



# IPO NOTE

## KRYSTAL INTEGRATED SERVICES LIMITED



Rating:  
**Neutral**



### ISSUE OFFER

Issue Opens on	MARCH 14, 2024
Issue Close on	MARCH 18, 2024
Total IPO size (cr)	₹300.13
Fresh issue (cr)	₹175.00
Offer For Sale (cr)	₹125.13
Price Band (INR)	680-715
Market Lot	20
Face Value (INR)	10
Retail Allocation	35%
Listing On	NSE, BSE

### ISSUE BREAK-UP (%)

QIB Portion	<div style="width: 50%;"><div style="width: 50%;"></div></div>	50%
NII Portion	<div style="width: 15%;"><div style="width: 15%;"></div></div>	15%
Retail Portion	<div style="width: 35%;"><div style="width: 35%;"></div></div>	35%

### SHAREHOLDING (No. of Shares)

<b>Pre Issue</b>	<b>Post Issue</b>
11,524,400	13,971,952

### INDICATIVE TIMETABLE

Finalisation of Basis of Allotment	19-03-2024
Refunds/Unblocking ASBA Fund	20-03-2024
Credit of equity shares to DP A/c	20-03-2024
Trading commences	21-03-2024

Krystal Integrated Services Limited is India's leading integrated facilities management services company, focusing on healthcare, education, public administration, airports, railways and metro infrastructure, and retail sectors. Its range of service offerings includes soft services such as housekeeping, sanitation, landscaping, and gardening, hard services such as mechanical, electrical, and plumbing services, solid, liquid, and biomedical waste management, pest control and façade cleaning and other services such as production support, warehouse management and airport management services.

### OBJECTS OF THE ISSUE

- Payment of certain borrowings.
- Funding working capital requirements.
- Funding capital expenditure.

### OUTLOOK & VALUATION

Krystal Integrated Services, with its comprehensive service offerings and focused business model, is well-positioned to capitalize on favorable industry trends. The company boasts a diverse customer base, a wide geographic presence, and a track record of strong financial performance.

However, some key challenges require careful consideration. Krystal's reliance on a limited number of clients, particularly government contracts secured through bidding processes, exposes it to concentration risk. Additionally, the facility management industry is highly competitive, and operational risks are inherent to the business.

Valuation-wise, the IPO appears fully priced at a P/E of 40x. Considering these factors and the current market sentiment, we maintain a neutral rating on the Krystal Integrated Services IPO.



01

**Neeta Prasad Lad**

Chairperson and Managing Director of the Company. She has been associated with the Company as a Director since April 1, 2006. She is responsible for overseeing the business management functions, welfare planning and implementation of the workforce in the Company.

02

**Sanjay Suryakant Dighe**

Chief Executive Officer and Whole-time Director of the Company. He was previously associated with Birla Sun Life Insurance Company Limited. He has been associated with the Company as a Director since December 8, 2010. He is involved in the core business management activities of the Company and focuses on the long-term growth and strategy planning in the Company.

03

**Barun Dey**

Chief Financial Officer and President – Finance & Accounts of the Company. He has been associated with the Company since July 4, 2019. Prior to joining this Company, he was associated with G4S Secure Solutions (India) Private Limited. He heads the finance and accounts functions in the Company.

04

**Stuti Maru**

Company Secretary and Compliance Officer of the Company. She has been associated with the Company since August 25, 2023. She is responsible for managing the company secretarial functions in the Company.



COMPANY PROFILE

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COMPETITIVE STRENGTHS

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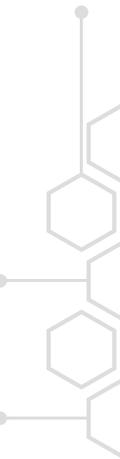
KEY STRATEGIES

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KEY CONCERNS

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## COMPARISON WITH LISTED INDUSTRY PEERS (AS ON 31ST MARCH 2023)

Name of the Company	EPS (Basic)	NAV	Revenue (Rs. in Million)	P/E	RoNW (%)
Krystal Integrated Services Limited	33.33	141.80	7,109.65	-	23.53%
<b>Peer Group</b>					
Ques Corp Limited	15.16	173.43	1,71,583.87	33.40	8.74%
SIS Limited	23.64	159.23	1,13,457.80	18.97	14.85%
Updater Services Limited	6.77	71.93	20,988.87	64.65	9.4%

## FINANCIALS (RESTATED CONSOLIDATED)

PARTICULARS (RS. IN MILLIONS)	FY 2023	FY 2022	FY 2021
Equity Share Capital	57.62	57.62	57.62
Other Equity	1,576.50	1,580.93	1,303.13
<b>Net Worth</b>	<b>1,634.12</b>	<b>1,638.55</b>	<b>1,360.75</b>
Total Borrowings	282.38	437.34	383.79
<b>Revenue from Operations</b>	<b>7,076.36</b>	<b>5,526.76</b>	<b>4,712.89</b>
EBITDA	545.09	454.57	301.05
Profit before tax from continuing operations	390.16	271.06	94.22
<b>Net profit of the year</b>	<b>384.13</b>	<b>261.51</b>	<b>166.49</b>



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