



IPO INSIGHTS



Krystal Integrated Services Limited

Issue Dates - Opens: 14-03-2024 | Closes: 18-03-2024

IPO Note	<ol style="list-style-type: none"> Krystal Integrated Services Limited is a company that provides facilities management services. They offer a wide range of services such as housekeeping, sanitation, landscaping, gardening, mechanical, electrical and plumbing services, waste management, pest control, façade cleaning, and other services such as production support, warehouse management, and airport management.
Rating	★★ (Average)

IPO SNAPSHOT

Issue Size	₹ 300.13 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹ 175 Crores
Offer for Sale	₹ 125.13 Crores
Face Value Per Share	₹ 10
Price Band Per Share	₹680 to ₹715
Minimum Lot Size	20 shares
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd

IPO SNAPSHOT – Krystal Integrated Services Limited

About the Company

- Incorporated in 2000
- The Company offer a wide range of services such as housekeeping, sanitation, landscaping, gardening, mechanical, electrical and plumbing services, waste management, pest control, façade cleaning, and other services such as production support, warehouse management, and airport management.
- The company offers staffing, payroll management, private security, manned guarding, and catering services.
- The Company provide a comprehensive range of integrated facility management service offerings across multiple sectors, and consequently are among select companies in India that have a wide geographic presence and customer base, catering to almost all end-user segments.
- The Company is a key solutions provider to the government sector and have a track record of executing large contracts and are among select companies in India to qualify for and service large, multi-location government projects.
- They provide services to key government customers in the healthcare, education, airport, railways and metro infrastructure sectors, including to Maha Mumbai Metro Operation Corporation Limited and Education Department, Brihanmumbai Municipal Corporation.
- They have also built expertise in catering to the healthcare, education, airport, railways and metro infrastructure sectors, due to our extensive experience, understanding the unique requirements and challenges in such sectors.

Competitive Strengths

- Comprehensive range of service offerings providing one-stop solution to customers
- Focused business model which is well-positioned to capture favourable industry dynamics
- Longstanding relationship with customers across diverse sectors, with recurring business
- Wide geographic presence with large and efficient workforce, coupled with strong recruitment and training capabilities
- Historical track-record of strong financial performance, with a scalable, agile and efficient business model
- Track record of high quality and efficient service delivery

Financials (₹ in Crores)

Particulars	31-3-2021	31-3-2022	31-03-2023	Y-o-Y
Revenue	471.29	552.68	707.64	28%
EBITDA	20.15	37.99	49.84	31%
EBITDA Margin	4.3%	6.9%	7.0%	
PAT	16.82	26.27	38.44	46%
PAT Margin	3.6%	4.8%	5.4%	

Valuation

- Attributing Annualized FY23 Earnings asking P/E = 21.45

Peers

Company Name	P/E ratio
Quess Corp Limited	32.5
SIS Limited	19.53
Updater Services Limited	47.59

Note : P/E ratio is calculated as closing share price as on 07th March,2024.

Promoters

- Prasad Minesh Lad
- Neeta Prasad Lad
- Saily Prasad Lad
- Shubham Prasad Lad
- Krystal Family Holdings Private Limited

Objects of the issue

- Repayment/prepayment, in full or part, of certain borrowings availed of by the Company and funding working capital requirements of the Company
- Funding capital expenditure for the purchase of new machinery
- General Corporate purposes

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