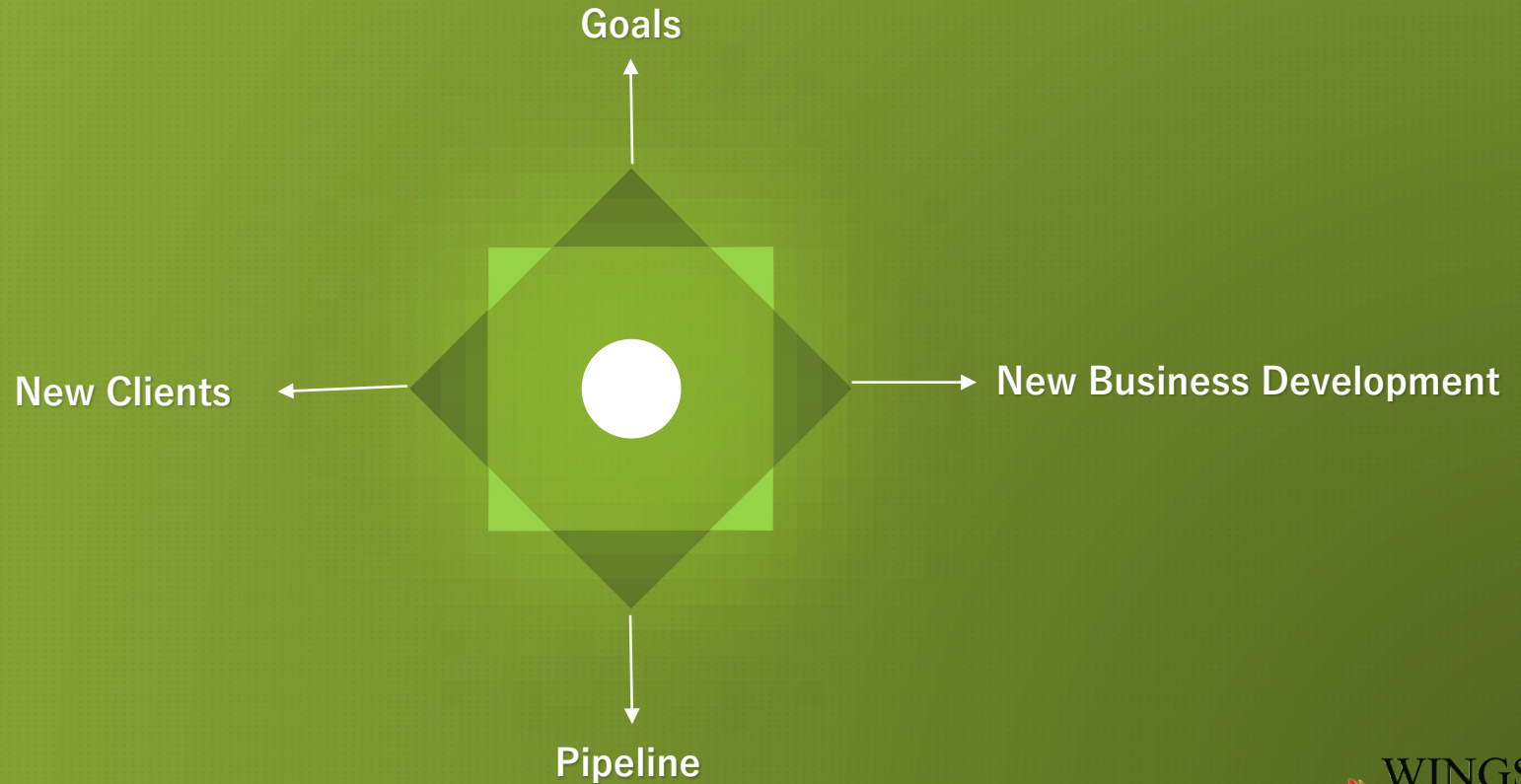


2020-21 Pipeline - Hyderabad



2019-20 Financial Report

No of Events: 60

New Clients: 4

Business Generated: 3,58,56,126/-

Internal Budget: 2,39,60,337/-

Profits: 1,18,95,789/-

Average TOH: 37%



Plan of Action

These items will help our team achieve our goals.

1

New Business
Development

2

Increase business
with Existing
clients

3

Hiring New
talent

4

Improve vendor
base

5

Decrease
response time



New Business development

New clients onboarding status

| Corporate |
|-----------|
| Amazon |
| Microsoft |
| GMR |
| Realpage |

| Status |
|-------------------|
| Registration done |
| Registration done |
| Registration done |
| Registration done |

| Pipeline |
|----------|
| 50 lakhs |
| 25 lakhs |
| 25 Lakhs |
| 50 lakhs |

Projected – 1.5 Cr



Existing Business to be developed in 2020

| Corporate |
|-----------|
| Qualcomm |
| IBM |
| Micron |

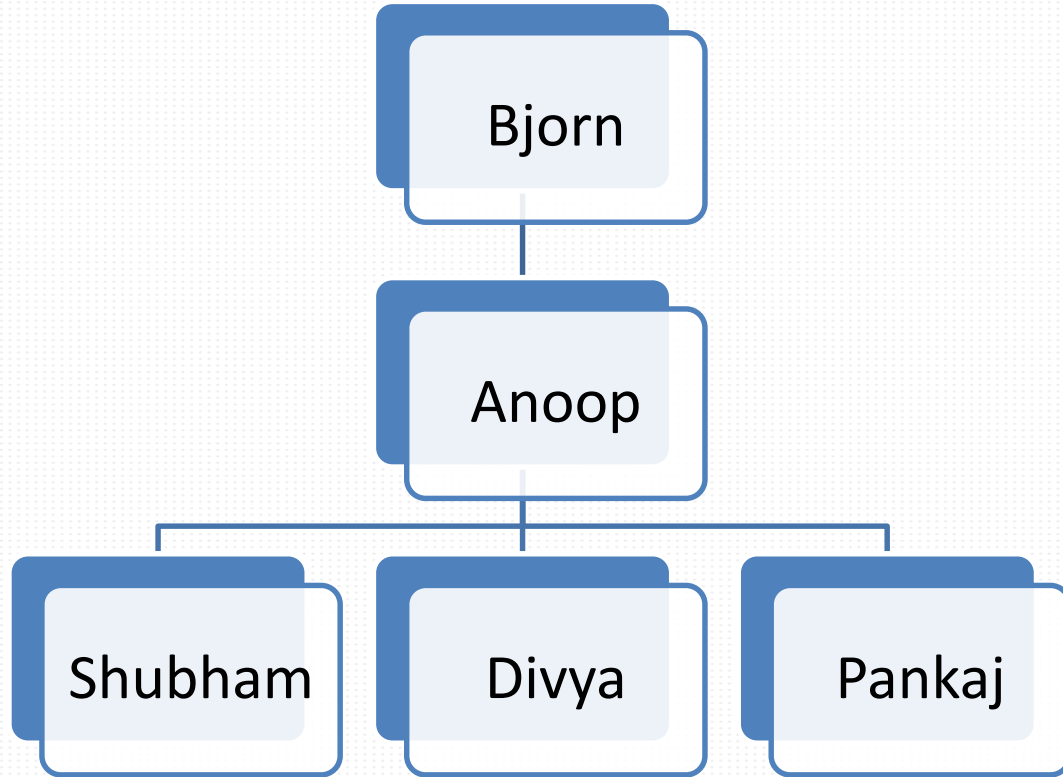
| Events |
|--------------------------|
| Multiple internal events |
| Multiple internal events |
| Multiple internal events |

| Pipeline |
|----------|
| 2 Cr |
| 40 lakhs |
| 10 lakhs |

Projected - 2.5 cr



New Talent - Position



Vendor Base

| Vendor | Events | Payment terms |
|----------------------------|--|--|
| Aspire Productions | Complete Fabrication | No Advance, 45-60 Days credit |
| Slash Enterprises | Trussing, Sound and Intelligent Lights | No Advance, 45-60 Days credit |
| S3 Screens | LED wall and Projection | No advance, 45-60 Days credit |
| Dwarak Digitals | Printing | 50% advance, balance 45 days |
| Radhatech | Photo/video/live streaming | No advance, 45-60 Days credit |
| One Glint | Photo Video | No Advance, 45-60 Days credit |
| PRO AV Solutions | AV and basic fabrication | No Advance, 45-60 Days credit |
| Anu Party Decor | Carnival Games | 50% Advance, 30 Days Balance |
| Sai Decor | Tent material | 50% Advance, 30 Days Balance |
| Omar Lights and Power Unit | Genset and Scaffolding | 50% Diesel Costs in advance, Balance in 30 days |



T
h
a
n
k
-
y
o
u



WINGS®
