

January 20, 2025

KISL/CS/SE/128/2024-25

The Department of Corporate Services BSE Limited General Manager Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 544149	National Stock Exchange of India Limited Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051 Scrip Symbol: KRYSTAL
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Dear Sir/Madam,

Sub: Outcome of Board Meeting -Press Release

Further to our letter number KISL/CS/SE/125/2024-25 dated January 20, 2025, please find enclosed herewith a copy of press release on financial results for the quarter and nine months ended December 31, 2024.

Kindly take the same on records

Thanking You,
For **Krystal Integrated Services Limited**
(Previously known as **Krystal Integrated Services Private Limited**)

Stuti Maru
Company Secretary & Compliance Officer
Membership Number: A45257

KRYSTAL INTEGRATED SERVICES LIMITED

(FORMERLY KNOWN AS KRYSTAL INTEGRATED SERVICES PRIVATE LIMITED)



Media Release

Krystal Integrated Services delivers strong financial results for Q3 & 9M FY25 driven by various new & ongoing projects in Manpower & Catering Services

Company announces plans to raise up to Rs. 300 Cr to fund new initiatives

9M FY25 PAT expands 36.5% YoY to Rs. 45.4 Cr

Mumbai, January 20th, 2025: Krystal Integrated Services Limited (KISL), a market leader in integrated facility management services across India, is pleased to announce its unaudited financial performance for the Third quarter and Nine Months ended December 31st, 2024.

Key Consolidated Financials:

Particulars (Rs. Cr.)	Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %
Revenue	276.37	283.07	(2.37%)	799.68	734.68	8.85%
EBITDA*	17.69	18.91	(6.43%)	50.96	49.88	2.17%
EBITDA Margin (%)	6.40%	6.68%	(28 bps)	6.37%	6.79%	(42 bps)
PAT **	15.11	12.73	18.76%	45.42	33.28	36.47%
PAT Margin	5.47%	4.50%	97 bps	5.68%	4.53%	115 bps

* EBITDA excluding Other Income

** Excluding profit from discontinued operations

Q3 FY25 Highlights:

- **Total Income** decreased 2.4% YoY to Rs. 276.37 Crore in Q3 FY25 compared to Rs. 283.07 Crore in Q3 FY24
- **EBITDA** decreased 6.4% to Rs. 17.69 Crore in Q3 FY25 compared to Rs. 18.91 Crore in Q3 FY24
- **EBITDA Margin** stood at 6.40% for Q3 FY25 as against 6.68% in Q3 FY24
- **PAT** grew by 18.8% YoY to Rs. 15.11 Crore in Q3 FY25 compared to Rs. 12.73 Crore in Q3 FY24. **PAT margin** improved by 97 basis points to 5.47%
- **Segmental:** Manpower & Related Services accounted for 91.7% of the top line; Catering Services accounted for 4.9%; and IT enabled Services accounted for 3.4% in Q3 FY25

9M FY25 Highlights:

- **Total Income** grew 8.8% YoY to Rs. 799.68 Crore in 9M FY25 compared to Rs. 734.68 Crore in 9M FY24
- **EBITDA** grew marginally by 2.2% to Rs. 50.96 Crore in 9M FY25 compared to Rs. 49.88 Crore in 9M FY24
- **EBITDA Margin** stood at 6.37% for 9M FY25 as against 6.79% in 9M FY24
- **PAT** grew by 36.5% YoY to Rs. 45.42 Crore in 9M FY25 compared to Rs. 33.28 Crore in 9M FY24, while **PAT margin** increased by 115 basis points to 5.68%
- **Segmental:** Manpower & Related Services accounted for 92.5% of the top line; Catering Services accounted for 5%; and IT enabled Services accounted for 2.5% in 9M FY25

Registered Office: Krystal House, 15A/17, Shivaji Fort CHS, Duncan Causeway Road Mumbai -400 022, Maharashtra (India) Tel: +9122 4353 1234, +9122 47471234

Web: www.krystal-group.com CIN - U74920MH2000PLC129827

Recent Announcements:

- Company announced plans to raise funds up to Rs. 300 crores, through equity, to fund initiatives in new verticals, subject to shareholders' approval
- Board proposed the incorporation of a wholly owned subsidiary named Taskmaster Pvt. Ltd. which would be engaged in a wide array of facility management services such as home cleaning solutions, cleaning building interiors, windows, carpets, and upholstery, etc.
- In January 2025, Krystal won a contract from Mahatma Phule Backward Class Development Corporation Ltd. to provide manpower services for three years, with an annual contract value of Rs. 6.85 crores.

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

“The Company’s performance in the third quarter has been in line with expectations. We remain optimistic about the ongoing fiscal year, based on a growing order book, as we continue to secure new contracts. Revenue during this 9-month period increased 8.8% as against the corresponding 9 months of the previous fiscal. PAT margin also improved by 115 bps to 5.68% during this period vis-à-vis that in 9M FY24.

We have been strategically diversifying beyond our traditional portfolio into centrifugal effluent treatment plants (CETP) and sewerage treatment plants (STP), among others. Additionally, we shall be enhancing our focus on Technical Facilities Management services, and develop a new vertical enabling focused approach on business acquisition and service delivery.

This diversification is in line with our aim to become an integrated service provider across the entire gamut of facilities management. On similar lines, we shall also be investing in incorporating more technology into our services, so as to improve productivity and efficiency.

During the quarter gone by, we won an order from Brihanmumbai Municipal Corporation worth Rs. 106.3 crores, for the provision of manpower services. More recently, we signed an MoU with Mahatma Phule Backward Class Development Corporation Ltd for a duration three years. This contract is for manpower services and is worth Rs. 6.85 crores annually.

To support the anticipated growth, we are planning to undertake a fund-raise activity in the near future. We shall announce further details regarding this soon.

Overall, we hope to sustain and grow the momentum through this financial year. 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 circumstance.*