



About India Exposition Mart Ltd Unlisted Equity

(i) India Expo Mart is India's first state-of-the-art home sector project where round-the-clock international marketing has been conceptualised. This state-of-the-art multi-functional venue has a rare combination of technology fused with world-class facilities and security standards, making it suitable for hosting international business-to-business exhibitions, conferences, meetings, product launches, promotional events and events. Most importantly, it acts as a central window for foreign buyers and domestic manufacturers and exporters to do business.

(ii) India Expo Centre & Mart is spread across 58 acres of land and offers a unique combination of exhibition and convention facilities, lawns, business centres, restaurants, transport facilities and a commercial market with ample parking space for over 4,000 passenger cars and 30 buses and trucks within the estate. It is also well-connected to Delhi's main ring road via an 8-lane expressway. India Expo Centre & Mart will provide the highest quality of services that meet international standards. The market is visited by 150,000 users daily.

(iii) India Exposition Mart is located in Greater Noida. The Greater Noida Industrial Area is located at the crossroads of the Western and Eastern Dedicated Freight Corridors and is also the gateway to the Delhi-Mumbai Industrial Corridor (DMIC). It is located in the National Capital Region of New Delhi, the capital of India, and adjoins Noida, one of the largest industrial cities in Asia. This integrated city is emerging as India's smartest city, the most advanced urban development centre in the National Capital Region and a rapidly growing attraction. It has emerged as a contemporary model of forward-thinking urban planning.

What kind of events will be held at India Expo Mart?

It is the perfect venue for trade fairs, exhibitions, conferences and other themed international events. Elegant, functional and flexible, India Expo Centre is one of the world's best centres for hosting exhibitions, conferences, meetings, seminars and other special events. With 28,000 square metres of indoor exhibition space, banquet and conference halls, restaurants and meeting rooms, all equipped with the latest in communications, multimedia and high-speed connectivity under one roof, it is the perfect venue for any kind of formal event.



Services available at India Exposition Mart exhibition and convention centre:

I. Security II. Food and Drinks III. Power IV. Banking and Currency Services Helipad vi. Medical facilities vii. Supply kits viii. Cleaning services



Business highlights for FY22-23

1. Events and Occupancy: India Exposition Mart Ltd. is a multi-purpose venue that offers a wide range of services for organizers. With a lean organizational structure, the company is committed to being flexible in responding to customer demands. The company boasts of an astounding 85% occupancy rate and has hosted 45 major events ranging from consumer trade fairs to international conferences. Notable events include India Med Expo 2022, Paperex 2022, Auto Expo The Motor Show 2023, and World Startup Convention.

2. Recognition and Awards: Experience in organizing large-scale and specialized events has made the company a renowned award-winning event venue.

3. Expansion into Hospitality and E-commerce: Realizing the evolving nature of the industry, the company has branched out into the realm of hospitality and e-commerce.

a) Expolnn Suites & Convention: A luxurious hotel complex with 134 well-designed rooms. Located in Greater Noida, it is India's premier trade and leisure-integrated venue. This has contributed to the company more than just sales and has solidified its position in the hospitality industry.

b) Expo Digital India Private Limited: This subsidiary supports Small and Medium Enterprises (SMEs) by providing a reliable digital B2B platform to facilitate trade and business-to-business transactions.

c) Expo Digital SCM Inc.: A subsidiary focused on supply chain management services especially in the US with a vision for B2B e-commerce, warehousing, and handling processes.

4. Joint Ventures: The company has formed a 50:50 joint venture with NextT Consumer Products Company, Inc., Expo Bazaar USA, Inc. The objective of this project was to boost sales and distribution of the product in the United States. However, the joint venture was dissolved as productivity and feasibility expectations were not met.

5. Intellectual Property – In-house Exhibitions:

a) IHE 2022: The Indian International Hospitality Expo (IHE) has established itself as a landmark event for the hospitality and F&B industry. Statistics for 2022 highlight its success with spacious areas, a large number of exhibitors, and a sizeable number of visitors.

b) Ayuryog Expo 2022: This event promotes Ayurveda, Yoga, and Naturopathy and brings together manufacturers and visitors from across the world. The 2022 expo attracted over 130 exhibitors and over 35,000 business visitors.

c) Stem Confex and Maa-Shishu Expo 2022: Stem Confex focuses on student capacity development in the fields of science, technology, engineering, and mathematics. Meanwhile, Maa-Shishu Expo focuses on holistic education as well as mother and baby care. These two IPs were introduced in conjunction with the Kirana India Toys & Games Fair 2022. A diversified portfolio and proactive approach towards developing market needs gives Mart Ltd exposure to India and has established itself as a leading company in the Events & Exhibitions sector.



Fundamentals

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India Exposition Mart	151 Per Equity Price	Market Cap (in cr.)	555
Unlisted Shares Price		P/E Ratio	7.97
Lot Size	1000 Shares	P/B Ratio	2.69
52 Week High	**	Debt to Equity	0.15
52 Week Low	**	ROE (%)	33.71
Depository	**	Book Value	55.8
PAN Number	AAACI8678M	Face Value	10
ISIN Number	INE01JH01021		
CIN Number	U99999DL2001PLC110396		
RTA	N/A		

Financials (Figures in cr)

P&L Statement			
P&L Statement	2021	2022	2023
Revenue	13.3	42.87	217.07
Cost Of Material consumed	0	0	0
Gross Margin	100	100	100
Change in Inventory	0	0	-0.82
Employee Benefit Expenses	4.63	6.38	14.43
Other Expenses	22.07	27.9	98.66
EBITDA	-13.4	8.59	104.8
OPM	-100.75	20.04	48.28
Other Income	7.07	4.94	7.67
Finance Cost	1.34	1.29	1.95
D&A	12.84	11.2	11.79
EBIT	-26.24	-2.61	93.01
EBIT Margin	-197.29	-6.09	42.85
PBT	-20.5	-2.48	97.49
PBT Margin	-154.14	-5.78	44.91
TAX	-4.05	-0.15	27.86
PAT	-16.45	-2.33	69.63
NPM	-123.68	-5.44	32.08
EPS	-4.45	-0.63	18.82
Financial Ratios	2021	2022	2023
Operating Profit Margin	-100.75	20.04	48.28
Net Profit Margin	-123.68	-5.44	32.08
Earning Par Share (Diluted)	-4.45	-0.63	18.82

Balance Sheet			
Assets	2021	2022	2023
Fixed Assets	78.71	73.35	154.91
CWIP	24.31	44.66	1.55
Investments	0	0	0
Trade Receivables	11.2	11.68	24.27
Inventory	0.36	0.8	1.91
Other Assets	72.52	86.89	139.05
Total Assets	187.1	217.38	321.69
Liabilities	2021	2022	2023
Share Capital	37	37	37
FV	10	10	10
Reserves	98.52	97.41	169.56
Borrowings	2.69	20.35	30.23
Trade Payables	3.74	6.37	15.68
Other Liabilities	45.15	56.25	69.22
Total Liabilities	187.1	217.38	321.69

Cash-Flow Statement			
Cash- Flow Statement	2021	2022	2023
PBT	-20.5	2.48	97.49
OPBWC	-10.4	6.44	107.75
Change in Receivables	4.03	-1.73	-13.8
Change in Inventories	-0.05	-0.43	-1.1
Change in Payables	-6.33	2.63	9.57
Other Changes	14.09	13.1	-5.7
Working Capital Change	11.74	13.57	-11.03
Cash Generated From Operations	1.34	20.01	96.72
Tax	1.63	-3.83	-15.06
Cash Flow From Operations	2.97	16.18	81.066
Purchase of PPE	-16.35	24.59	-47.25
Sale of PPE	0	0	0.04
Cash Flow From Investment	-5.16	27.83	-95.31
Borrowing	-5.45	17.61	9.6
Divided	0	0	0
Equity	0	1.4	2.34
Others From Financing	-1.11	-1.5	-3.65
Cash Flow from Financing	-6.56	17.51	8.29
Net Cash Generated	-8.75	5.86	-5.36
Cash at the Start	10.74	1.97	11.31
Cash at the End	1.99	7.83	5.95