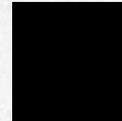
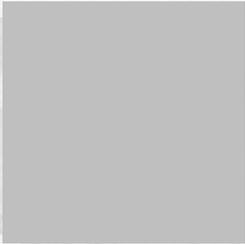




# NIS MANAGEMENT LIMITED



# NIS MANAGEMENT LIMITED



**NIS Management Limited**, established in 1985 in Kolkata as a sole proprietorship, initially focused on delivering security guard and investigative services. Over the years, the company has grown into a leader in **integrated security, facility management and skill development services**.

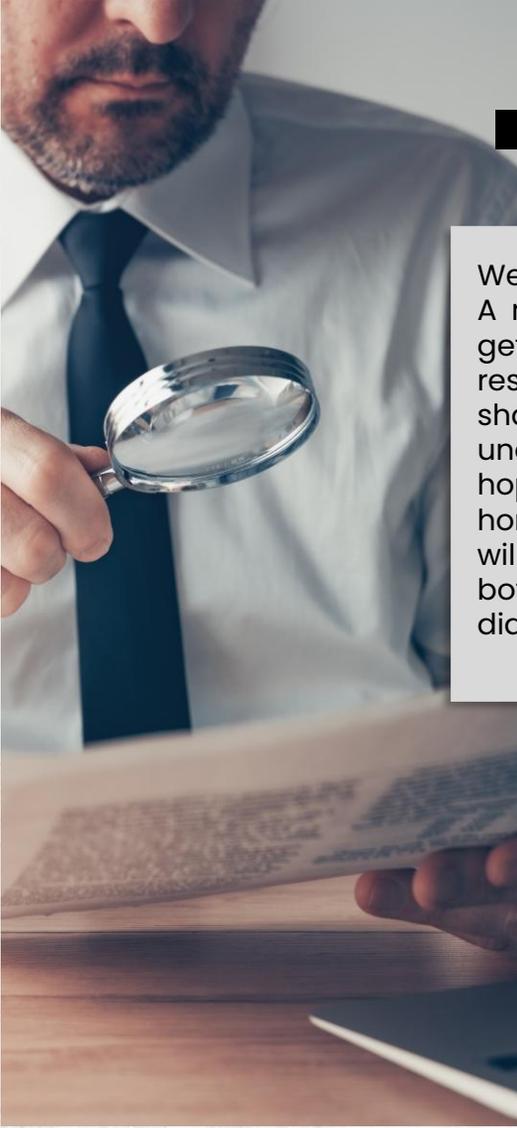
The company has since diversified its offerings, integrated facility management services and catering to a wide array of clients, including **Reliance Retail, Piramal Group, HDFC Bank, Torrent Power, and Airports Authority of India, Government of West Bengal, and various different institutions**.

The company's subsidiaries include **NIS Facility Management Services Private Limited**, a leading system integrator serving reputed clients such as Webel Technologies Limited and the Public Works Department of West Bengal. It also **has Keertika Academy Private Limited**, which focuses on **vocational training in partnership with NSDC**, and **Keertika Education and Associates LLP**, which operates four **Industrial Training Institutes in West Bengal**.

NIS Management Limited is recognized for its innovation and commitment to quality, earning Gold Status by **SKOCH Ratings India** for "**Rationalization and Workforce Automation – 2024**." Its vision is to become a stellar organization that positively impacts a million families while maintaining excellence in security and facility management services.



# VISION & MISSION



## VISION

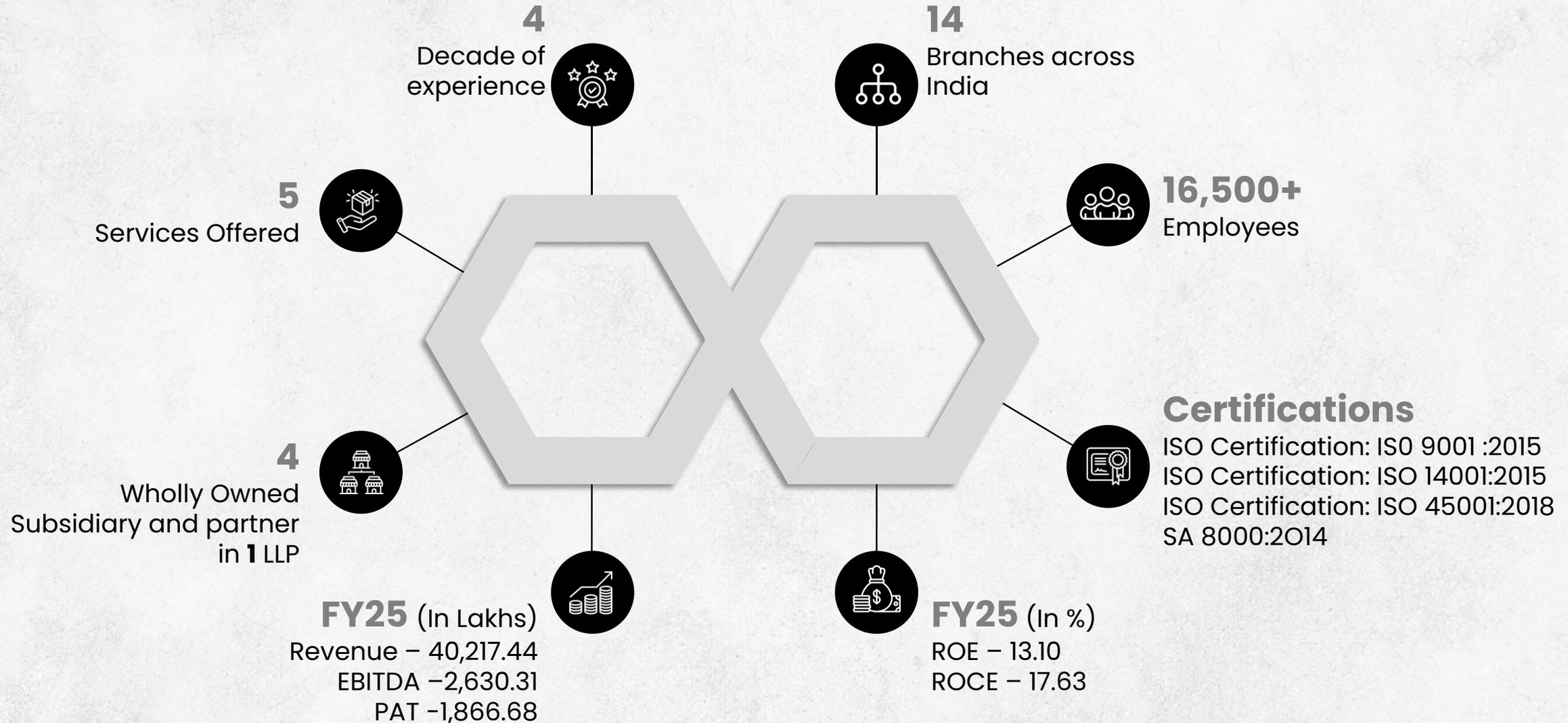
We shall become a stellar corporation. A million families will smile in NIS. NISTARS will get sustainable security, health, education and respect for themselves and their families. We shall not let a single NISTAR die uncared, suffer unattended and their family ever stare at hopelessness in crisis. We shall make profit honourably and professionally. We all together will delight our clients. Coal picked up from the bottom of the pyramid will be sparkling diamonds in our client's sites.



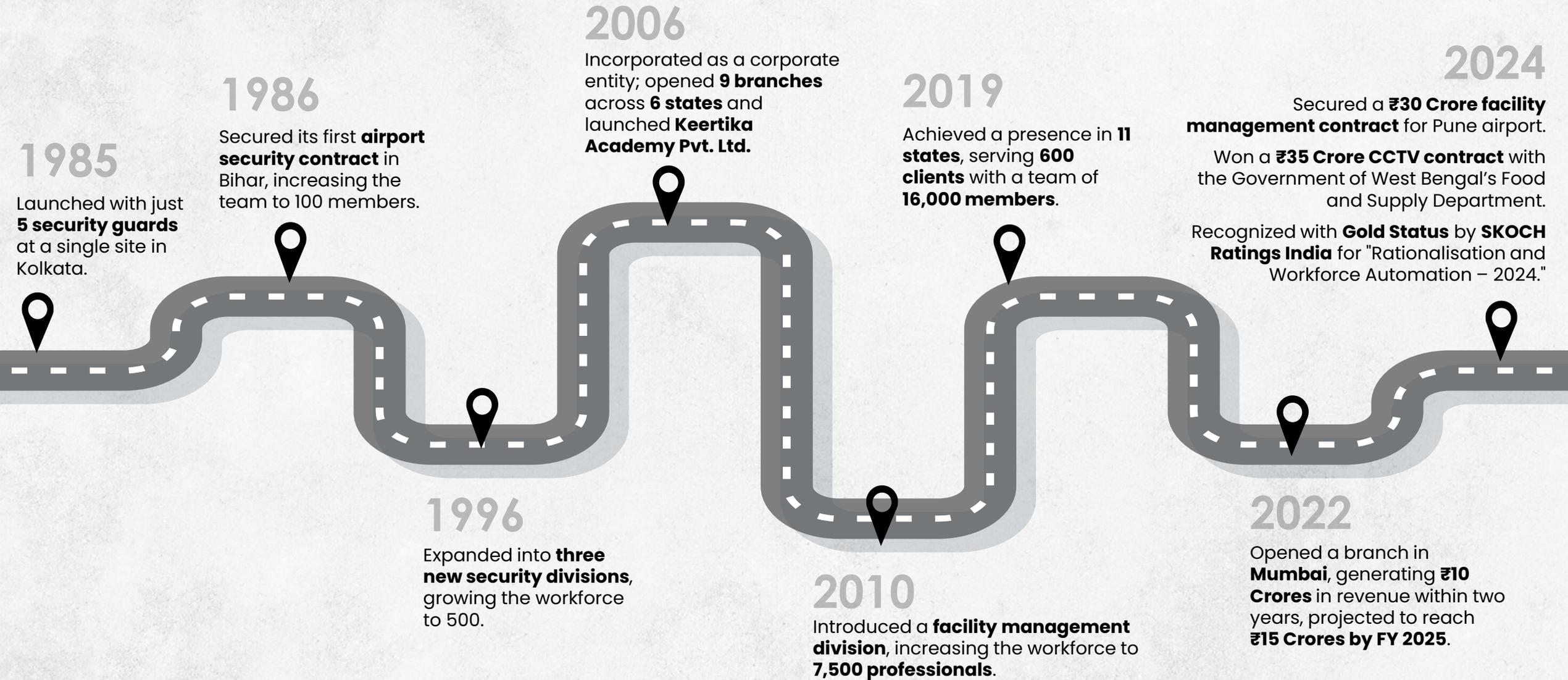
We shall be a professional service firm providing complete security & facility management solutions. We shall achieve significant market share in all relevant segments and adequate financial adequacy for growth and sustenance.

## MISSION

# KEY FACTS



# GROWTH JOURNEY & MILESTONES



# CORE SERVICES

## SECURITY SOLUTIONS



Providing comprehensive security services, from manned guarding to electronic security systems.

Specialized services like alarm system installations for sensitive sites such as jewelry stores.

Focused on delivering innovative, reliable, and scalable solutions to clients.

## INTERGRATED FACILITY MANAGEMENT



Full-spectrum management services tailored to corporate, retail, and institutional clients.

Contracts with major clients like airports, hospitality chains, and retail giants.

Unification of all facility management contracts under one system and management team. This increases efficiency and oversight, focusing on the functionality, safety, and comfort of the built environment.

## SKILL DEVELOPMENT



Operated through its subsidiary **Keertika Academy Pvt. Ltd.**, a partner of the National Skill Development Corporation (NSDC).

Focuses on vocational training programs under initiatives like DDU-GKY and PMKVY, empowering individuals and addressing workforce gaps.

# CORE SERVICES

## HOUSE KEEPING SERVICES



Delivering comprehensive facility management solutions, ensuring cleanliness, upkeep, and smooth operations of client premises.

Specialized services include mechanized and project cleaning, façade cleaning, horticulture, pest control, and advanced floor, stone, and carpet care.

Enhancing customer experience through front desk administration, club services, and efficient waste management practices.

## CCTV Projects



Providing complete CCTV SITC (Supply, Installation, Testing & Commissioning) solutions, ensuring reliable and advanced surveillance systems.

Executed key projects for IT Division (PWD Kolkata), Government of West Bengal – Traffic Police, and WEBEL Technology Limited.

Secured a landmark ₹35 Crore CCTV contract with the Food & Supply Department, Government of West Bengal, highlighting our expertise and trust in large-scale projects.

# SECTORS CATERED

IT & Corporate Houses



Hotels & Clubs



Shopping Malls, Retail, & Entertainment



Residential Areas



Banks



Manufacturing Industries



Healthcare



Public Sector Units



Educational Sector



# MANAGEMENT TEAM



**Mr. Debajit Choudhury**

*Chairman & Managing Director*



**Ms. Rina Choudhary**

*Whole Time Director*

**Ms. Nilima Neogi**

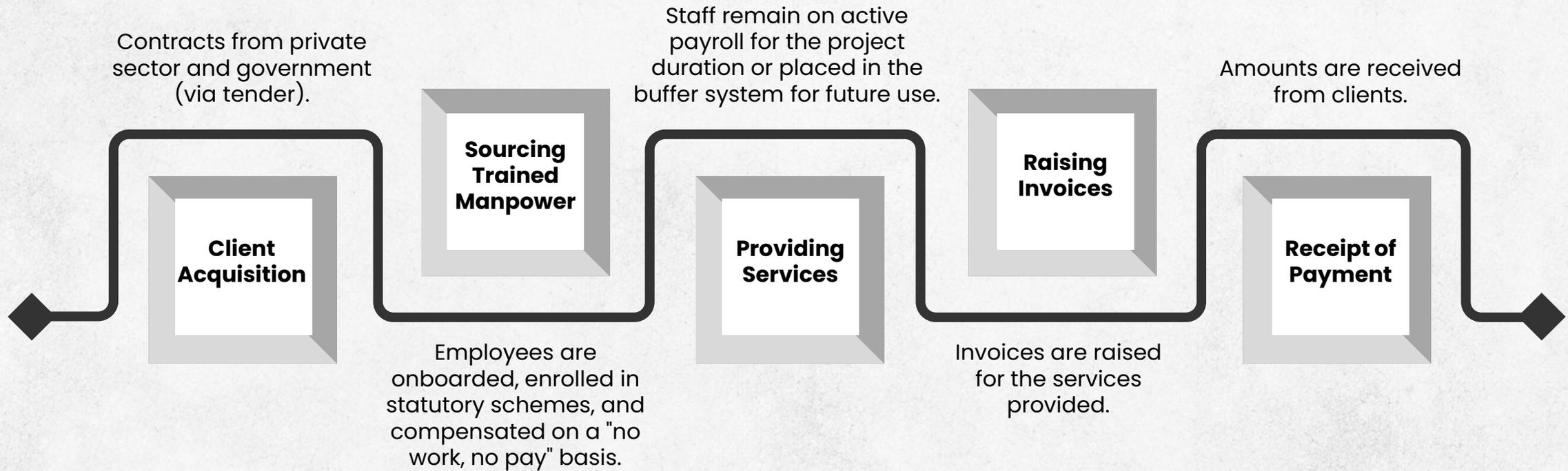
*Executive Director*



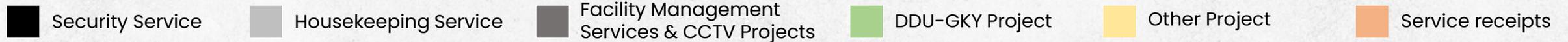
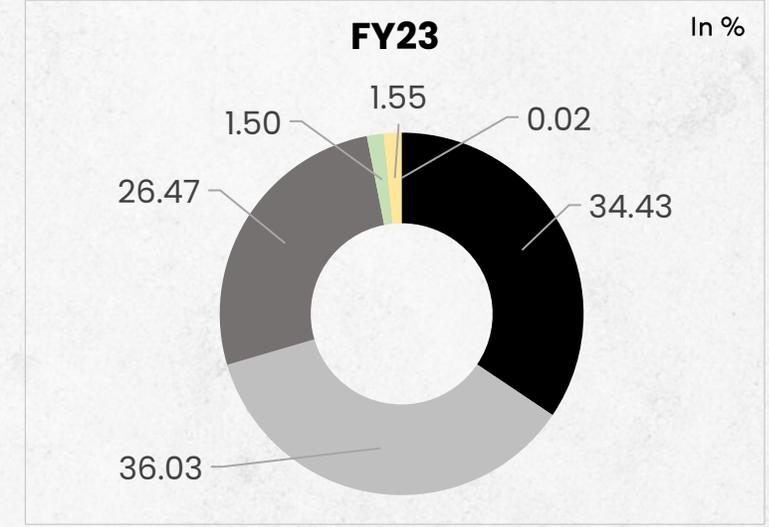
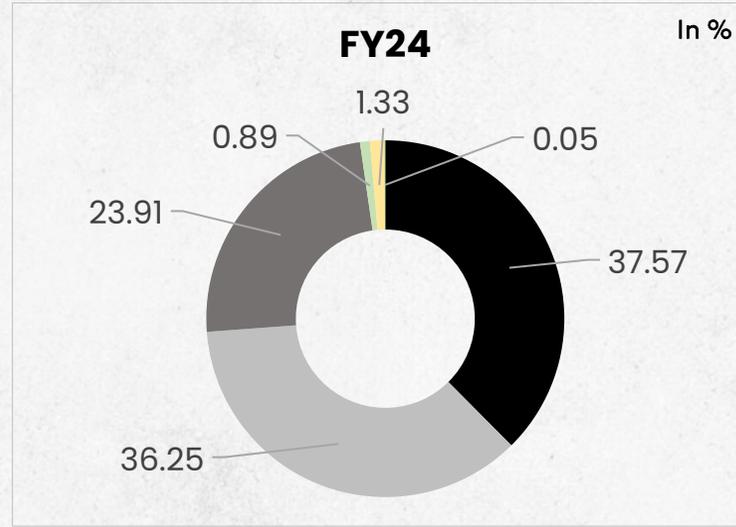
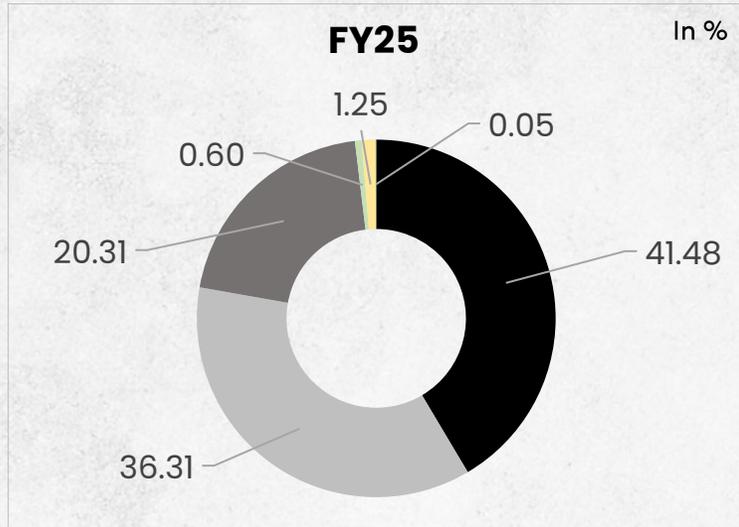
**Mr. Kanad Mukherjee**

*Chief Financial Officer*

# WORKFLOW - PROCESS



# CONSOLIDATED REVENUE BREAKUP FROM VARIOUS SERVICES



In ₹ Lakhs

Particulars	FY25	FY24	FY23
<b>Operating revenue</b>			
(a) Income from Security Service	16,683.19	14,201.50	11,728.54
(b) Income from Housekeeping Service	14,603.11	13,703.40	12,274.57
(c) Income from Integrated Facility Management Services & CCTV Projects	8,167.38	9,038.16	9,017.68
(d) Course fees for Training under DDU-GKY Project	240.90	335.47	509.79
(e) Course fees for Training under Other Project	503.22	501.70	527.23
<b>Other operating revenue</b>			
(a) Service receipts	19.64	19.02	6.33
<b>Total</b>	<b>40,217.44</b>	<b>37,799.24</b>	<b>34,064.14</b>

# INDIA FACILITY MANAGEMENT MARKET OUTLOOK

The demand for India Facility Management Services was valued at US\$ 1,39,485.5 Mn in 2022 and is expected to reach US\$ 2,58,177.9 Mn in 2030, growing at a CAGR of 8.00% between 2023 and 2030.



## Drivers:

- Increasing outsourcing of non-core operations.
- Urbanization and infrastructure development.
- Emphasis on sustainability and energy efficiency.



## Restraints:

- High employee turnover.
- Limited availability of skilled labor.
- Price sensitivity and quality consistency challenges.



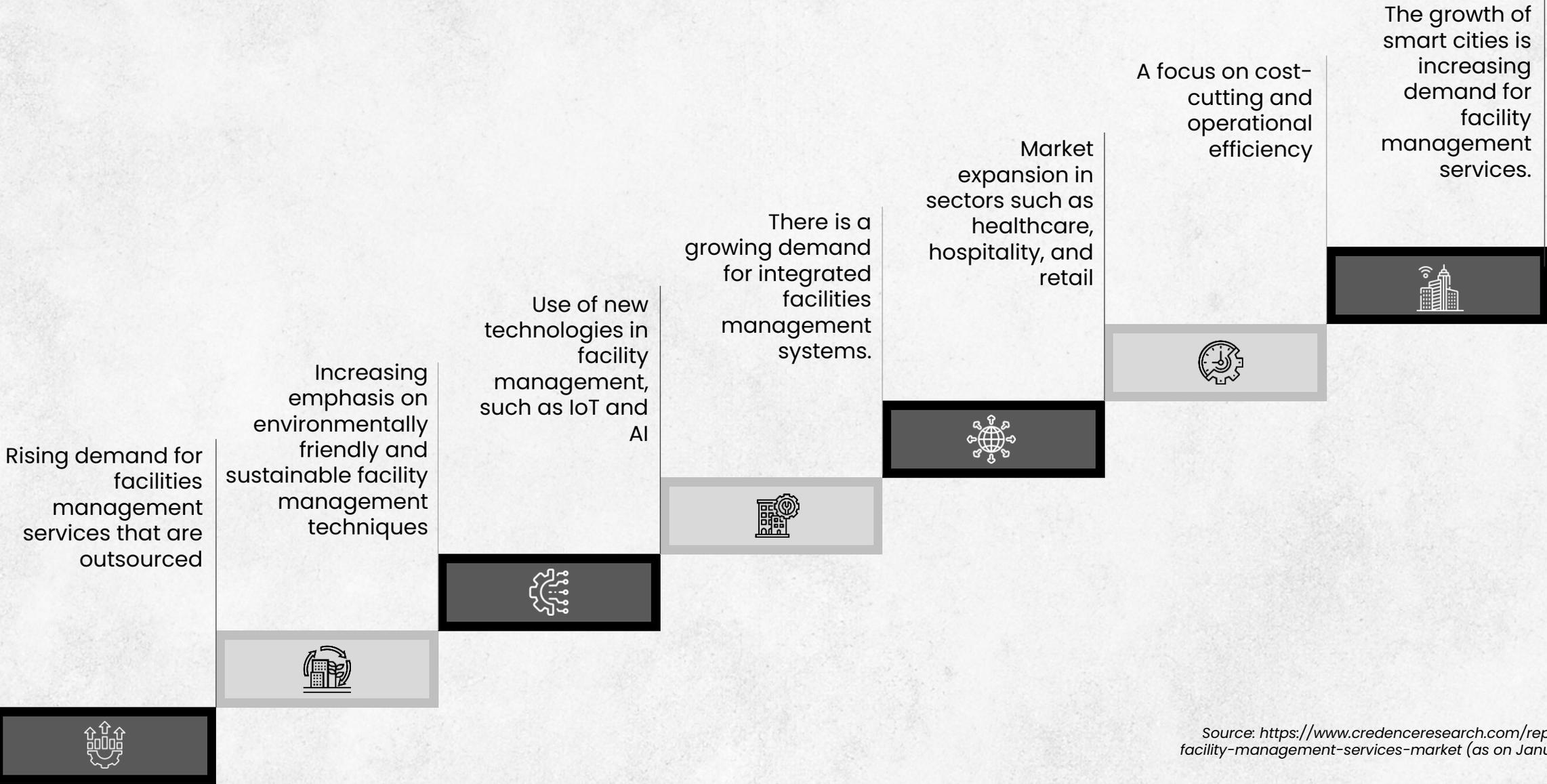
## Opportunities:

- Government infrastructure projects (e.g., Smart Cities, National Infrastructure Program).
- Adoption of advanced technologies (IoT, AI) for smart facilities.
- Expanding demand in healthcare, hospitality, and retail sectors.

Source: <https://www.credenceresearch.com/report/india-facility-management-services-market> (as on January 2024)



# INDUSTRY FUTURE OUTLOOK



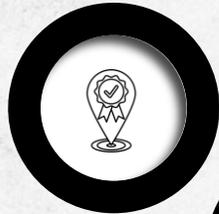
Source: <https://www.credenceresearch.com/report/india-facility-management-services-market> (as on January 2024)

# COMPETITIVE STRENGTHS



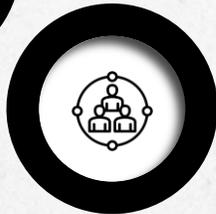
## Strong Regional Presence & Manpower Sourcing:

Extensive network across key states ensuring efficient manpower deployment and service delivery.



## High Core to Associate Ratio:

Efficient operations with a ratio of 129:1, optimizing resource allocation and enhancing managerial effectiveness.



## Mobile Application-Based Attendance System:

Accurate, real-time tracking of employee attendance for operational transparency and accountability.



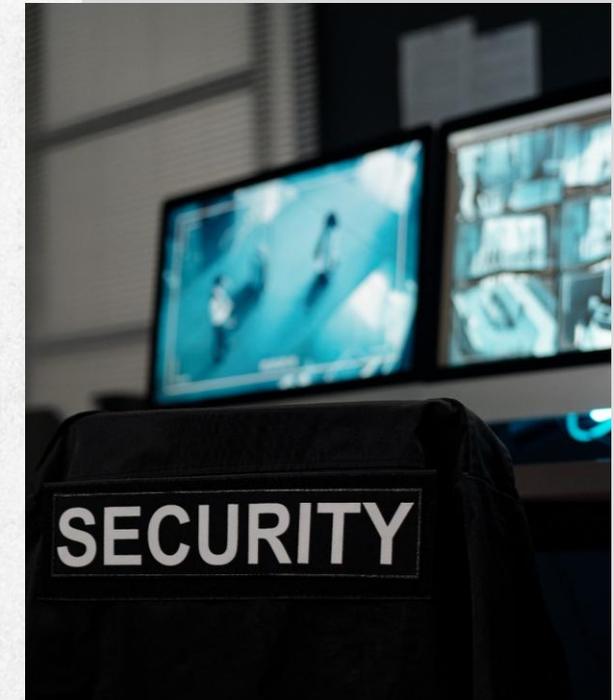
## QR Code Technology for Employee Monitoring:

Ensures adherence to work schedules and operational standards for enhanced supervision and service quality.



## NSDC Certified Training Provider:

Continuous skill development through accredited training programs, ensuring employee excellence and client satisfaction.



# SWOT ANALYSIS

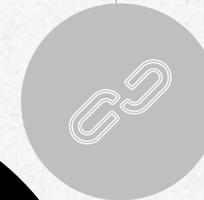
## Strengths:

- High client retention
- Strong operational competence
- Strong local network
- Continuous growth from existing client base
- Experienced management team
- Timely Compliance
- Trusted Brand in the East
- Strong Customer base



## Weaknesses:

- Low margin business
- Low technology adoption among outplace staff making managing staff remotely a challenge
- Tendency of clients to not give composite contracts which have higher margins



## Opportunities:

- Increasing concern for personal safety and hygiene
- Rapid Urbanization
- India focus of MNCs
- Rapid development of gig economy
- Upselling and cross-selling opportunities in existing client base
- Growing middle class in India



## Threats:

- Fragmented industry may lead to decrease in margins
- Business consolidation in the industry allowing large players to corner a major share of the market
- Rapid change in consumer demands
- High leverage in terms of debt-equity ratio



# BUSINESS STRATEGIES



Increase market share by enhancing service quality, adopting technology, and targeting new customers. Leverage trends such as integrated facilities management and mechanized cleaning for expansion.

Develop new products and services based on customer feedback and market trends. Consider partnerships, joint ventures, and acquisitions for market expansion and increased margins.



Focus on deepening relationships with existing clients through high-quality service delivery. Long-term, annuity-based contracts foster customer retention and attract new clients.

Focus on:

**Improving operating leverage:** Manage larger revenue streams with minimal increases in fixed costs.

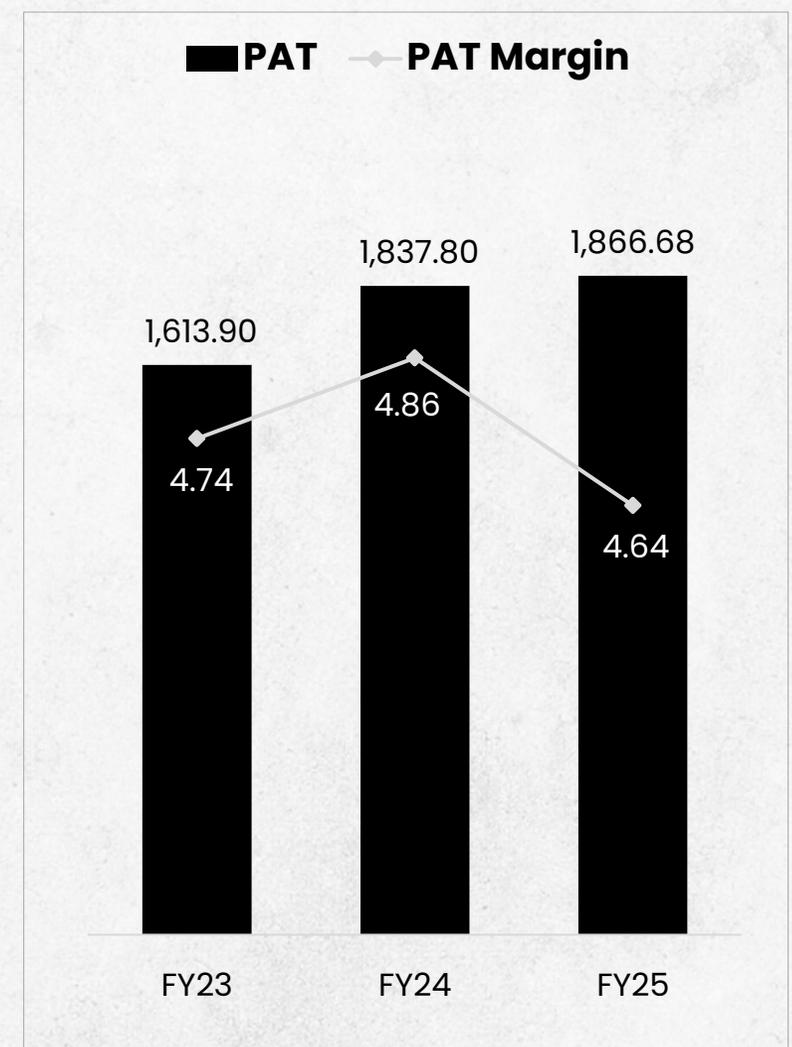
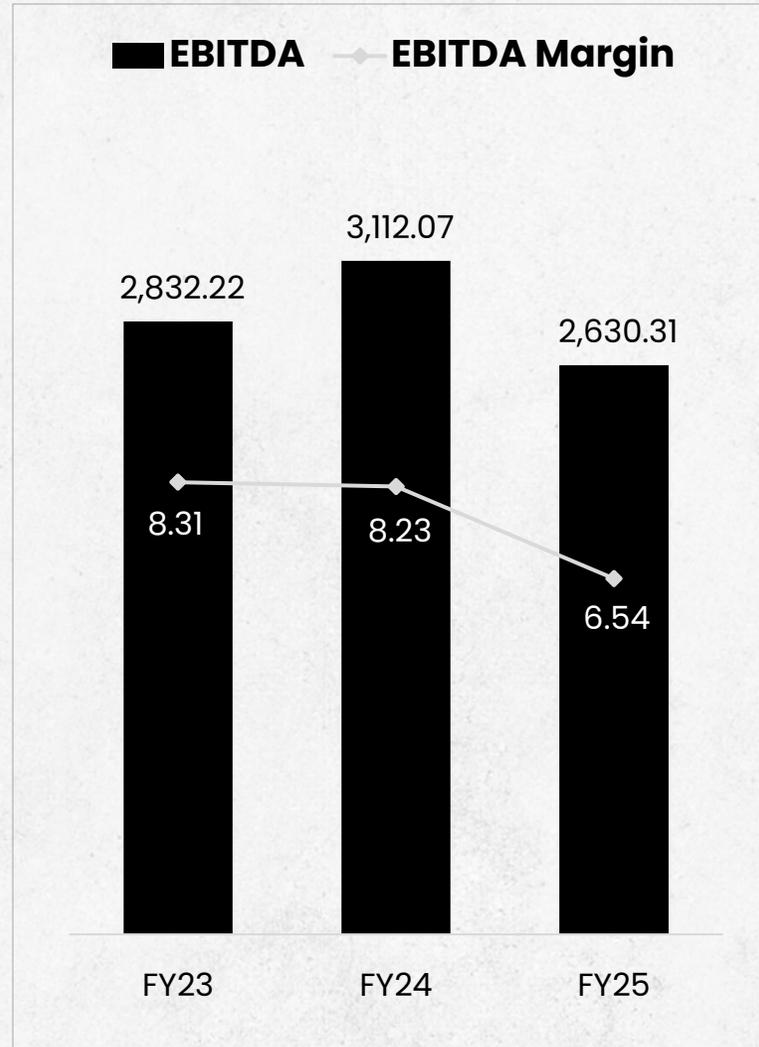
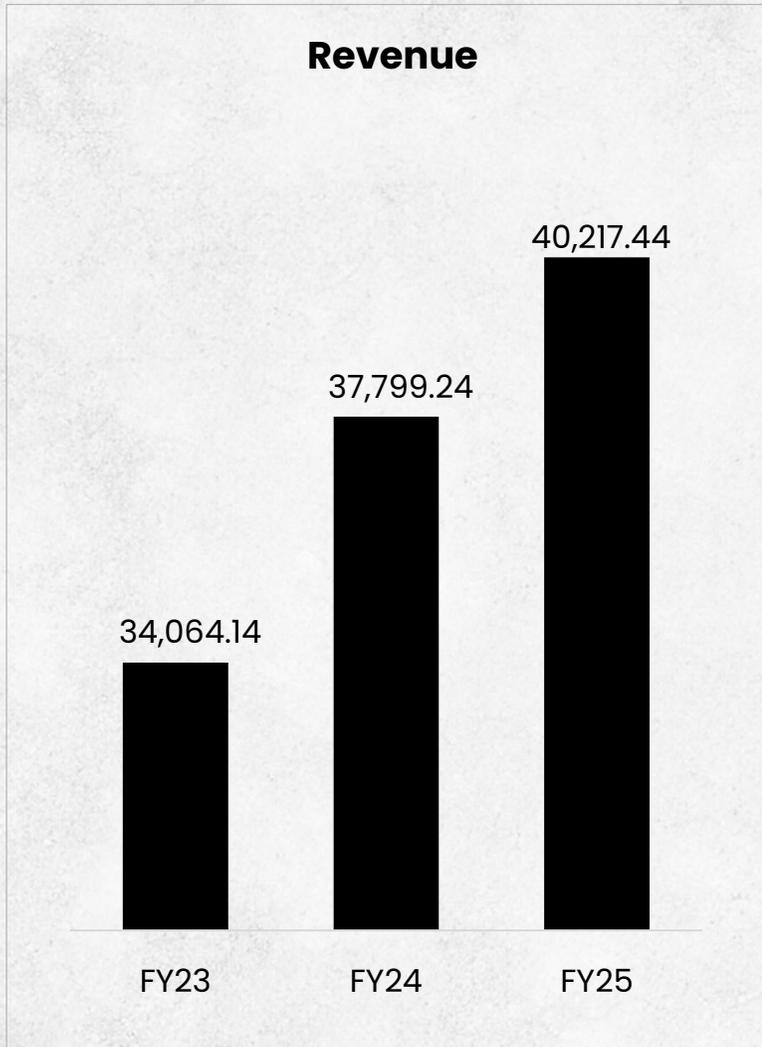
**Technology leverage:** Adopt technology to improve efficiency, reduce costs, and enhance service quality.

**Service mix:** Promote value-added services to improve margins.

**Business mix:** Grow high-margin businesses like employee transportation and corporate canteen services for a better margin profile.

# CONSOLIDATED KEY FINANCIAL HIGHLIGHTS

All Amount In ₹ Lakhs & Margins In %



# CONSOLIDATED PROFIT & LOSS STATEMENT



In ₹ Lakhs

Particulars	FY25	FY24	FY23
Revenues	40,217.44	37,799.24	34,064.14
Other Income	315.45	206.68	129.16
<b>Total Income</b>	<b>40,532.89</b>	<b>38,005.91</b>	<b>34,193.31</b>
Raw Materials	550.20	867.26	1,553.46
Employee costs	35,615.41	32,656.47	28,110.59
Finance Costs	878.49	982.57	839.91
Depreciation	230.22	153.64	184.19
Other expenses	1,378.43	1,120.56	1,525.45
<b>Total Expenditure</b>	<b>38,652.76</b>	<b>35,780.51</b>	<b>32,213.62</b>
PBT	1,880.13	2,225.40	1,979.69
Tax	12.49	386.43	365.55
<b>PAT</b>	<b>1,867.74</b>	<b>1,838.97</b>	<b>1,614.14</b>
Less: Share of profit / (loss) attributable to minority interest	0.96	1.17	0.23
<b>Net Profit</b>	<b>1,866.68</b>	<b>1,837.80</b>	<b>1,613.90</b>

# CONSOLIDATED BALANCE SHEET



In ₹ Lakhs

<b>Equities &amp; Liabilities</b>	<b>FY25</b>	<b>FY24</b>	<b>FY23</b>
Equity	1,513.81	727.79	727.79
Reserves	13,714.22	12,595.07	10,757.28
Minority Interest	(27.97)	(28.93)	(30.10)
<b>Net Worth</b>	<b>15,200.06</b>	<b>13,293.94</b>	<b>11,454.97</b>
<b>Non Current Liabilities</b>			
Share Application Money Pending Allotment	0.00	29.11	0.00
Non Current Provision	10.12	9.52	6.90
Non Current Borrowings	777.56	1,481.31	2,349.97
<b>Total Non Current Liabilities</b>	<b>787.68</b>	<b>1,490.83</b>	<b>2,356.87</b>
<b>Current Liabilities</b>			
Current Borrowings	7,600.39	7,629.43	6,372.03
Trade Payables	472.72	280.39	346.65
Short Term Provisions	686.13	598.49	552.72
Other Current Liabilities	764.13	1,422.26	1,488.64
<b>Total Current Liabilities</b>	<b>9,523.38</b>	<b>9,930.56</b>	<b>8,760.05</b>
<b>Total Equities &amp; Liabilities</b>	<b>25,511.12</b>	<b>24,744.44</b>	<b>22,571.89</b>

<b>Assets</b>	<b>FY25</b>	<b>FY24</b>	<b>FY23</b>
<b>Non Current Assets</b>			
Fixed Assets	2,177.46	1,742.92	1,868.17
Deferred Tax Assets (Net)	52.60	50.29	46.56
Non-current Investments	350.57	233.13	233.13
Other Non Current Assets	1,062.94	1,106.97	1,111.82
<b>Total Non Current Assets</b>	<b>3,643.57</b>	<b>3,133.31</b>	<b>3,259.68</b>
<b>Current Assets</b>			
Current investments	0.00	0.00	20.00
Inventories	173.80	76.29	87.54
Trade Receivables	12,587.60	12,163.44	10,935.53
Cash & Bank Balance	2,486.65	3,150.75	2,340.03
Short Term Loans & Advances	4,805.90	5,143.65	5,023.10
Other Current Assets	1,813.59	1,077.00	906.00
<b>Total Current Assets</b>	<b>21,867.55</b>	<b>21,611.13</b>	<b>19,312.20</b>
<b>Total Assets</b>	<b>25,511.12</b>	<b>24,744.44</b>	<b>22,571.89</b>

# CONSOLIDATED CASH FLOW STATEMENT



In ₹ Lakhs

Particulars	FY25	FY24	FY23
Cash Flow from Operating Activities	1,488.04	1,201.83	1,102.96
Cash Flow from Investing Activities	(583.73)	130.75	(288.47)
Cash Flow from Financing Activities	(1,568.40)	(521.86)	(754.03)
Net Cash Flow	<b>(664.09)</b>	<b>810.72</b>	<b>60.46</b>

# CONSOLIDATED KEY RATIOS

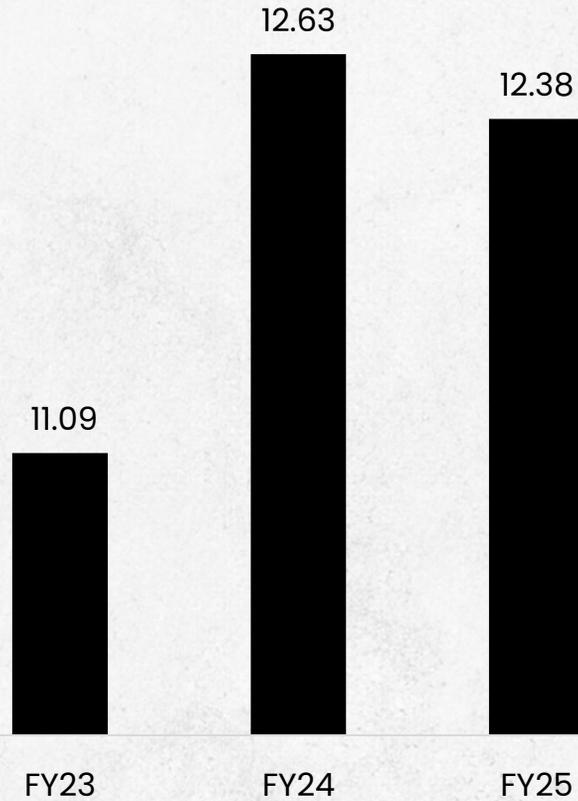
## Debt to Equity

In Times



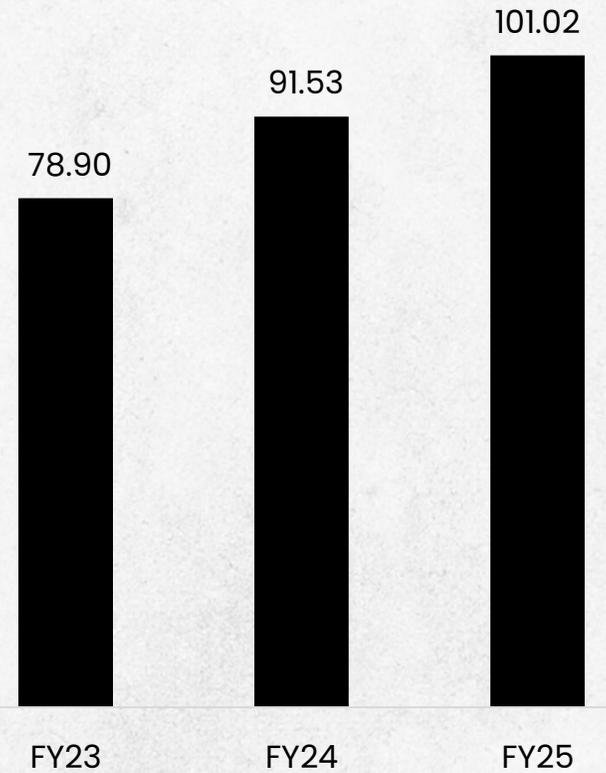
## Earnings Per Share

In ₹



## Net Asset Value Per Share

In ₹



\*Not Annualized

# ISSUE DETAILS

<b>Anchor Bidding</b>	22 <sup>nd</sup> August , 2025
<b>Issue Opening</b>	25 <sup>th</sup> August , 2025
<b>Issue Closing</b>	28 <sup>th</sup> August , 2025
<b>Total Issue</b>	Up To 54,06,000 Equity Shares
<b>Fresh Issue</b>	Up To 46,62,000 Equity Shares
<b>Offer For Sale</b>	Up To 7,44,000 Equity Shares
<b>Face Value</b>	₹ 10/- Each
<b>Issue Size</b>	₹ 60.01 Cr. (At Upper Price Band)
<b>Price Band</b>	₹105 - ₹111 Per Share
<b>Lot Size</b>	1,200 Equity Share
<b>Listing On</b>	BSE SME
<b>Book Running Lead Manager</b>	Share India Capital Services Private Limited
<b>Registrar To The Issue</b>	Maashitla Securities Private Limited

# SHAREHOLDING PATTERN

## Pre Issue Holding

<b>Promoter &amp; Promoter Group</b>	1,45,30,718 Equity Shares	95.99%
<b>Public</b>	6,07,376 Equity Shares	4.01%

## Post Issue Holding

<b>Promoter &amp; Promoter Group</b>	1,37,86,718 Equity Shares	69.63%
<b>Public</b>	60,13,376 Equity Shares	30.37%

# ISSUE STRUCTURE

<b>QIB Anchor</b>	Not more than 15,06,000 Equity Shares
<b>QIB</b>	Up to 10,08,000 Equity Shares
<b>NII</b>	Not less than 7,74,000 Equity Shares
<b>RII</b>	Not less than 17,88,000 Equity Shares
<b>Market Maker</b>	3,30,000 Equity Shares
<b>Pre Issue Equity Shares</b>	1,51,38,094 Equity Shares
<b>Post Issue Equity Shares</b>	1,98,00,094 Equity Shares
<b>Post Issue Implied Market Cap</b>	₹ 219.8 Crore (At Upper Price Band)

# OBJECTS OF THE ISSUE

## Issue Proceeds

### Particulars

₹ In Lakhs

Gross Proceeds From The Issue (At Upper Band)

Up To [•]

Less: Issue Related Expenses

[•]

Net Proceeds Of The Issue To The Company

[•]

## Utilization Of The Net Proceeds

To Meet Working Capital Requirements

3,600.00

General Corporate Purposes

[•]

# ISSUE INTERMEDIARIES

**Book Running Lead Manager**



**Share India Capital Services Private Limited**

**Registrar To The Issue**



**Maashitla Securities Private Limited**

**Legal Advisor To The Issue**



**Kartikeya & Associates**

**BANKERS TO THE OFFER / REFUND BANK/  
SPONSOR BANK**



**Bankers To The Company**



**State Bank  
Of India**

**Bank Of  
Maharashtra**

**ICICI Bank  
Limited**

**Statutory Auditors**

**M/s. KGRS & Co.**

**Market Maker**



**Share India Securities Limited**

**IR, PR Agency & Designing Partner**



**AKMIL Strategic Advisors Private Limited**

# THANK YOU!



## NIS Management Limited

First floor, FL-1A(W) 489 Maduradaha, Kalikapur,  
Kolkata – 700107.

**Phone:** +91 96741 09287

**Email:** [info@nis.co.in](mailto:info@nis.co.in)

**Website:** [www.nis.co.in](http://www.nis.co.in)



**Share India**  
*You generate, we multiply*

## Share India Capital Services Private Limited

### Book Running Lead Manager

A-25 Basement, Sector - 64, Gautam Buddha  
Nagar, Noida, Uttar Pradesh-201301.

**Phone:** +91-120-4910000

**Email:** [kunal.bansal@shareindia.co.in](mailto:kunal.bansal@shareindia.co.in), [mb@shareindia.com](mailto:mb@shareindia.com)

**Website:** [www.shareindia.com](http://www.shareindia.com)

