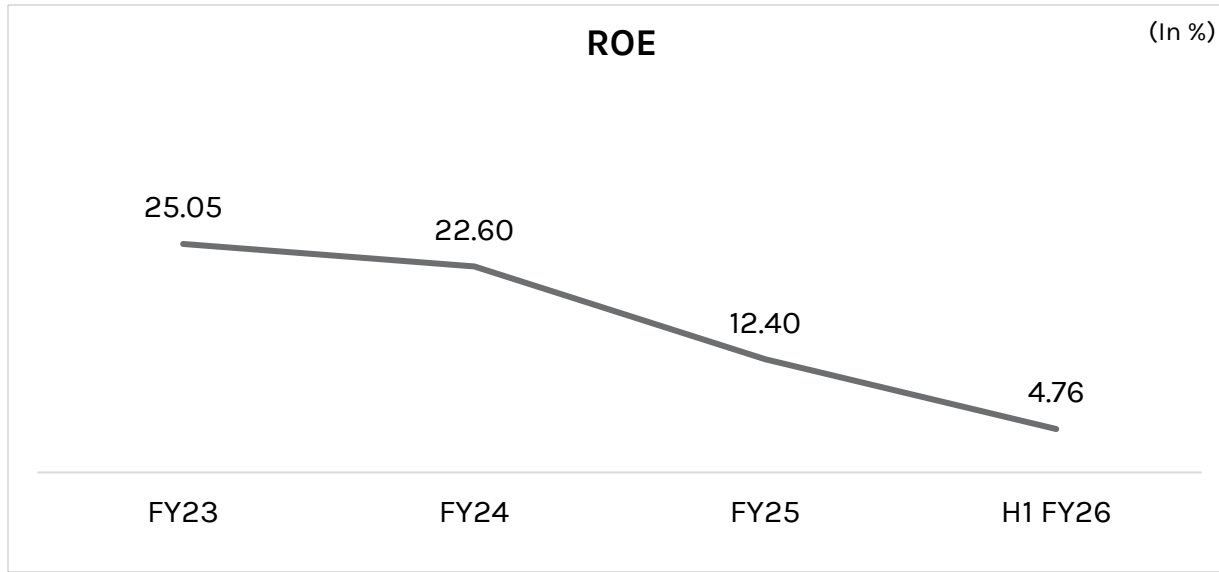
Equities & Liabilities	FY23	FY24	FY25	H1 FY26
Equity	0.25	18.25	24.83	24.83
Reserves	30.11	16.56	63.89	68.21
Minority Interests	2.89	3.80	1.74	1.73
<b>Net Worth</b>	<b>30.36</b>	<b>34.81</b>	<b>88.72</b>	<b>93.04</b>
Non Current Liabilities				
Non Current Borrowings	41.77	43.52	65.71	72.77
Lease Liabilities	0.00	0.00	0.00	0.00
Deferred Tax Liabilities	0.54	0.05	1.34	1.46
Long Term Provision	0.00	0.00	0.00	0.00
Other Current Liabilities	1.90	4.18	3.00	2.71
<b>Total Non Current Liabilities</b>	<b>44.21</b>	<b>47.75</b>	<b>70.05</b>	<b>76.94</b>
Current Liabilities				
Current Borrowings	27.39	26.27	50.53	49.21
Lease Liabilities	0.00	0.00	0.00	0.00
Trade Payables	4.29	8.14	15.90	8.45
Current Tax Liabilities (Net)	0.00	0.00	0.00	0.00
Short Term Provisions	21.72	29.07	22.76	32.79
Other Current Liabilities	16.80	25.69	0.00	5.20
<b>Total Current Liabilities</b>	<b>70.20</b>	<b>89.17</b>	<b>89.19</b>	<b>95.65</b>
<b>Total Liabilities</b>	<b>147.65</b>	<b>175.52</b>	<b>249.70</b>	<b>267.36</b>

Assets	FY23	FY24	FY25	H1 FY26
Non Current Assets				
Fixed assets	42.76	49.54	82.15	91.40
Non Current Investments	3.37	3.39	3.55	3.57
Other Non Current Financial Assets	0.00	0.00	0.00	0.00
Deferred Tax Assets (Net)	0.00	0.00	0.00	0.00
Other Non Current Assets	0.15	0.15	0.15	0.15
<b>Total Non Current Assets</b>	<b>46.27</b>	<b>53.08</b>	<b>85.85</b>	<b>95.12</b>
Current Assets				
Inventories	1.22	1.78	2.08	2.24
Trade receivables	80.62	99.42	103.71	117.81
Cash & Bank Balance	4.05	3.17	38.12	21.81
Other Current Financial Assets	15.49	18.07	0.00	0.00
Current Tax Assets (Net)	0.00	0.00	0.00	0.00
Other Current Assets	0.00	0.00	19.94	30.38
<b>Total Current Assets</b>	<b>101.38</b>	<b>122.44</b>	<b>163.85</b>	<b>172.24</b>
<b>Total Assets</b>	<b>147.65</b>	<b>175.52</b>	<b>249.70</b>	<b>267.36</b>

# Consolidated Cashflow Statement

Particulars	FY23	FY24	FY25	H1 FY26
Cashflow from Operations	5.06	17.82	15.59	0.72
Cashflow from Investments	-22.10	-15.43	-51.39	-14.94
Cashflow from Financing	17.76	-3.60	63.57	-0.17
<b>Net Cash Flow</b>	<b>0.73</b>	<b>-1.21</b>	<b>27.77</b>	<b>-14.39</b>

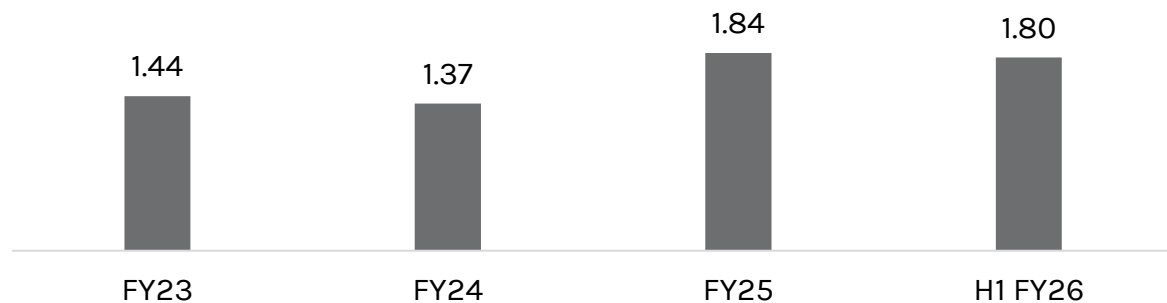
# Consolidated Key Financial Ratios



Note: H1 FY26 figures are not annualized

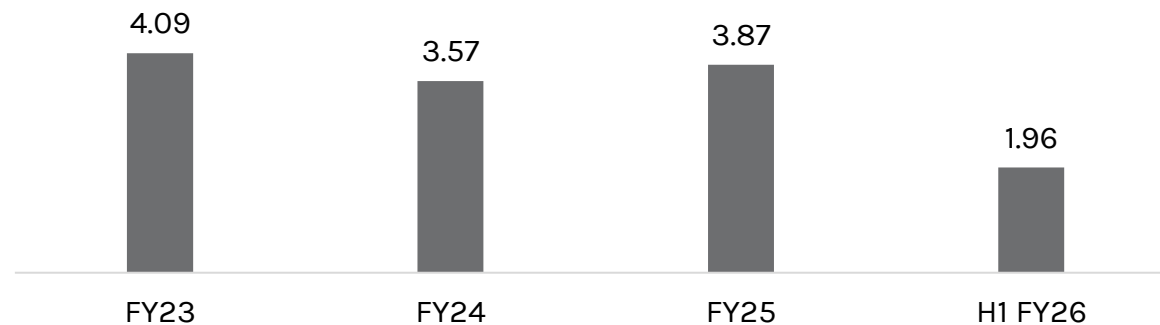
## Current Ratio

(In Times)



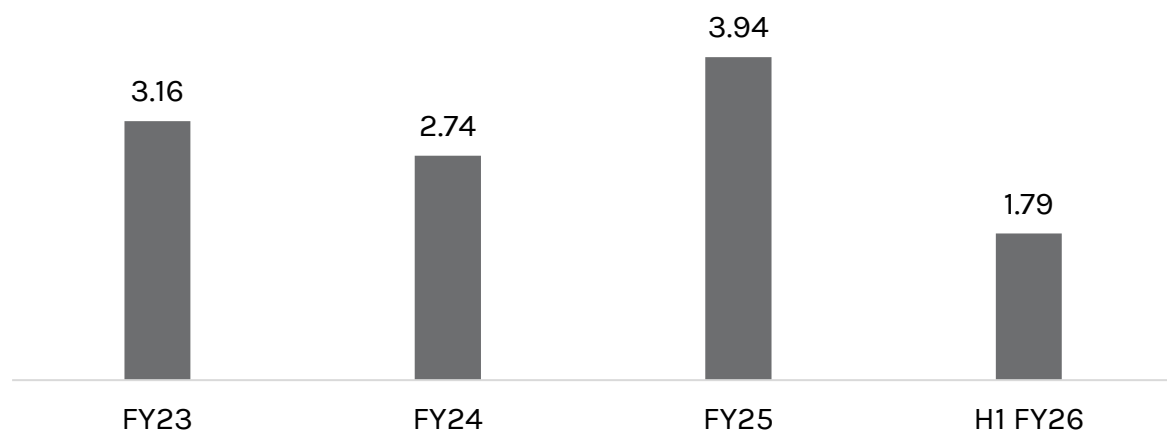
## Receivable Turnover Ratio

(In Times)



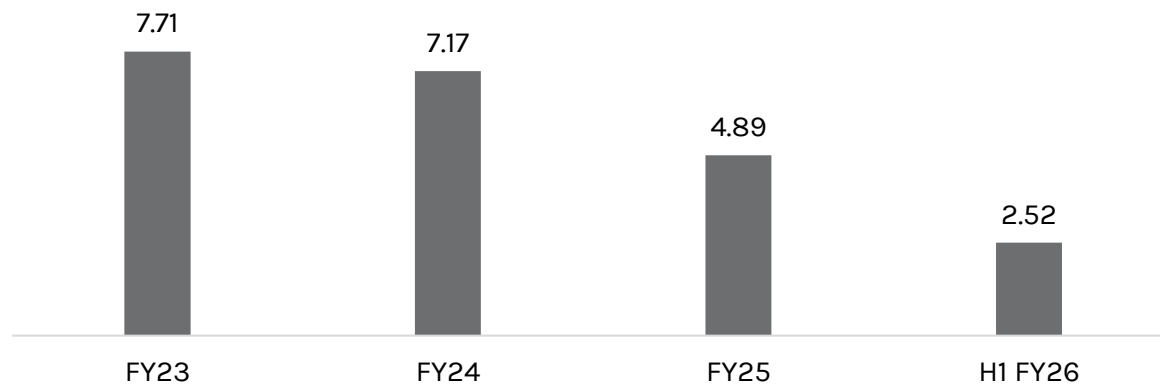
## Earnings Per Share

(In ₹)



## Fixed Asset Turnover Ratio

(In ₹)



Note: H1 FY26 figures are not annualized



## NSE: SFML

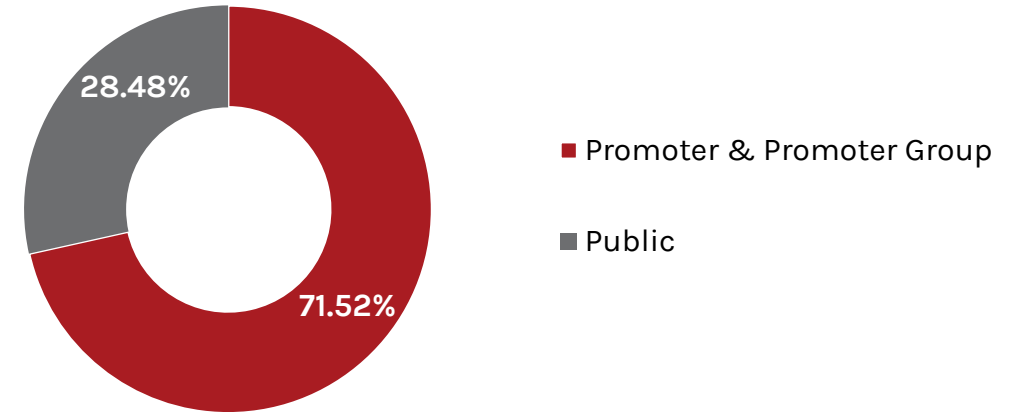
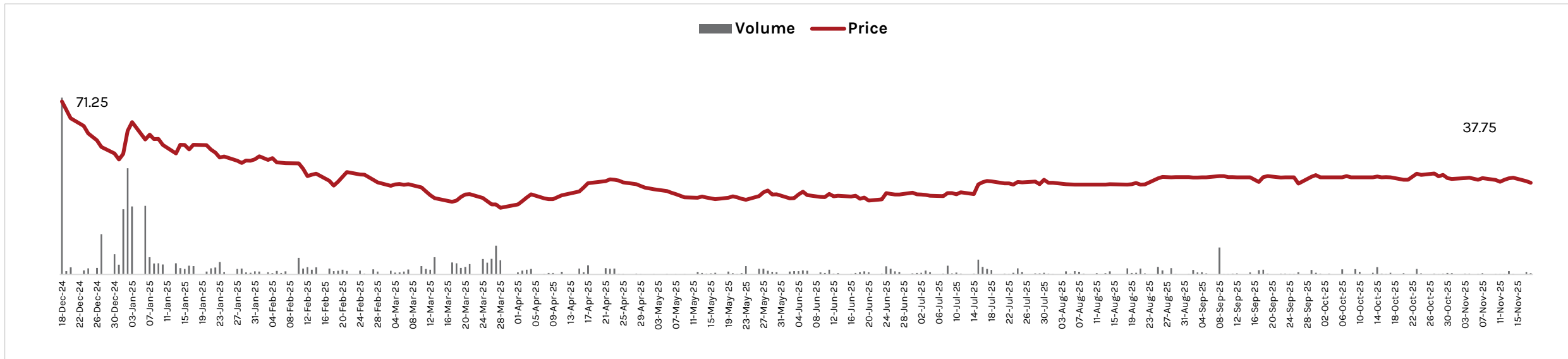
Source NSE

As on 18-11-2025

NSE Code	INEOU6N01014
Share Price (₹)	37.75
Market Capitalization (₹ Cr)	93.73
No. of Shares Outstanding	2,48,29,200
Face Value (₹)	10
52 Week High (₹)	75.00
52 Week Low (₹)	27.40

## SHARE HOLDING PATTERN

As on 30-09-2025

Share Performance From 18<sup>th</sup> December 2024 Till Date

## Customized Solutions For Sustainable Business:

The company provides tailored IFM and Support Services to diverse sectors, enhancing customer retention, market share and understanding through long-term partnerships and strategic acquisitions.



## Highly Experienced Management Team:

The company is led by promoters Dr. Lalasaheb Shinde and Rajendra Shinde, bringing 64 years of combined experience, supported by a skilled management team fostering growth and employee development.



## Diverse Portfolio Of Services:

The company enhances market position through diverse services, fostering customer relationships, operational efficiencies and in-house expertise to meet dynamic client needs and boost retention.



## Technology Driving Business Success:

Technology enhances efficiency and customer satisfaction, using SAP for operations and investing in automation to improve service delivery and competitiveness.



## Extensive Workforce Presence:

The company boasts a national network of 165 client locations, facilitating efficient resource management and operational excellence through in-house recruitment and L&D.



## Introduce Innovative Products & Services:

The company aims to expand its market position by introducing new products and services through organic development and strategic partnerships, enhancing its integrated business services platform.

## Expand Market Share In Key Segments:

The company aims to expand by acquiring new customers in various sectors through targeted business development, leveraging brand presence and technology for growth.

## Enhance & Expand Customer Relationships:

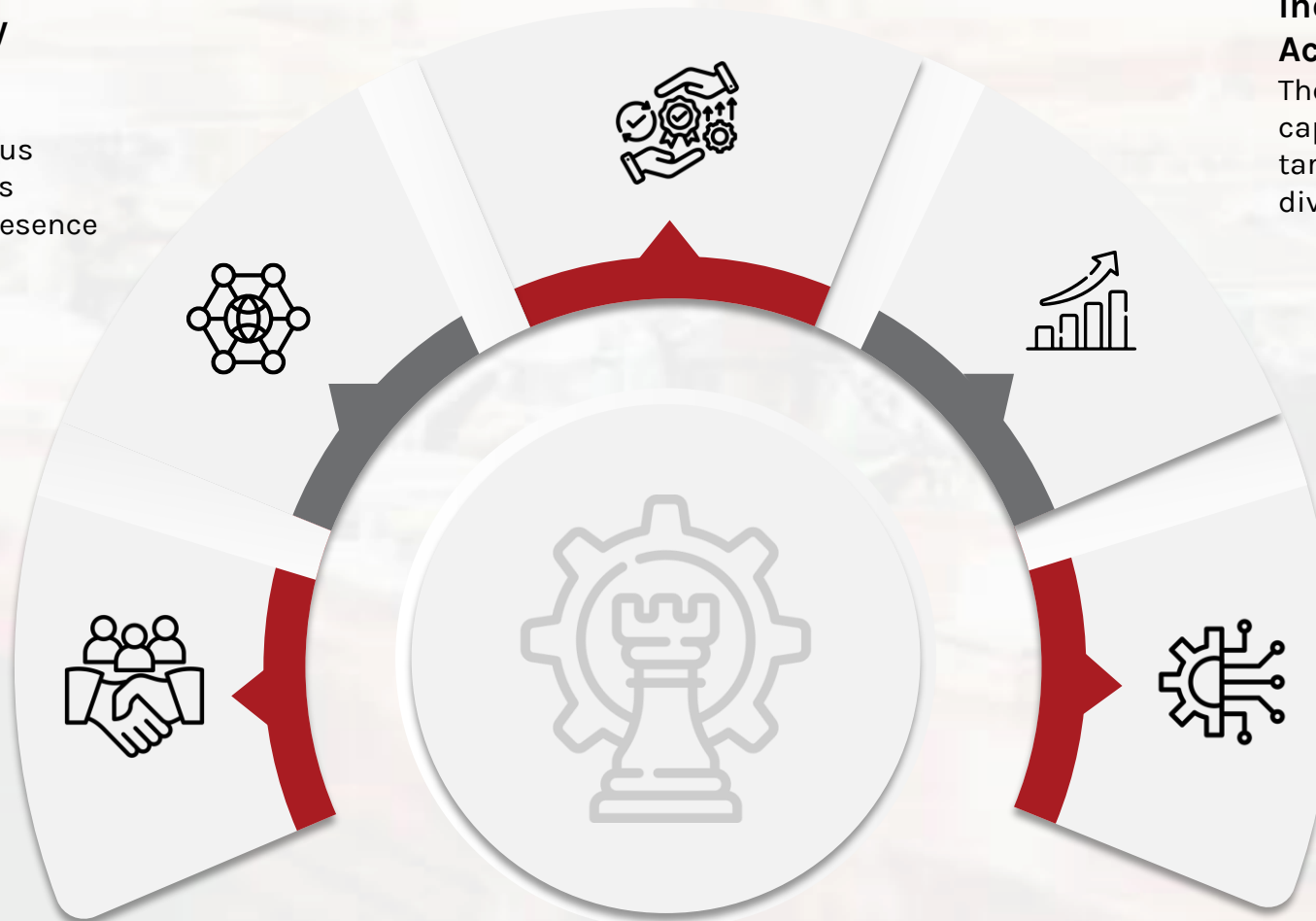
The company maintains long-term contracts, achieving 85% customer retention and leveraging strong relationships to grow service offerings and capture greater market share.

## Inorganic Growth Via Strategic Acquisitions:

The company aims to enhance service capabilities through strategic acquisitions, targeting niche high-margin businesses to diversify and grow its portfolio.

## Enhancing Operating Margins:

The company Focus on operating leverage, technology adoption, enhancing service mix and prioritizing higher-margin business growth to boost overall margins.





## Strong Client Pipeline

- Engaged in large-scale discussions with marquee clients across key sectors.
- High business visibility supports sustained momentum and long-term planning.



## Geographic Expansion

- Established presence in the West.
- Focused expansion into the North and Southern Region to tap emerging demand clusters.



## Margin-Led Growth Strategy

- Emphasis on scaling high-margin verticals like IFM and Production Support Services.
- Lean and agile operations anchored in quality, compliance, and service excellence.



## Next Phase – Accelerated Growth & Profitability



### Revenue Growth

- Targeting a 23-25% CAGR in revenue growth over the medium term.
- Aiming to double the topline in the next 3-4 years through a blend of organic growth and strategic acquisitions.



### Margin Enhancement

- Focused on improving EBITDA through cost efficiency, value-added services, and an optimized service mix.
- Aiming to improve margins by 100 BPS in the medium term.
- Strengthening profitability by leveraging operating scale and margin-accretive segments.



### Execution Edge

- Leveraging advanced technology platforms, data-driven operations, and strategic alliances to accelerate market penetration.
- Deepening wallet share with existing clients via cross-selling and integrated service offerings

**Diverse Service Portfolio:**

Provides a comprehensive range of IFM and Support Services, enabling a one-stop solution for clients.

**Established Client Base:**

Serves diverse industries, minimizing economic vulnerability and enhancing stability.

**Focus On Sustainability:**

Commitment to green practices aligns with market trends, attracting environmentally conscious clients.

**Technological Integration:**

Utilizes advanced technologies like SAP to enhance operational efficiency and customer satisfaction.

**Experienced Management:**

Led by promoters with 64+ years of combined industry experience, supported by a skilled management team.

**Growth-Driven, Asset-Light Model:**

Well-positioned to benefit from rising infrastructure and smart city investments in India, with an annuity-based, asset-light model that is scalable, cost-efficient and enhances margins.

**Cross-Selling Opportunities:**

Leverages existing relationships to offer additional services, enhancing revenue streams.

**Nationwide Presence:**

Operates from 165 locations across India, ensuring efficient service delivery and quick response to client needs.

**Strong Financial Performance:**

From FY22 to FY24, the company has demonstrated impressive financial growth, achieving a CAGR of 22.81% in revenue, a CAGR of 28.84% in EBITDA and a CAGR of 13.52% in PAT.



# Thank You



**L. V. SHINDE GROUP®**  
SINCE 1983

**Supreme Facility Management Limited**

Office No 1002 to 1005 KWT Tower 3,  
Opposite Empire Estate, 10th Floor  
Chinchwad, Pune - 411 018, Maharashtra

**Phone:** +91 96378 11000

**Email:** [info@supremefacility.com](mailto:info@supremefacility.com)

**Website:** [www.supremefacility.com](http://www.supremefacility.com)



**Kirin Advisors Private Limited**

713-B, Lodha Supremus II,  
Wagle Estate, Thane West - 400 604.

**Phone:** 022 4100 2455

**Email:** [info@kirinadvisors.com](mailto:info@kirinadvisors.com)

**Website:** [www.kirinadvisors.com](http://www.kirinadvisors.com)