

Media Release

Krystal Integrated Services Limited delivers strong Financial Results for the Financial Year

- **FY24 Revenue surges 45.1% YoY to Rs. 1,026.8 crore**
- **EBITDA for FY24 grows 37.8% YoY to Rs. 68.7 crore**
- **PAT for FY24 is up by 45.2% YoY to Rs. 49.0 crore**

Mumbai, May 27th, 2024: Krystal Integrated Services Limited (KISL), a market leader in facility management services across India, is pleased to announce its audited financial performance for the fourth quarter and financial year ended March 31, 2024.

Key Consolidated Financials:

Particulars (Rs. Cr.)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
Revenue	292.2	192.2	52.0%	1026.8	707.6	45.1%
EBIDTA*	18.8	9.5	97.7%	68.7	49.8	37.8%
EBITDA Margin (%)	6.4%	4.9%	149 bps	6.7%	7.0%	(35 bps)
PAT	15.7	9.2	70.3%	49.0	33.8**	45.2%
PAT Margin	5.4%	4.8%	58 bps	4.8%	4.8%	-

* EBITDA excluding Other Income

** Excluding profit from discontinued operations

Performance Highlights for the quarter ended March 31st, 2024:

- **Revenue** for the quarter was **Rs. 292.2 crore** in Q4 FY24, a **YoY increase of 52.0%**
- **EBITDA** (excluding other income) stood at **Rs. 18.8 crore** in Q4 FY24, **YoY increase of 97.7%**. **EBITDA Margin** was **6.4%** in Q4 FY24, rising 149 bps
- **PAT** was reported at **Rs. 15.7 crore** in Q4 FY24, vis-à-vis Rs. 9.2 crore in Q4 FY23, while **PAT Margin** stood at **5.4%**

Performance Highlights for the Financial Year ended March 31st, 2024:

- **Revenue** for the full year was **Rs. 1,026.8 crore** in FY24, a **YoY increase of 45.1%**
- **EBITDA** was at **Rs. 68.7 crore** for FY24, **YoY increase of 37.8%**. **EBITDA Margin** was **6.7%** for FY24
- **PAT** for the year was **Rs. 49.0 crore** compared to Rs. 33.8 crore in FY23, while **PAT Margin** stood at **4.8%**

KRYSTAL INTEGRATED SERVICES LIMITED

(FORMERLY KNOWN AS KRYSTAL INTEGRATED SERVICES PRIVATE LIMITED)



- The Board has recommended Dividend of Rs. 1.50/- per equity share, i.e. 15% of face value Rs. 10/- each, subject to shareholders' approval

Management Comments:

Commenting on the performance, Mr. Sanjay Dighe, CEO & Whole Time Director, Krystal Integrated Services Ltd, said,

"I am pleased to share that the company has performed better than expectations, closing the fiscal year on a strong note. In FY24, our top line has grown 45.1% year-on-year to Rs. 1,026.8 crore, crossing the Rs. 1,000 crore mark for the first time. EBITDA and PAT increased 37.8% and 45.2% to Rs. 68.7 crore and Rs. 49.0 crore, respectively.

The growth mainly came from a robust increase in our order book as we continued to secure new contracts. We are strategically diversifying our business by expanding our corporate partnerships to reduce our reliance on government contracts. Concurrently, we are broadening our service offerings to include a more comprehensive portfolio.

Overall, we have entered the new fiscal year on an optimistic note and aim to sustain this momentum in the coming quarters. I would like to thank the entire team at Krystal and all our stakeholders for their continued support."

About Krystal Integrated Services Limited:

KISL, one of India's leading integrated facilities management services companies, specializes in sectors such as healthcare, education, public administration—including state government entities, municipal bodies, and other government offices—airports, railways, metro infrastructure, and retail. The company offers a comprehensive range of integrated facility management services across these varied sectors. Additionally, KISL provides staffing solutions and payroll management, private security and manned guarding services, and catering services. Over the fiscal years 2021 to 2023, KISL served 262, 277, and 326 customers, respectively, and operated at 1,962, 2,240, and 2,427 customer locations across India.

BSE: 544149; NSE: KRYSTAL Website: krystal-group.com

For Further information, please contact:

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Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

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