

CHAIRMAN MESSAGE



Mr. Yashovardhan Sinha
Chairman & Managing Director

Dear shareholders,

It's a long journey of 17 years for our growth, success and learning. I Yashovardhan Sinha, with warm pleasure welcomes you all in the 17th Annual General Meeting of your company for the year ended March 31, 2019. A year of environmental threats, which effected the sales somehow but also your company have made it a profitable year.

From the humble beginning in the year 2002 to the aggressive initiation of expansion plan to have stores and other segments in other districts of Bihar, then getting listed in Bombay Stock Exchange in 2016 and the opening of 7th 9 to 9 Super Market at Gaya in May 2018 & 3rd Outlet Of Take-Away-Express(Online & Off-line Food Delivery Platform) at Mumbai in January 2019, Company has come a long way but still has miles to go.

Performance Review

In a competitive environment also your company have seen a growth in sales which resulted an increase in Net Profit & EBITDA. Your company has earned gross revenue of Rs. 84.17 crore through sale against Rs. 75.17 crore in the previous year and net revenue of Rs. 76.89 crore against Rs. 69.76 crore in the previous year, registering a growth of 10.22% YOY. EBITDA also grew by 9.07% to 9.42% with a growth of 3.85% as compared to last year and in absolute terms 14.53% to Rs. 7.25 crore in current year from Rs. 6.33 crore in previous year. Your Company's net profit after tax jumped by 23% to Rs. 3.67 crore from Rs. 2.98 crore in the previous year. Same Store Sales growth had been 6.82%.

The increase in EBITDA has been possible due to continued focus in increasing the share of profitable segment sale. Share of salon business grew by 0.92% to 8.62% of total sales. Similarly sale of Food & Beverages grew by 27.02% of 18.66% of total sales compared to 16.19% in previous year & Retail have also seen an increase in sales by 7.74%.

Highlights of our financial performance during the year 2018-19.

- Gross Revenue of Rs. 84.17 crore and Net Revenue of Rs. 76.89 crore
- EBITDA of Rs. 7.25 crore
- Net Profit of Rs. 3.67 crore
- Earnings per Share (EPS) of Rs. 2.51
- New Addition: At Gaya & Mumbai
- Next District To Move: Muzaffarpur & Darbhanga

It has indeed been an eventful year since i last had the privilege of addressing you and I would like to thank all stakeholders for the steadfast support and unwavering confidence reposed in the company through thick & thin. A good profitable year has only because of our team's hard work. Our Management team have come with all their best possible ideas to drive up the sales of all the segments which resulted in a higher sales.

On behalf of the entire Board of Directors and the management team, I would like to thank you for your continued support and encouragement. The dedication and commitment of the employees and officers at all levels continues to be the major strength for the company. We shall make continuous efforts to build on the strengths to face future challenges and sustain the momentum for profitable growth.