



May 20, 2023

To,  
Listing Compliance Department  
National Stock Exchange of India Ltd.,  
Exchange Plaza, 5th Floor,  
Plot No.C/ 1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051  
**NSE Symbol: PARTYCRUS**

Dear Sir/Madam,

**Sub: Intimation of Investor Presentation for the Half-year and Financial Year ended March 31, 2023**

In pursuance to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith the Investor Presentation for the Half-year and financial year ended March 31, 2023.

We request you to kindly take the above information on record.

Thanking you,

Yours faithfully,  
For **Party Cruisers Limited**

\_\_\_\_\_  
**Mr. Zuzer H. Lucknowala**  
**Chairman & Managing Director**  
**(DIN: 00979509)**  
Date: 20.05.2023  
Place: Mumbai

**Encl: A/a**



PARTY CRUISERS LIMITED

# EARNINGS RELEASE & SHARE HOLDERS' LETTER

Q4 FY23 | MAY 20, 2023

In This Report,  
We Cover

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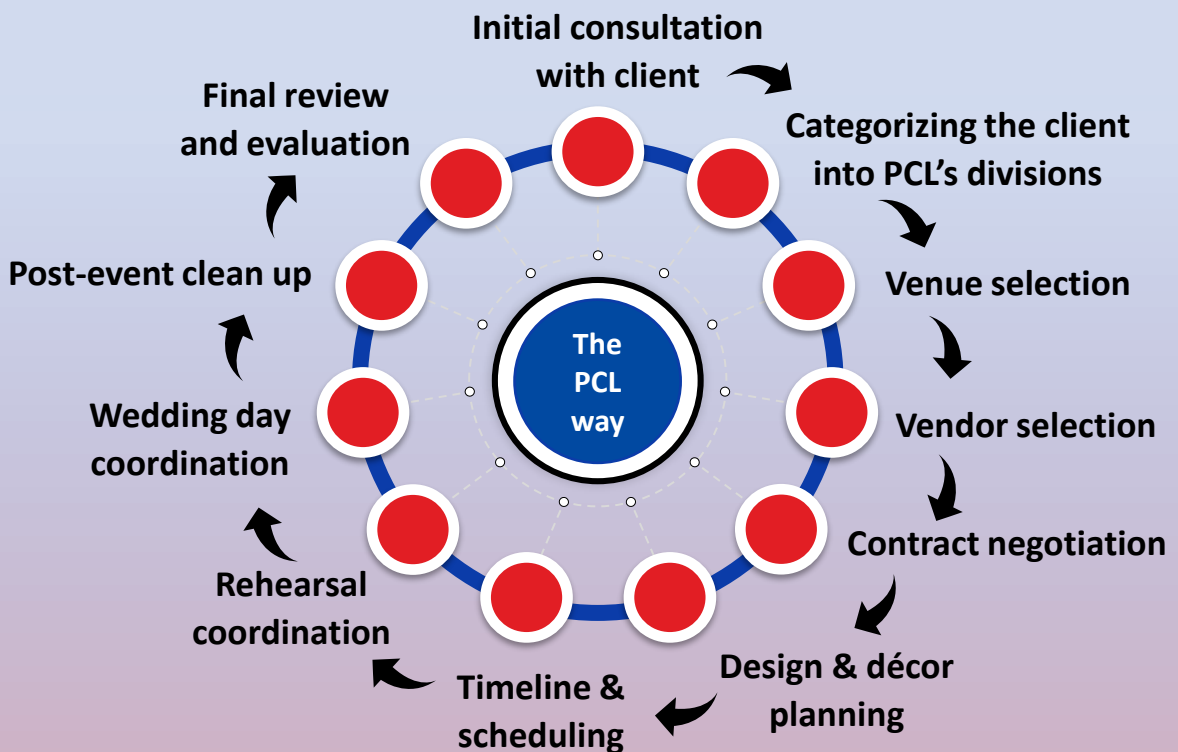
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## ABOUT PARTY CRUISERS LIMITED

- ❑ Incorporated in **1994**, Party Cruisers Limited (PCL or The Company) offers a wide range of **event management services, including wedding planning, corporate events, theme parties, floral sales and more**
- ❑ PCL offers its services through four divisions: **Vivaah, Vows Vachan, Event Factory and Live Space**
- ❑ The company has organized events for several high-profile clients, including celebrities like **Salman Khan, Arpita Khan, Shahid Kapoor, Alanna Pandey, Sanjeev Kapoor's daughter, Aishwarya Rai's brother, Anita Dongre's son, Chanda Kocchar, Shikha Sharma and corporate entities like Blue Dart, IBG Groups, Chandak Groups, SR Groups etc**
- ❑ PCL has offices across **Delhi, Chandigarh, Indore, Nashik, Nanded, Hyderabad, Bangalore, Mysore** and has organized events in various locations across India and abroad like **Maldives, Dubai, and others**

## HOW WE DO IT:



## STRENGTHS:

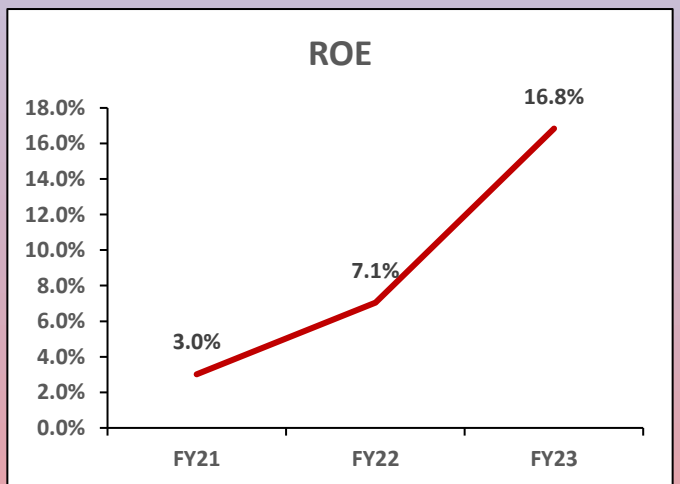
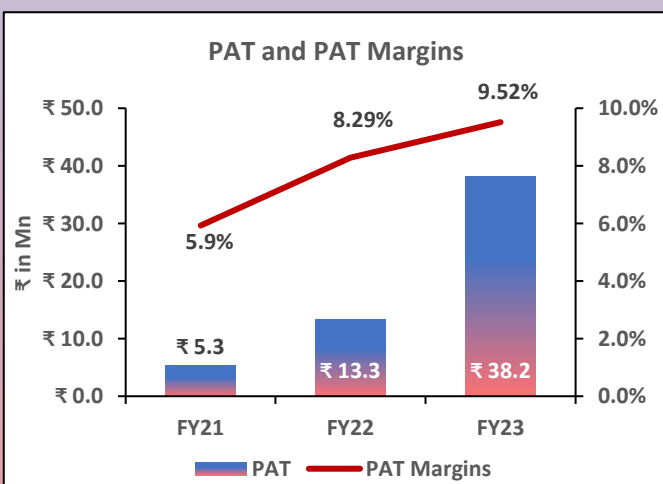
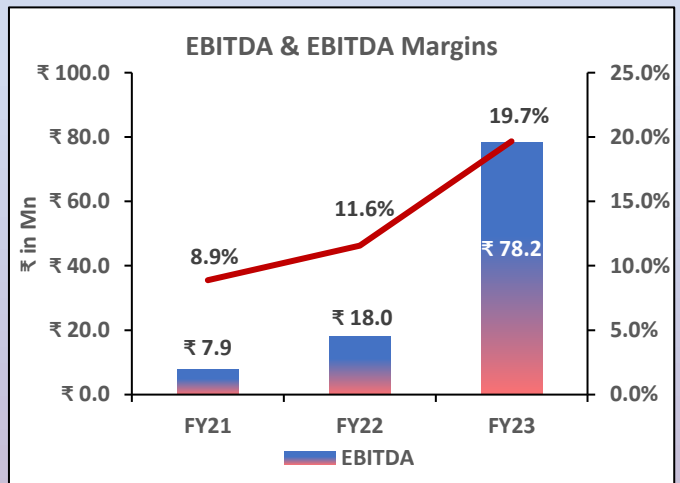
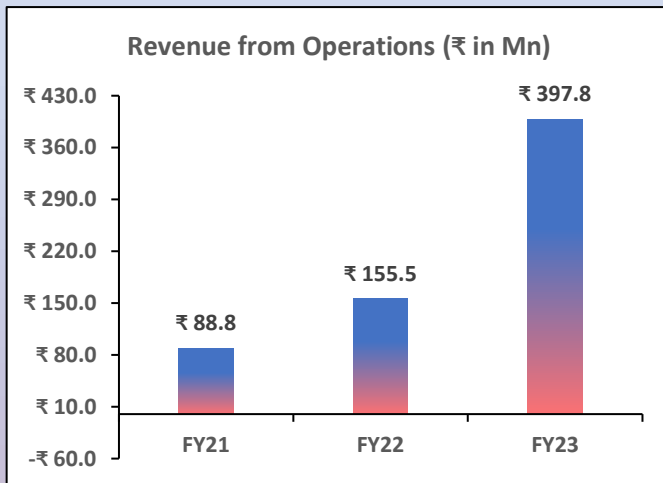
- ❑ More than **28** years of experience in providing **unique, distinguished and exemplary designs and décor** for various events
- ❑ Serviced **4,000+** number of events and weddings
- ❑ Renowned brand name amongst the celebrities and corporates

- ❑ Wide range of services: PCL offers a comprehensive range of event management services, from wedding planning to corporate events, and has the capability to handle events of any size and complexity

## WHAT NEXT:

- ❑ The company forayed into two new business division to capture bigger market share:
  - **Vows Vachan:** The division will focus on catering to the wedding and event management needs of middle and upper middle-class families. This division will leverage the existing brand image of Vivaah and contribute significantly more to the revenues
  - **Live Space:** The division focuses on artist management and provides anchors, background dancers, DJ artists and others for enhancing the overall wedding experience
- ❑ Adopted asset-light model to expand its presence in India and aims to establish **50 franchisees/channel** partners across India by **FY25**

## SUPERLATIVE FINANCIAL PERFORMANCE:



*\*After deducting extraordinary items*

# FINANCIAL PERFORMANCE:

## Income Statement

Particulars (₹ in Mns)	H2 FY23	H2 FY22	YoY%	H1 FY23	FY23	FY22	YoY%
Revenue from op.	301.94	122.71	146.06%	95.95	397.84	155.51	155.83%
Other Income	2.21	2.92		1.00	3.20	4.90	
<b>Total Revenue</b>	<b>304.14</b>	<b>125.63</b>	<b>142.09%</b>	<b>96.95</b>	<b>401.04</b>	<b>160.41</b>	<b>150.01%</b>
Total Expenses excl. Finance Cost and D&A	242.69	108.02		76.94	319.59	137.52	
<b>EBITDA (excl. Other Income)</b>	<b>59.25</b>	<b>14.69</b>	<b>303.32%</b>	<b>19.01</b>	<b>78.25</b>	<b>17.99</b>	<b>334.95%</b>
<b>EBITDA Margin (%)</b>	<b>19.62%</b>	<b>11.97%</b>		<b>19.81%</b>	<b>19.7%</b>	<b>11.6%</b>	
Finance Cost	0.46	0.13		0.15	0.61	0.23	
Depreciation & amortization expense	8.87	2.06		5.25	14.11	3.97	
Profit before tax & extraordinary items	52.13	15.42		14.60	66.72	18.69	
Extraordinary Items	-7.55	-0.75		-9.69	-17.23	-0.20	
<b>PBT</b>	<b>44.58</b>	<b>14.67</b>	<b>203.89%</b>	<b>4.91</b>	<b>49.49</b>	<b>18.49</b>	<b>167.65%</b>
Total Tax	9.71	4.76		1.61	11.32	5.19	
<b>PAT</b>	<b>54.29</b>	<b>19.43</b>	<b>179.42%</b>	<b>3.31</b>	<b>38.17</b>	<b>13.30</b>	<b>186.99%</b>
<b>PAT Margin %</b>	<b>17.98%</b>	<b>15.83%</b>		<b>3.45%</b>	<b>9.52%</b>	<b>8.29%</b>	
Diluted EPS	6.22	1.53		0.59	6.81	2.37	

## Balance Sheet Statement

Particulars (₹ in Mn)	FY23	FY22	Particulars (₹ in Mn)	FY23	FY22
<b>Assets</b>			<b>Equity &amp; Liabilities</b>		
Property Plant & Equipment	72.90	40.83	Share Capital	56.00	56.00
Non-Current Investments	-	-	Reserves and Surplus	170.79	132.62
Long-term loans and advances	74.09	81.03	<b>Shareholders Fund</b>	<b>226.79</b>	<b>188.62</b>
Deferred Tax Assets	3.53	2.85			
<b>Non-Current Assets</b>	<b>150.51</b>	<b>124.70</b>	Long Term Borrowings	3.24	-
			Long Term Provisions	4.33	3.85
Current Investments	23.70	22.35	<b>Non-Current Liabilities</b>	<b>7.56</b>	<b>3.85</b>
Inventories	40.27	49.62			
Trade receivables	49.75	10.51	Short-term Borrowings	9.15	1.82
Cash and bank balances	2.15	4.99	Trade Payables	18.12	17.59
Short-term loans and advances	19.71	8.89	Other Current Liabilities	31.15	8.48
Other Current assets	8.28	0.76	Short-term provisions	1.61	1.45
<b>Current Assets</b>	<b>143.86</b>	<b>97.11</b>	<b>Current Liabilities</b>	<b>60.02</b>	<b>29.35</b>
<b>TOTAL ASSETS</b>	<b>294.38</b>	<b>221.81</b>	<b>TOTAL LIABILITIES</b>	<b>294.38</b>	<b>221.81</b>

## **BUSINESS UPDATES:**

- ❑ The Company issued bonus shares in the ratio of 1:1, the record date was 18<sup>th</sup> April, 2023**

## **MANAGEMENT COMMENTARY:**

*“Commenting on the performance of FY23, Mr. Zuzer Lucknowala stated:*

*We are elated to share our robust financial and business performance for FY23, this year has been truly remarkable highlighting our robust expansion and enhanced profitability. Our revenue from operations for FY23 witnessed a stellar growth of ~155.83% on a YoY basis and increased to ₹397.84 Mn in FY23 from ₹155.51 Mn in FY22 due to strong recovery in the wedding industry surpassing pre-covid level revenues and our unwavering commitment to delivering outstanding services. Further, we witnessed continuous demand for our services owing to our expertise in the industry and renowned brand name which aided in increasing our scale of operations handsomely and in turn improving margins. Our EBITDA margins increased from 11.6% to 19.7%.*

*During the quarter, we organized several successful events across various locations and domains, which were well received by our clients, attendees, and partners, and increased our credibility and reliability as a partner of choice for special events.*

*Further, we ventured into two new divisions which will enable us to broaden our offerings and make us one of the very few end-to-end solution providers in the industry. We are using a very calibrated approach by adopting an asset-light model which will allow us to expand our presence in India and aid us in scaling our operations faster without high capital investments. Going forward, we anticipate our new divisions to leverage the existing brand image of Vivaah and contribute significantly more to the revenues.*

*Looking ahead, we are optimistic about the future growth prospects of our company. The increasing demand for exceptional event experiences, coupled with our proven track record and solid reputation, positions us well for continued success. We remain committed to delivering unparalleled service, leveraging innovation, and adapting to emerging industry trends to stay at the forefront of the market.*

*We would like thank our management and employees for their ongoing efforts and our stakeholders for their support and encouragement as we go forward in capturing the growth prospects that lay ahead of us.”*

## MANAGEMENT GUIDANCE:

- ❑ Aims to establish 50 franchisees/channel partners across India by FY25
  - ❑ Revenue is expected to grow by **50%-60%** in FY24
  - ❑ PAT margins to remain in the corridor of **10%-11%** in FY24
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## DISCLAIMER:

*Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Party Cruisers Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward- looking statements to reflect subsequent events or circumstance*

## CONTACT DETAILS:

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