



# Investor Update

Q1FY25 Results

Enhancing Employability.

**Empowering Bharat.**



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# EXECUTIVE SUMMARY

## Chairman's Perspective



Continuing the growth Journey, Kapston Services Limited has increased its work force number to more than 25000 Associates.

While expanding into new geographies and territories like Chhattisgarh and Coimbatore, it is our priority to become one of the top 10 manpower solutions and facilities management company in the country.

We are on a right path to be preferred partner for both domestic and MNC clients. Our client base is growing across different industries.

Staffing as an industry is expanding rapidly as corporates in the country are focusing on their core operations and in the process they are outsourcing their staffing requirements to companies like us. This trend is helping us to achieve good growth.

**Dr.C.R Naidu IPS (Retd.)**

**Chairman**



**25,000+**

People employed

**600+**

Clients served



# EXECUTIVE SUMMARY

## Managing Director's Message



We are delighted to deliver good growth in revenue and profitability for Q1 FY25.

We continue to add significant number of new clients, out of which 10 of them are marquee clients. The company is in the process of setting up two Wholly Owned Subsidiary companies to provide manpower/staffing/security solutions to both private and public sector establishments where in there is preference for MSME vendors.

Our unique proposition of ever expanding both geographically and vertically is really helping us to deliver reliable services to our clients.

Our employees retention ratio and satisfaction level is driving more referral business and further strengthening existing pie of business with our clients.

We would continue to grow current size of our existing business besides good growth from new clients and geographies.

**Mr. Srikanth Kodali**  
Managing Director



**154** crore

Q1 FY25 Revenue

**3.32** crore

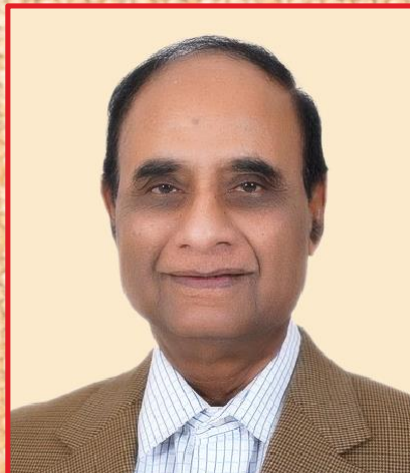
Q1 FY25 Net Profit





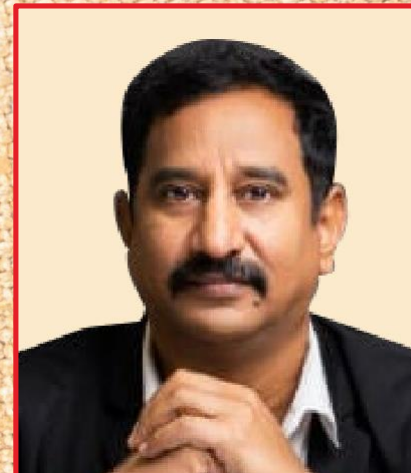
# BOARD OF DIRECTORS

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Dr.C.R Naidu IPS  
(Retd.)

Chairman



Srikanth Kodali

Promoter & Managing  
Director



Kanti Kiran  
Doddapaneni

Promoter & Director



Nageswara Rao  
Koripalli, IRS (Retd.)

Independent Director



Naveen Nandigam

Independent Director



Vanitha Nagulavari

Independent Director



# LEADERSHIP TEAM

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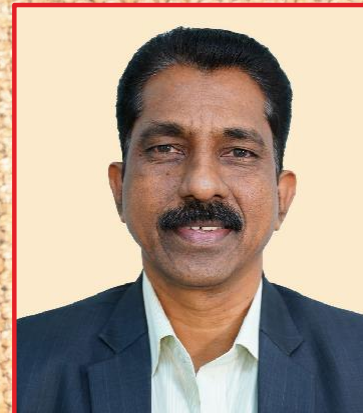
**Kapil Sood**

CFO



**Triveni Banda**

Company Secretary



**Vishnu Mora**

COO



**Haraprasad Panda**

Executive President



**Syam Sundar**

Senior Vice President



**Srinivas C**

AVP-Security



**P. S. Raju**

AVP-Soft Services



**Reena Rekulgikar**

GM-HR



**Nitya Menon**

GM-Admin



**Soma Sekhar**

GM-Compliance



**Anupam Saxena**

GM-Staffing



**Abhijeet Vitekar**

GM-Staffing



# COMPANY'S VISION AND MISSION

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Kapston is one of the fastest-growing end-to-end manpower solutions providers. Started in 2009, Kapston has developed and grown into a comprehensive manpower company. Kapston is not only a dynamic workplace but also contributes to skill development and community-building initiatives ultimately enhancing employability across India.



## Vision

To become the best service provider for Staffing Solutions, Integrated Facilities Management and Security Services with a focused approach towards customer satisfaction and be a strategic partner to all our clients.



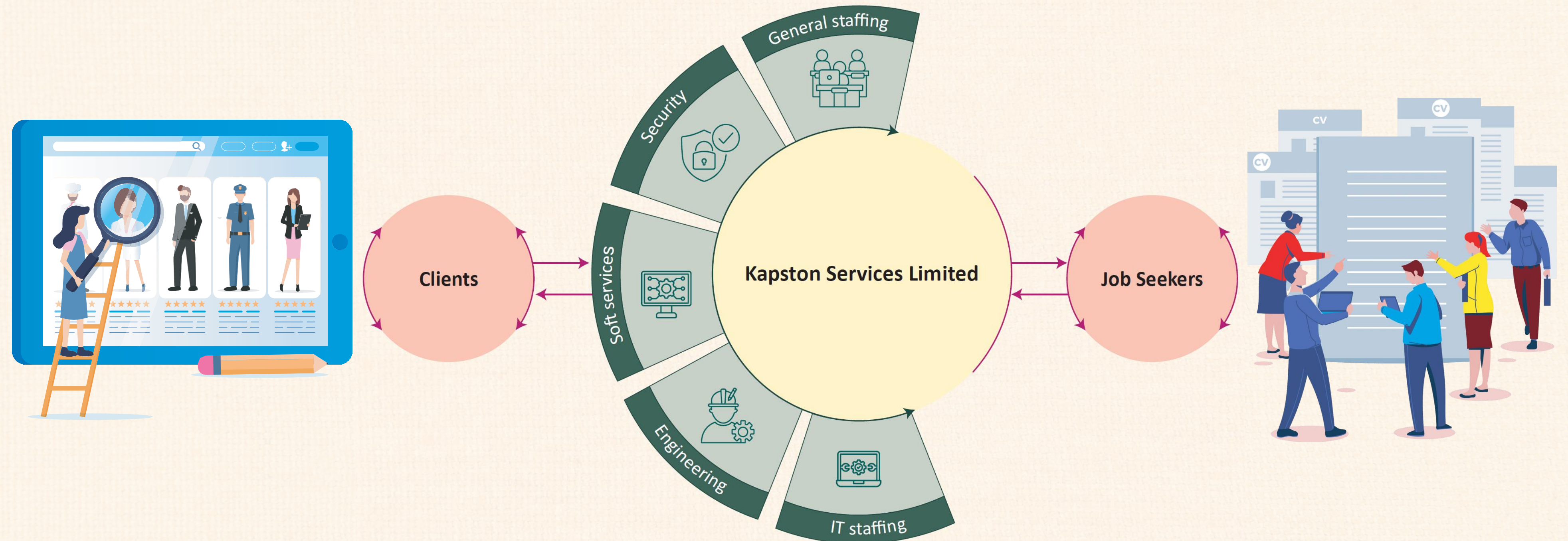
## Mission

To generate consistent value in services through technology Integration, Innovations & Upgradation with changing times and establish the highest standards of excellence.






























# AN END-TO-END MANPOWER SOLUTIONS PROVIDER





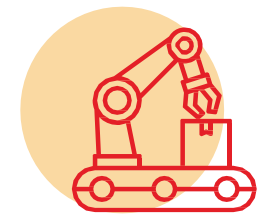
# WHAT WE OFFER

 <b>General Staffing</b>	 <b>Security</b>	 <b>Soft Services</b>	 <b>Engineering</b>	 <b>IT Staffing</b>
<ul style="list-style-type: none"> <li> Contract Staffing</li> <li> NAPS and NATS</li> <li> Payroll Management</li> <li> Permanent Staffing</li> <li> Hire-Train-Deploy</li> </ul>	<ul style="list-style-type: none"> <li> Physical Security</li> <li> Canine Brigade</li> <li> E-Security</li> </ul>	<ul style="list-style-type: none"> <li> House Keeping</li> <li> Pest Control</li> <li> Façade Cleaning</li> <li> Landscape and Gardening</li> </ul>	<ul style="list-style-type: none"> <li> Amc</li> <li> Electrical</li> <li> Mechanical</li> <li> Civil</li> </ul>	<ul style="list-style-type: none"> <li> Developers</li> <li> AI Engineers</li> <li> Testers</li> <li> Software Engineers</li> </ul>



# SEGMENTS WE SERVE

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**Manufacturing**



**Pharma**



**Automobile**



**IT & ITES**



**Residential & Commercial**



**Health Care**



**Educational Institutions**



**Ecommerce & Logistics**



**Government & PSUs**



**FMCG & FMCD**



**Media & Entertainment**



**Others**



# A GLIMPSE OF OUR JOURNEY

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Incorporation of  
the Company

2009

Listed on NSE

2018

Started Staffing  
Services

2020

Started PAN India  
Services

2021



# WHAT DIFFERENTIATES KAPSTON





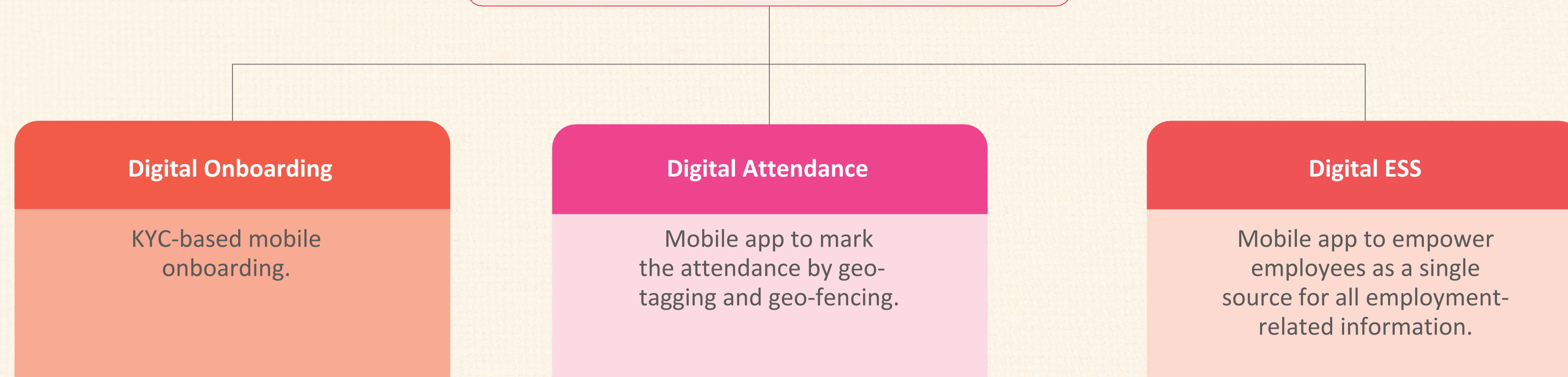
# INNOVATION AND TECHNOLOGY

Our special expertise in human resource management, digital tools and a sound understanding of the market conditions gives us a leverage.

## Innovation is our core DNA

- We recognise that technology is changing how people find jobs. Understanding that, we have continuously upgraded ourselves to stay ahead of the curve.
- Being customer-centric, we constantly challenge the standard norms to find 'even better' ways to deliver the best staffing solutions.

### Key technologies we have deployed

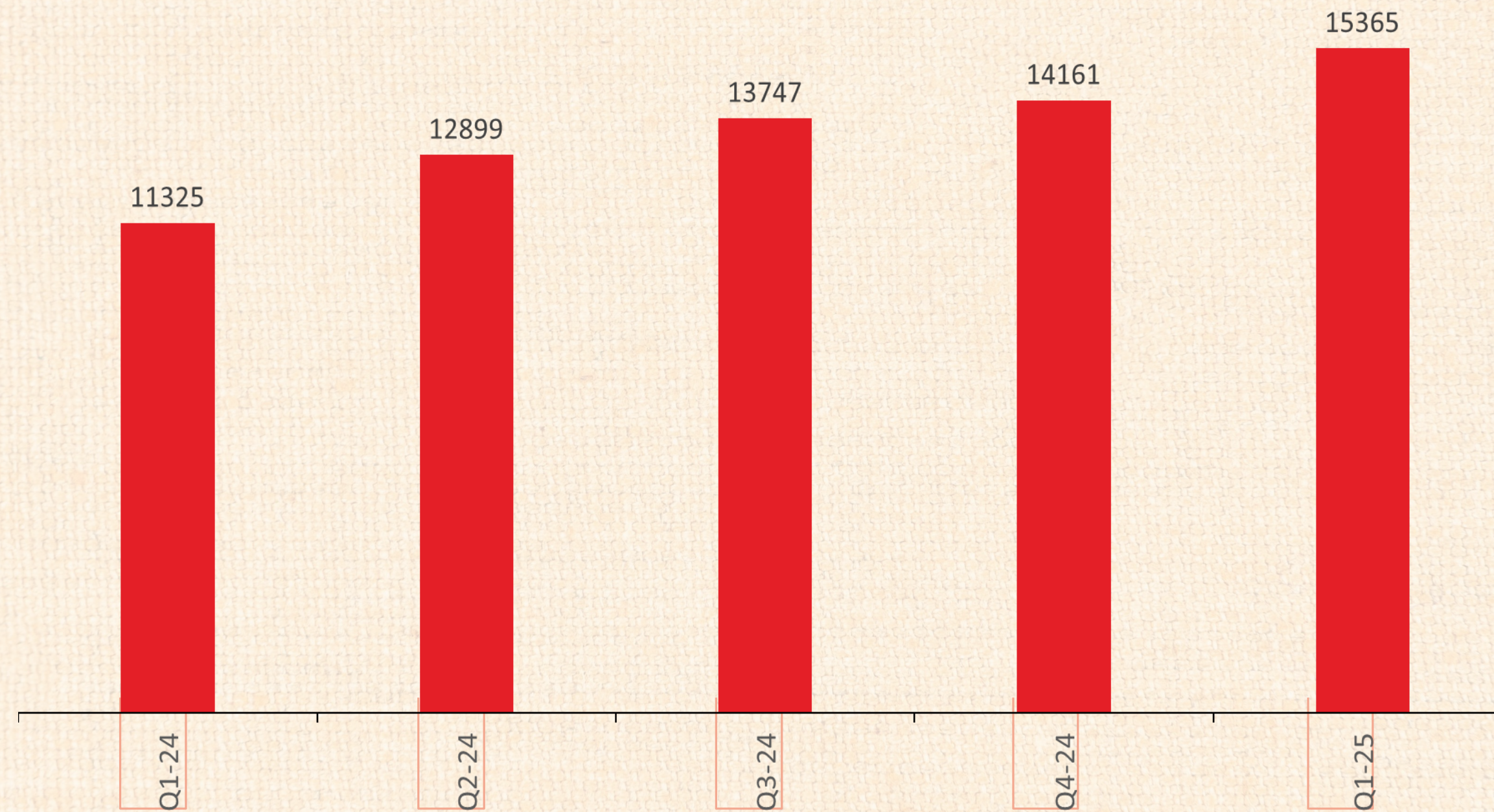




# QUARTERLY PERFORMANCE

## Turnover

(in Lakhs)

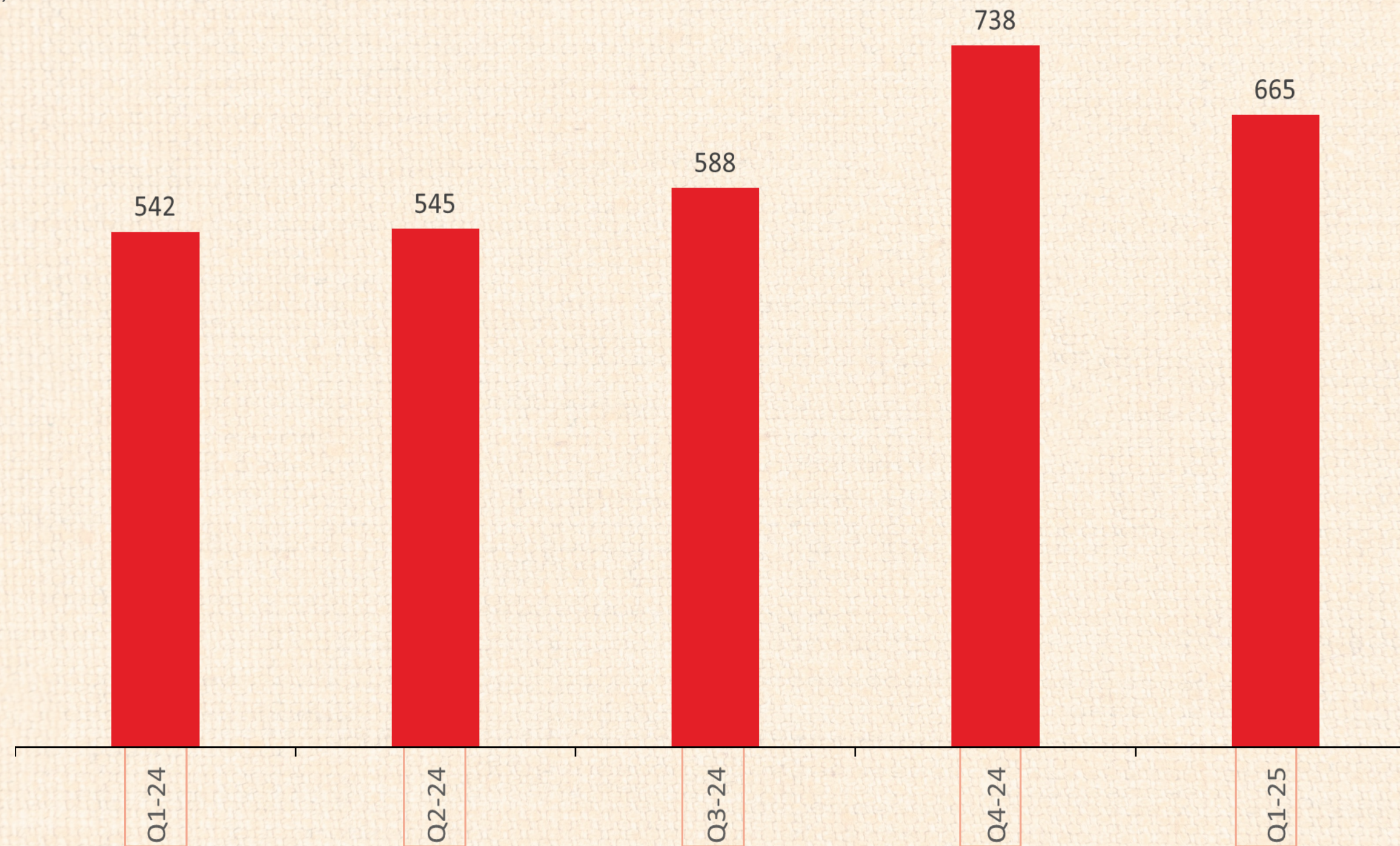




# QUARTERLY PERFORMANCE

## EBITDA

(in Lakhs)

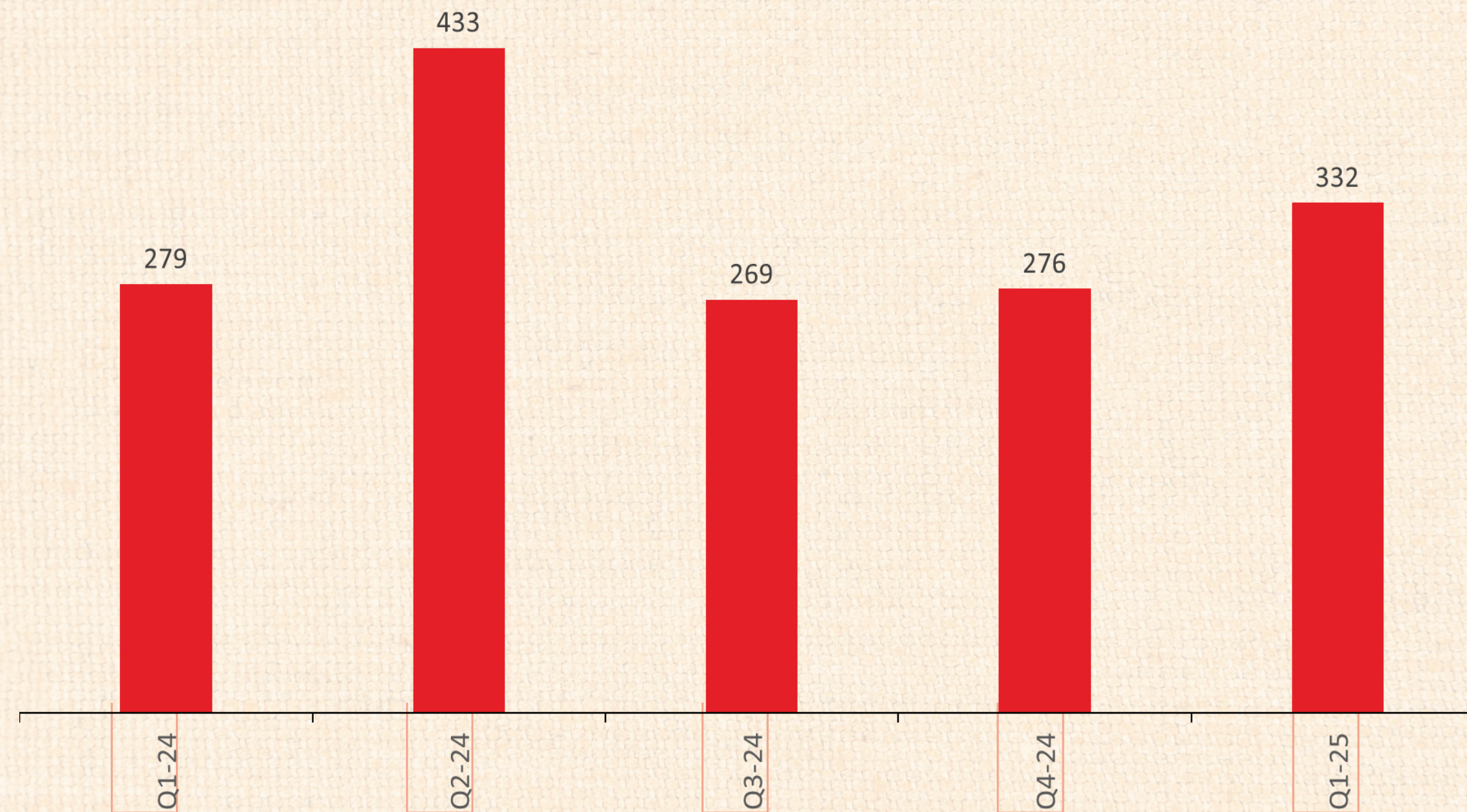




# QUARTERLY PERFORMANCE

## Profit after Tax

(in Lakhs)





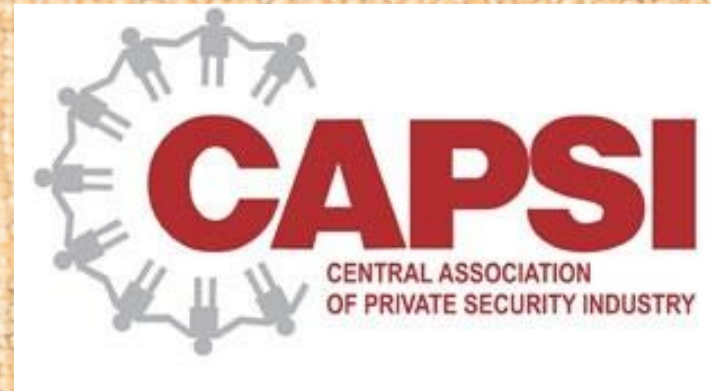
# SOME OF OUR ESTEEMED CLIENTS





# MEMBERSHIPS

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# CERTIFICATIONS

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- ISO 18788:2015
- ISO 9001:2015
- ISO 45001:2018



# AWARDS AND ACCOLADES

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**ET - Most Promising  
Business Leaders**



**HR India Best  
Employer Award**



**Indian Achievers Award  
Promising Company**



**CE Worldwide - Professional  
Excellence in Corporate  
Real Estate and Facility  
Management**



**ORMAS Major  
Recruiter of Skilled Youth Odisha**

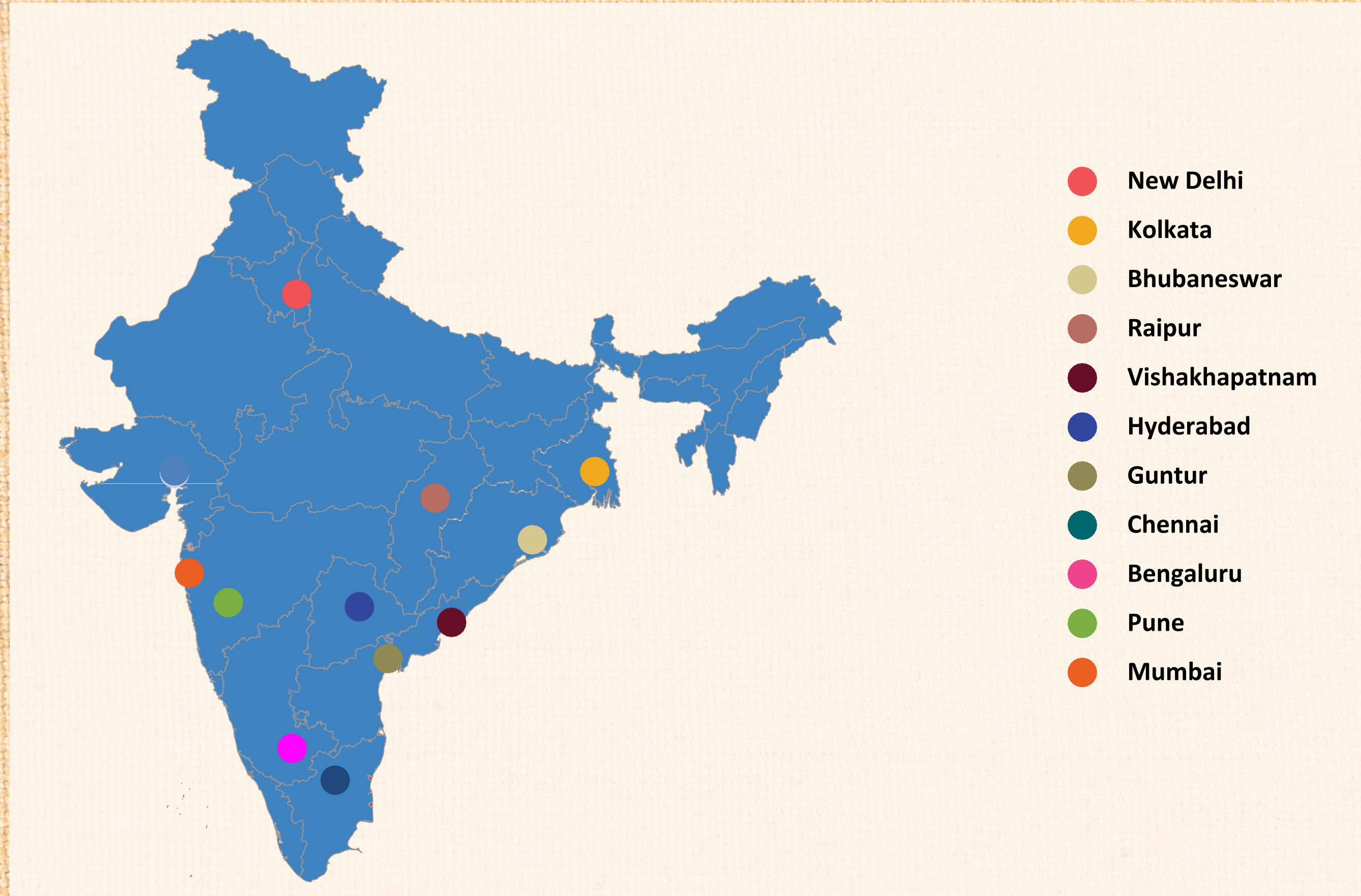


**HR India Best  
Diversity and Inclusion**



# OUR PRESENCE

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# SAFE HARBOR STATEMENT

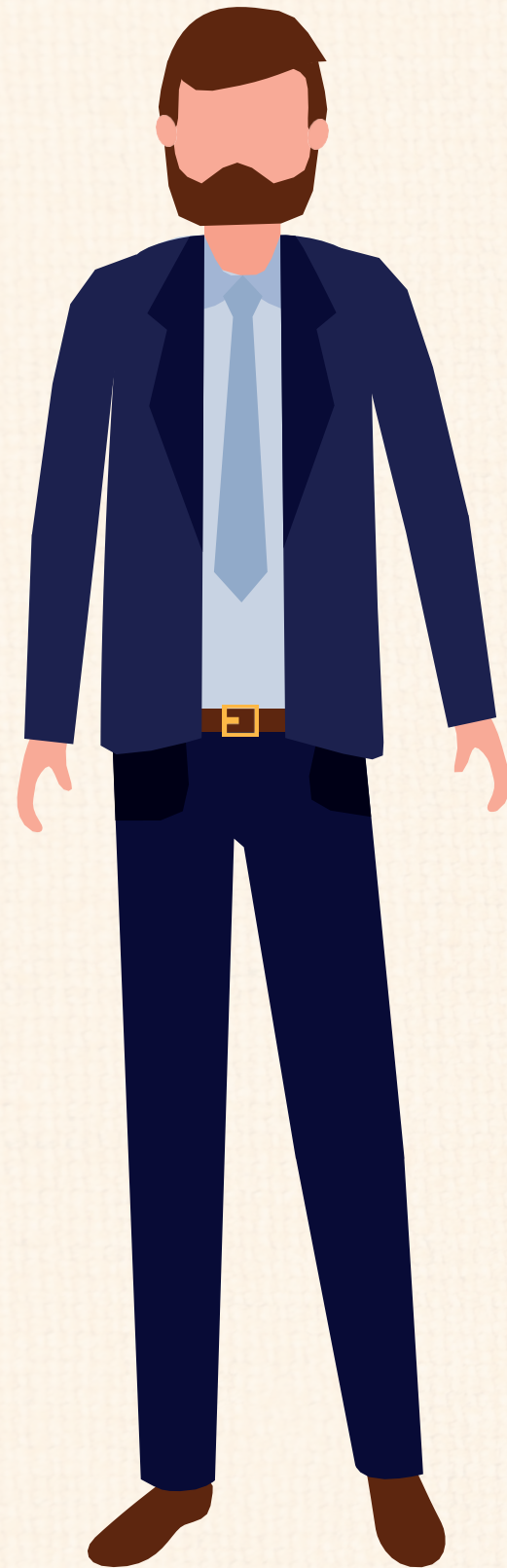
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# Thank You

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