



# J. Kumar Infraprojects Ltd.

*We dream... So we achieve...*

## Q1 FY22 Result Update



## Safe Harbor

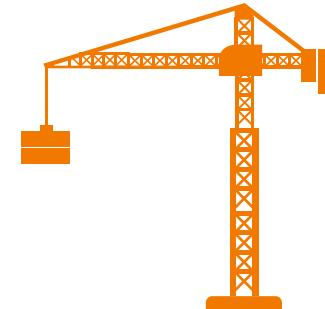
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# BUSINESS UPDATE & OUTLOOK

01



## Workmen Availability

- Workmen availability impacted due to Covid -19 second wave, however the impact was lesser as compared to first wave.
- We have witnessed consistent improvements in labour availability starting June, 2021 and currently do not foresee the same as a major challenge.

02



## Order Book

- Order Book at the end of Q1FY22 stood at ₹ 1,16,220 million
- Awarded project totalling ₹ 13,079 mn during Q1FY22
- Strict discipline in selecting and executing order translating into robust margin and return profile

03



## Financial & Operational Performance

- Revenue up by 137% despite operational constraints in the wake of Covid 19 second wave.
- Robust execution capabilities reflected in strong growth in revenue.
- On the trajectory of higher growth

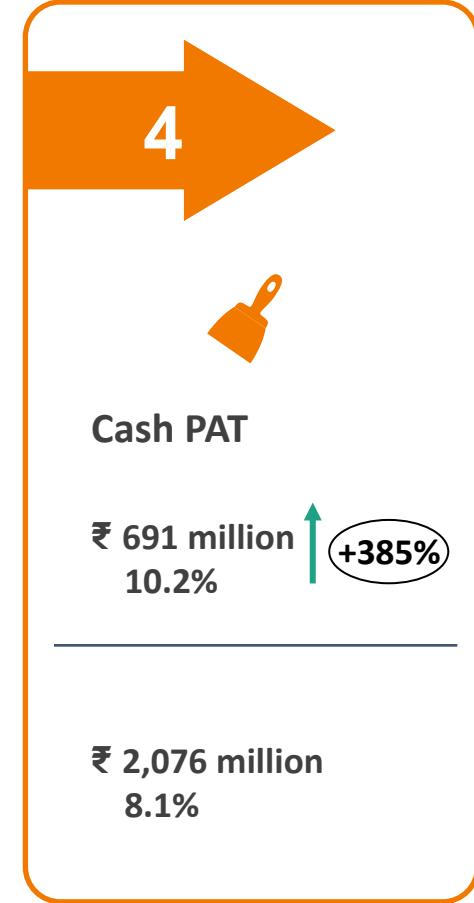
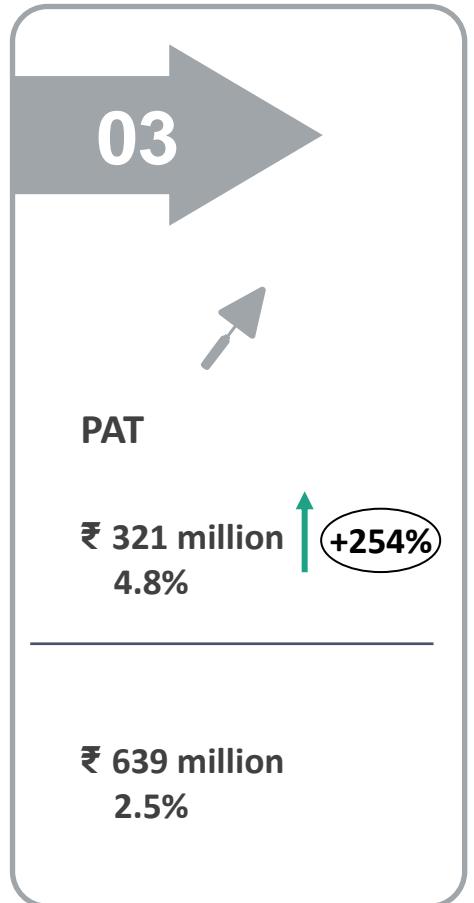
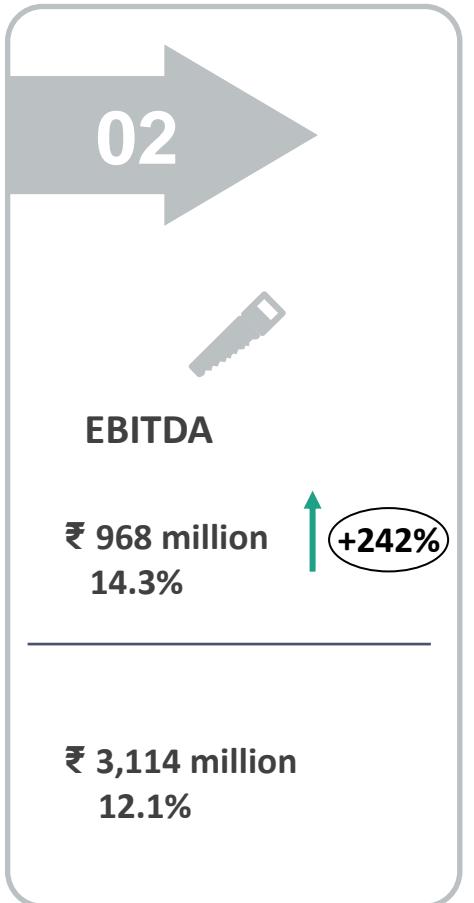
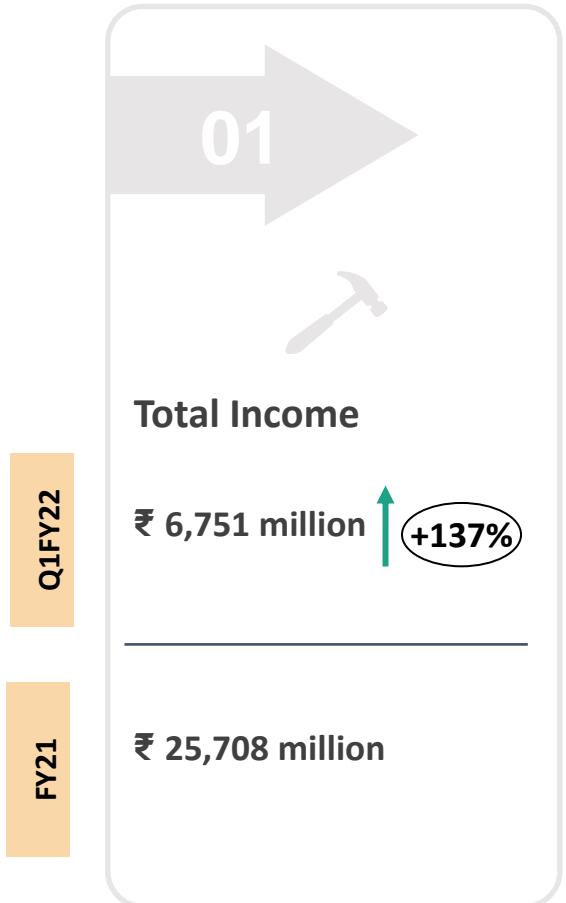
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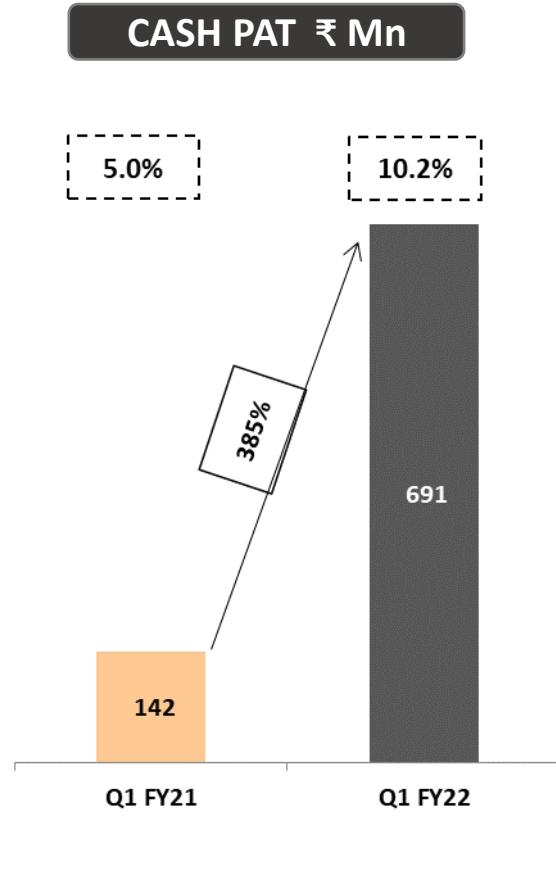
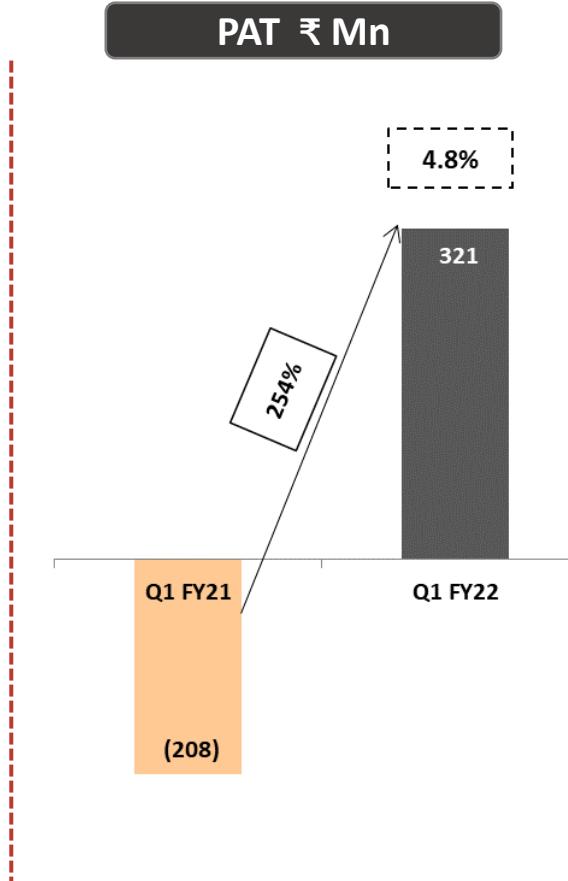
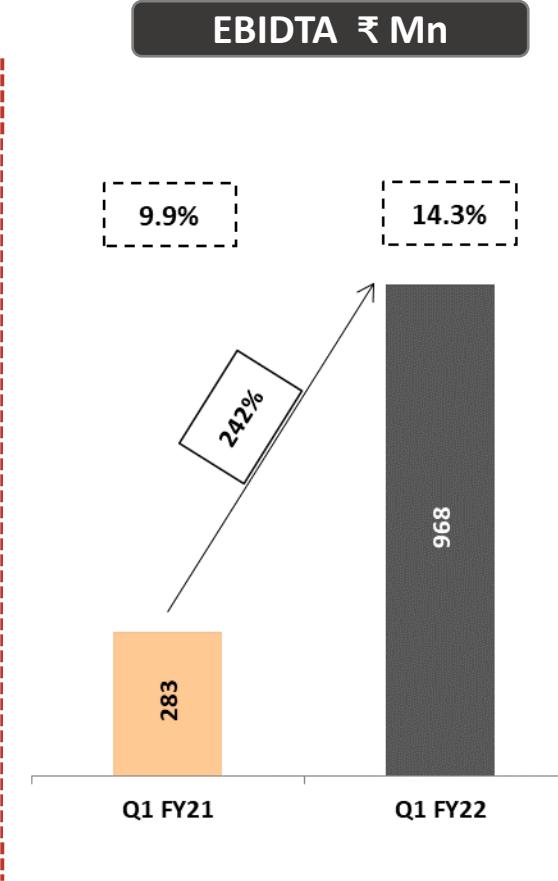
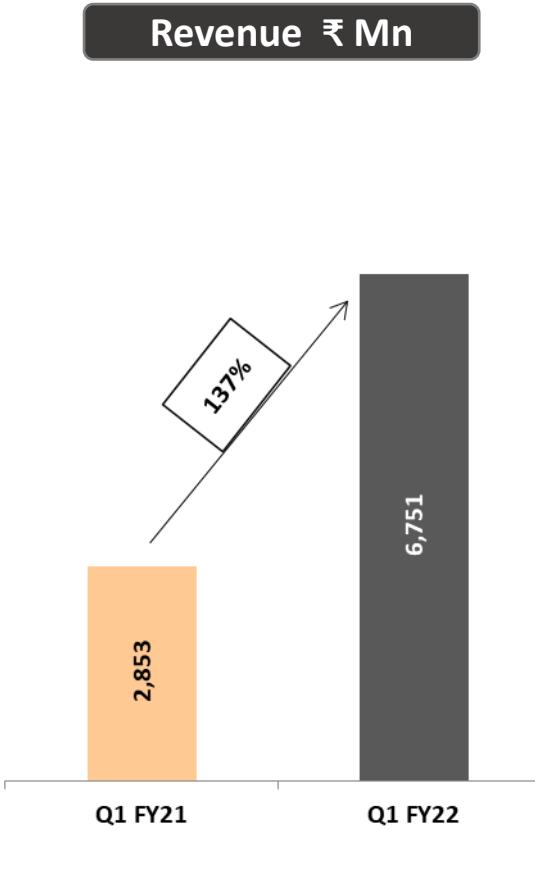
## Balance Sheet Focus

- Strong cash flow management by focusing on collection and improving working capital utilisation
- Committed to improve return ratio
- Focus on maintaining the Debt levels within broad parameters.

# KEY FINANCIAL HIGHLIGHTS



# PERFORMANCE HIGHLIGHTS Q1 FY22

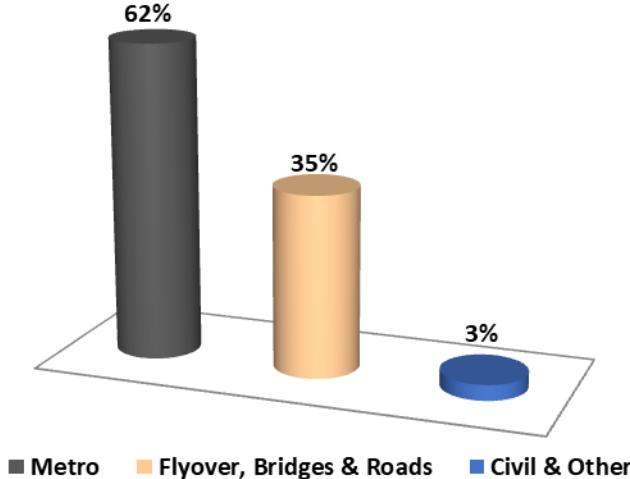


# FINANCIAL Q1 FY22

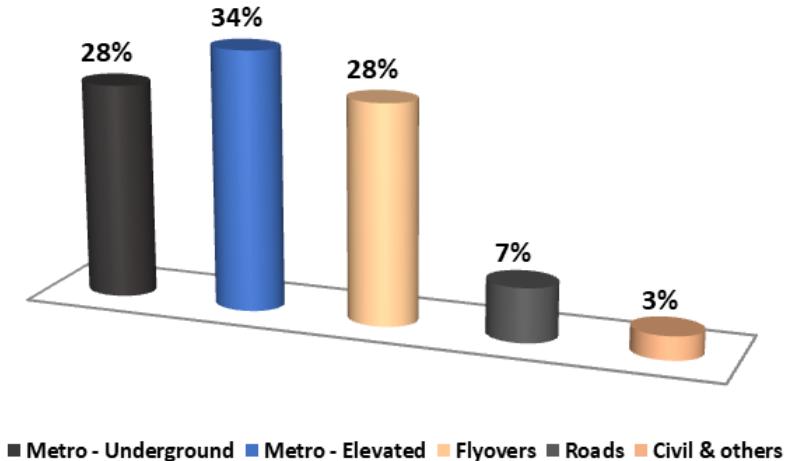
Particulars (₹ In Mn)	Q1 FY22	Q1 FY21	Y-O-Y	Q4 FY21	FY21
<b>Revenue from Operations</b>	<b>6,751</b>	<b>2,853</b>	137%	<b>9,920</b>	<b>25,708</b>
Cost of Material Consumed	4,250	1,683		6,567	16,121
Employee Expenses	676	353		798	2,312
Other Expenses	856	533		1,511	4,162
<b>EBIDTA</b>	<b>968</b>	<b>283</b>	242%	<b>1,044</b>	<b>3,114</b>
<b>EBIDTA Margin</b>	<b>14.3%</b>	<b>9.9%</b>		<b>10.5%</b>	<b>12.1%</b>
Other Income	52	61		65	253
Depreciation	370	350		372	1,437
<b>EBIT</b>	<b>649</b>	<b>(7)</b>		<b>736</b>	<b>1,930</b>
<b>EBIT Margin</b>	<b>9.6%</b>	<b>-0.2%</b>		<b>7.4%</b>	<b>7.5%</b>
Finance Cost	222	268		292	1,044
<b>Profit before Tax</b>	<b>427</b>	<b>(275)</b>	255%	<b>444</b>	<b>886</b>
<b>PBT Margin</b>	<b>6.3%</b>	<b>-9.6%</b>		<b>4.5%</b>	<b>3.4%</b>
Tax	106	(67)		117	247
<b>PAT</b>	<b>321</b>	<b>(208)</b>	254%	<b>327</b>	<b>639</b>
<b>PAT Margin %</b>	<b>4.8%</b>	<b>-7.3%</b>		<b>3.3%</b>	<b>2.5%</b>
<b>Cash PAT</b>	<b>691</b>	<b>142</b>	385%	<b>699</b>	<b>2,076</b>
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>5.0%</b>		<b>7.1%</b>	<b>8.1%</b>

# REVENUE BREAKUP AS ON JUNE 30, 2021

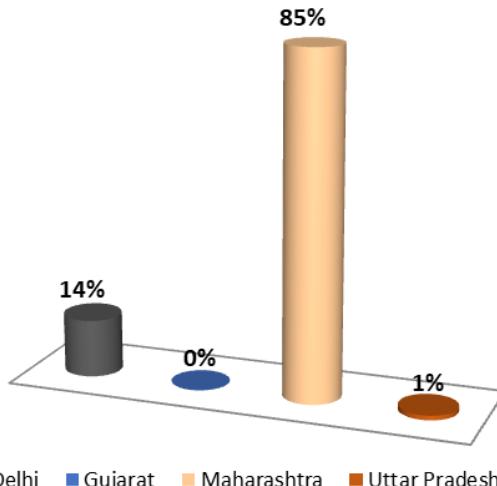
## Segment Wise Break-up (%)



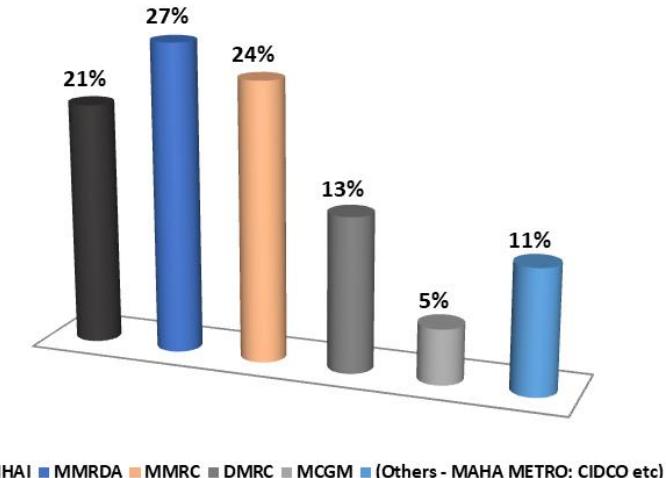
## Sub-segment wise Break-up (%)



## Geographical Break-up (%)

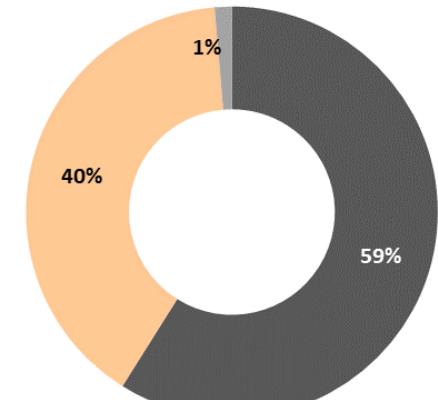


## Client wise Break-up (%)



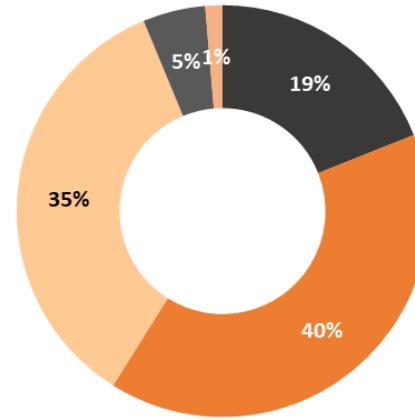
# ORDER BOOK BREAKUP AS ON JUNE 30, 2021

## Segment Wise Break-up (%)



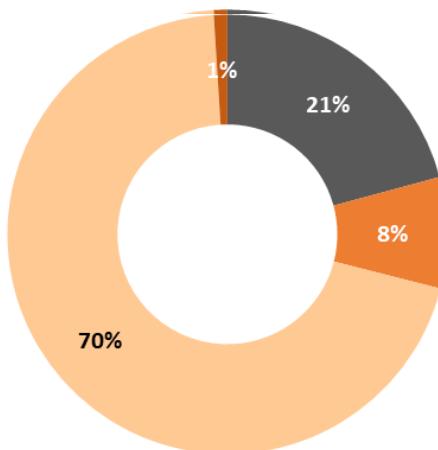
■ Metro   ■ Flyover, Bridges & Roads   ■ Civil & Other

## Sub-segment wise Break-up (%)



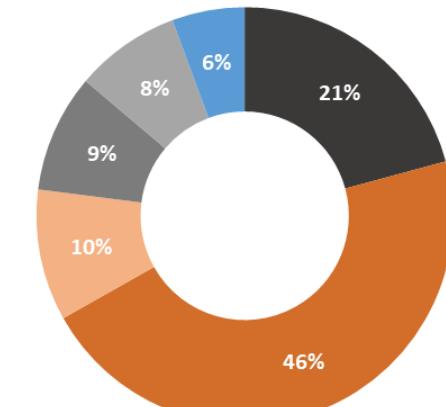
■ Metro - Underground   ■ Metro - Elevated   ■ Flyovers  
■ Roads   ■ Civil & others

## Geographical Break-up (%)



■ Delhi   ■ Gujarat   ■ Maharashtra   ■ Uttar Pradesh

## Client wise Break-up (%)

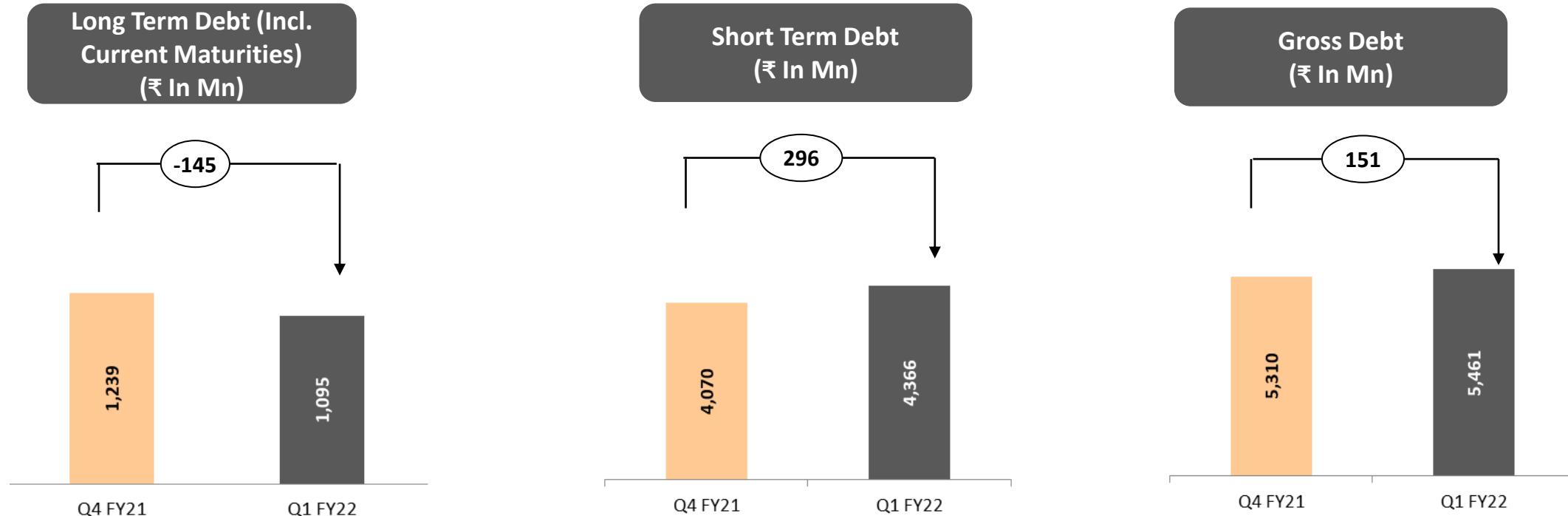


■ NHAI  
■ MMRC  
■ GMRC  
■ MMRDA  
■ DMRC  
■ (Others - MAHA METRO; CIDCO etc)

# ORDER BOOK POSITION AS ON JUNE 30, 2021

Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)	Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)
MUMBAI METRO LINE-09-07A (CA48)	Metro - Elevated	MMRDA	17,523	SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	10,317
MUMBAI METRO LINE-2B C101	Metro - Elevated	MMRDA	13,079	AIROLI CREEK BRIDGE	Flyover	MMRDA	2,040
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	6,155	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	929
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,301	SCLR FLYOVER	Flyover	MMRDA	925
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	2,666	KALWA CREEK BRIDGE	Flyover	TMC	611
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	DMRC	830	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	480
PUNE METRO ELEVATED P1C-05	Metro - Elevated	MAHA METRO	850	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	156	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	285
MML-7 CA-91	Metro - Elevated	MMRDA	1,118	Others	Flyover	Others	321
Others	Metro - Elevated	Others	749				
	<b>Sub Total (A)</b>		<b>46,426</b>			<b>Sub Total (C)</b>	<b>40,459</b>
SURAT METRO PH-1 UG-02 PKG-CS3	Metro-Underground	GMRC	9,360	CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	7,187	JNPT PACKAGE-1, 2, 3	Road	NHAI	
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	4,664	Others	Road	Others	1,619
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	846			<b>Sub Total (D)</b>	<b>5,709</b>
	<b>Sub Total (B)</b>		<b>22,056</b>				
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	12,619	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	583
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	11,554	RML ACADEMY-LUCKNOW	Civil	UPRNNL	559
				Others	Others	Others	428
						<b>Sub Total (E)</b>	<b>1,570</b>
<b>TOTAL (A+B+C+D+E)</b>							<b>1,16,220</b>

# REDUCING DEBT LEVEL



- Company achieved a 137% Y-o-Y increase in turnover despite Covid related disruptions and labour shortages
- Maintained debt level despite Covid related disruptions due to second wave
- Committed to our strategy to reduce debt in medium to long term and improve profitability and return ratio

# CORPORATE OVERVIEW

## INCORPORATION

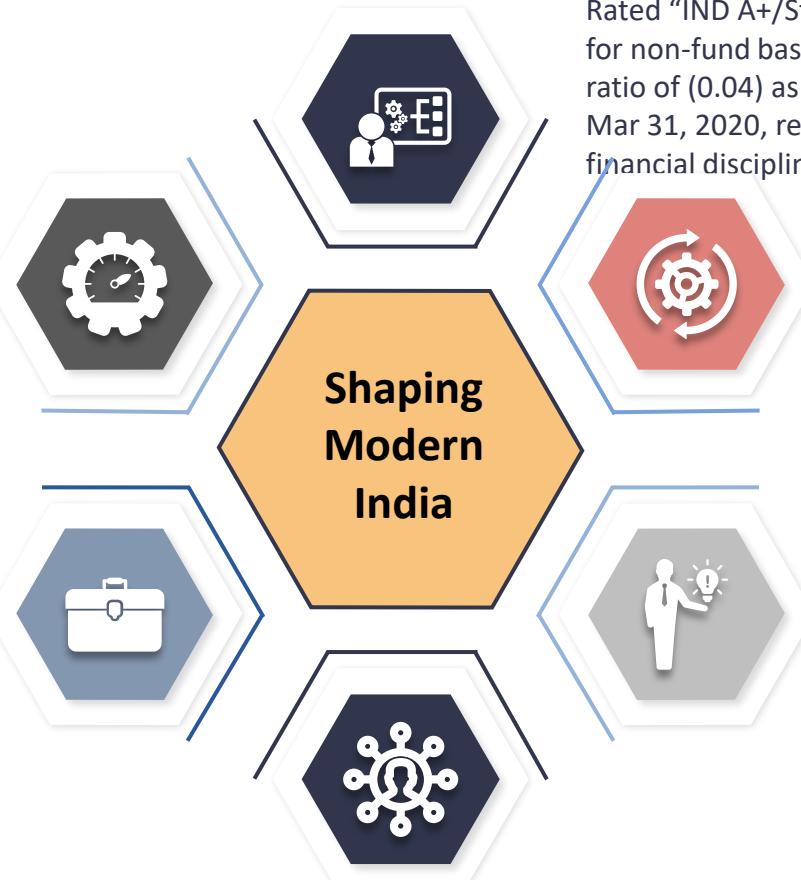
Incorporated in the year 1999 under the visionary leadership of Mr. Jagdishkumar M. Gupta, to undertake specialized construction work on EPC basis, while maintaining asset lite business model.

## CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. We are today amongst few construction companies qualified to undertake large Metro Projects.

## EQUIPMENT BANK

Ownership of large fleet of construction equipment and machinery including 7 TBM, 44 hydraulic piling rigs and 2 Straddle Carriers. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.



## FINANCIAL DISCIPLINE

Rated "IND A+/Stable" for Fund based limit and "IND A1" for non-fund based limit. An improving net debt equity ratio of (0.04) as on Mar 31, 2021 compared to 0.10 as on Mar 31, 2020, reinforces our commitment towards financial discipline.

## OUR PRESENCE

With established presence in major states namely Maharashtra, Delhi, Gujarat, Rajasthan and Uttar Pradesh, we are on continuous lookout for opportunity to expand in other part of the country.

## PERFORMANCE

Despite the pandemic condition and resultant lockdown and labour exodus, we emerged much stronger and were able to further improve our balance sheet during FY21. We ended the FY 21 with ₹ 2,571 Crores in revenue and ₹ 64 Crores in PAT. As on June 30, 2021, our order book stands at ₹ 11,622 Crores

**"Responsible bidding,  
better planning and  
efficient resource  
deployment....**

**the way we do business "**

**On A LONG TERM  
GROWTH PATH ...**

# WORK WE DO



## METRO

- Metros Elevated
- Metros Underground
- Metro Station & Depot

## Flyovers, Bridges & Roads

- Flyovers, Bridges & Roads
- Pedestrian Subways
- Airport Runways



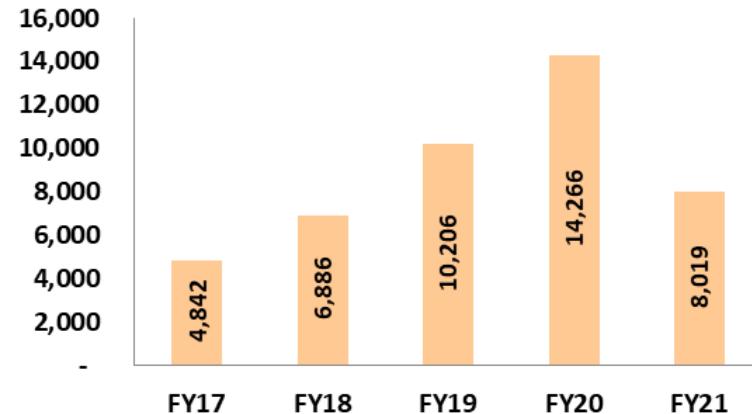
## Civil & Others

- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions

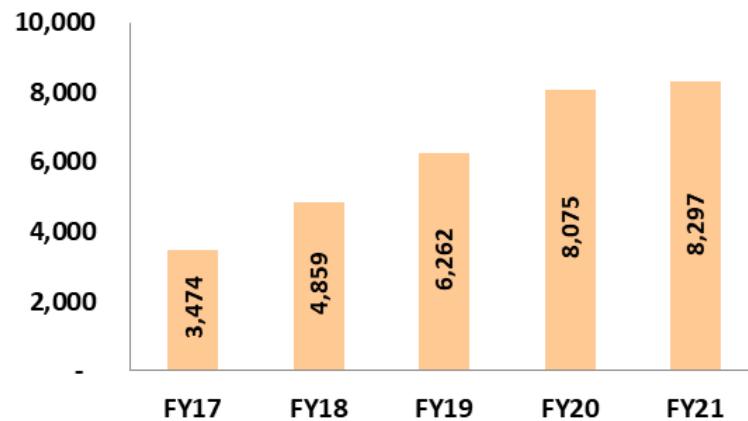
## REVENUE – KEY CONTRIBUTORS



**METRO - UNDERGROUND (₹ mn)**

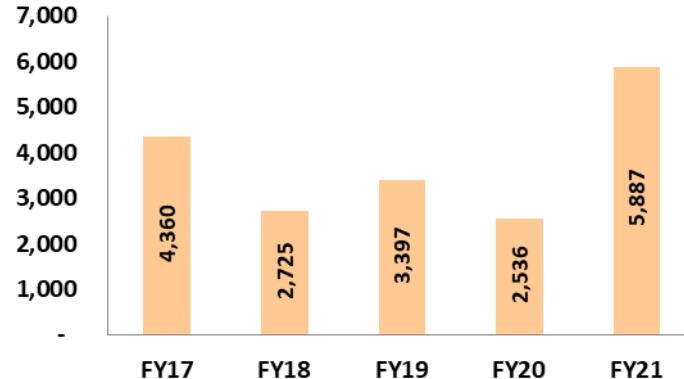


**METRO - ELEVATED (₹ mn)**

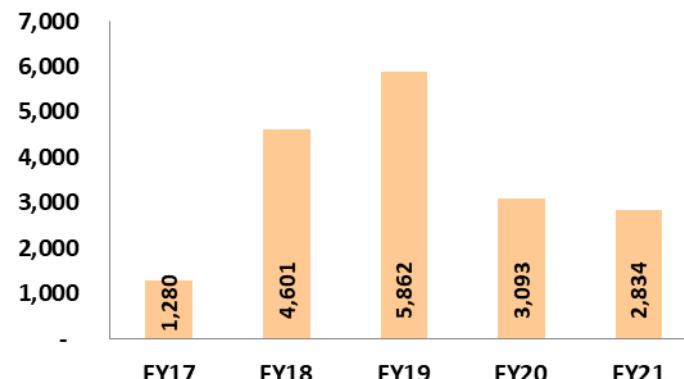


# REVENUE – KEY CONTRIBUTORS

**FLYOVER & BRIDGES (₹ mn)**



**ROADS (₹ mn)**



**CIVIL & OTHERS (₹ mn)**



# OUR MARQUEE CLIENTS

## METRO & RAILWAYS



दिल्ली मेट्रो रेल कॉरपोरेशन लिमिटेड  
DELHI METRO RAIL CORPORATION LTD.



## FLYOVER & BRIDGES



## CIVIL AND OTHERS



UPRNNL



# EQUIPMENT BANK



**TBM Machine**



**Piling Machine**



**Casting Yard**



**Dumper / Tipper**



**RMC Plant**



**Segment Rolling**

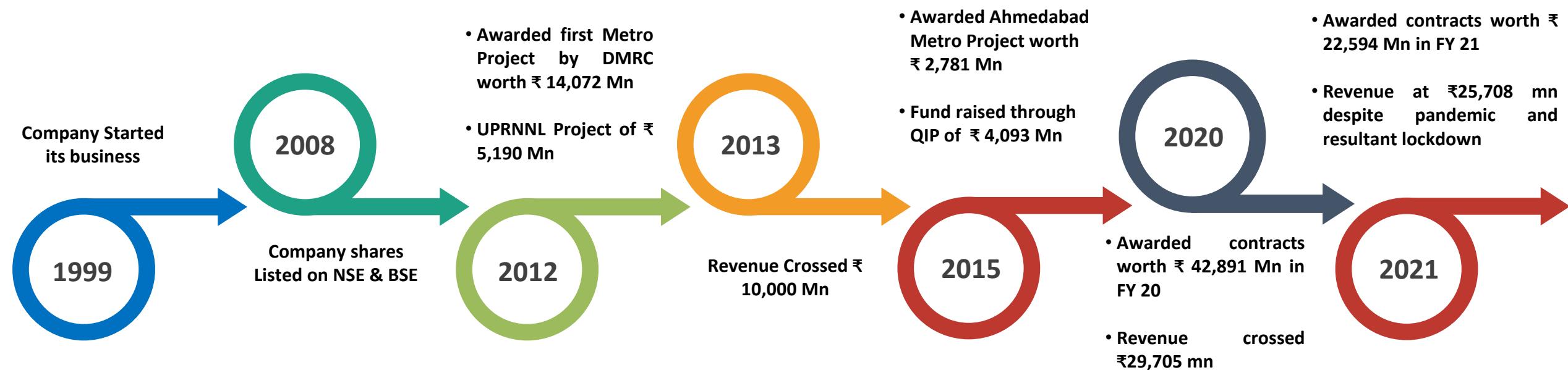


**Launching Girder**



**Bitumen Plant**

# OUR JOURNEY SO FAR



# SOME OF OUR COMPLETED PROJECTS



ESIC - Alwar



KSB Underpass, Pune



Sky Walk – Mumbai Project



Delhi Underground Metro



# SOME OF OUR COMPLETED PROJECTS....1

**Delhi Elevated Metro**



**Amar Mahal Flyover**



**Ahmedabad Metro**



**BKC- Chunabhatti Flyover**



# KEY ONGOING PROJECTS – MUMBAI METRO



# KEY ONGOING PROJECTS



RML, Lucknow



Pune Elevated Metro



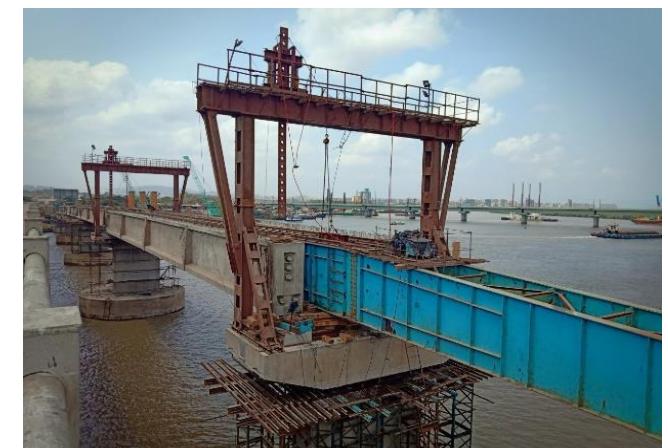
Chhedanagar Flyover



Kalwa Bridge Thane

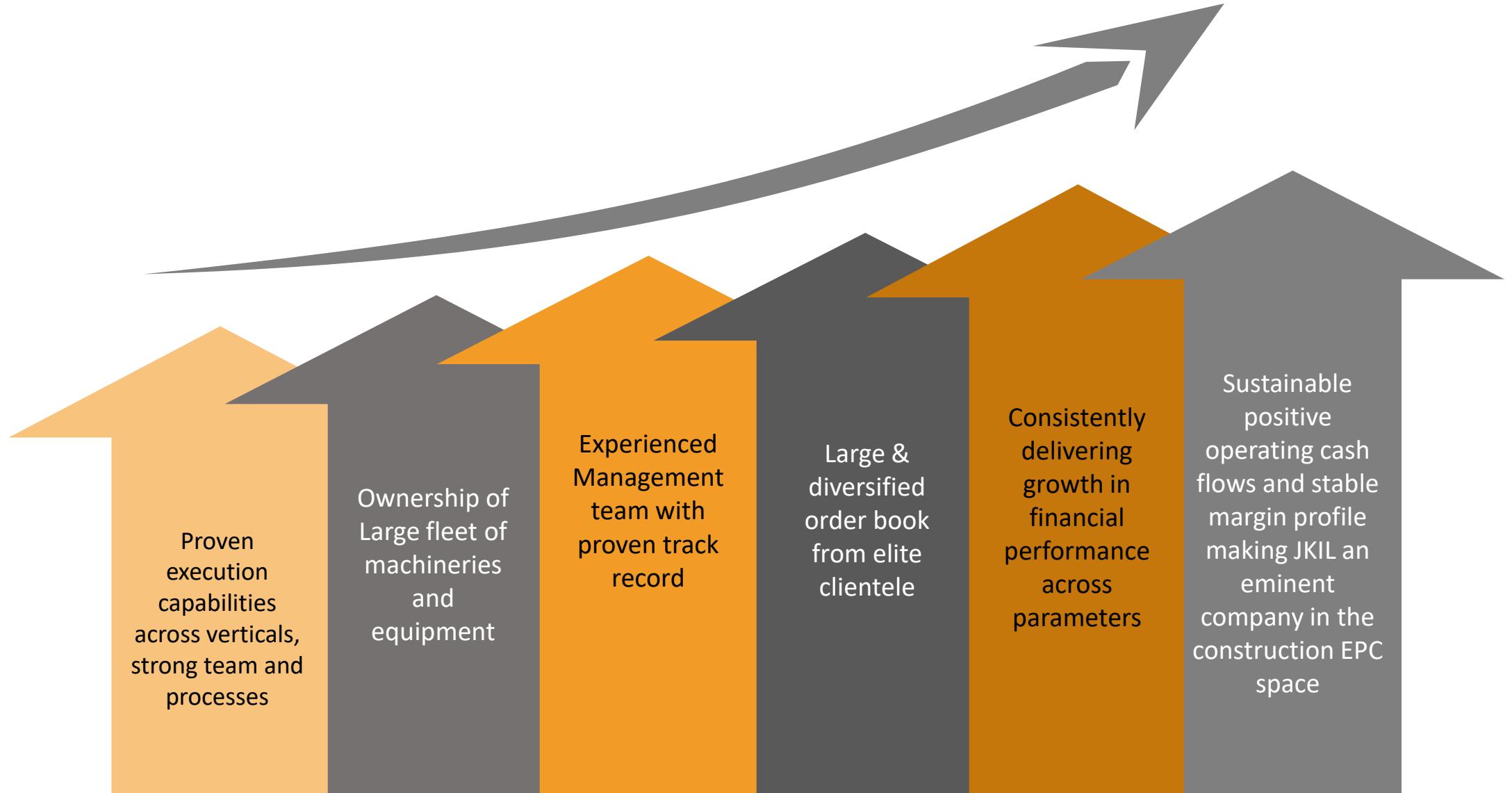


SCLR Flyover



JNPT

# KEY STRENGTH



# EXECUTIVE DIRECTORS



**Mr. Jagdishkumar Gupta**  
**Executive Chairman**

Mr. Jagdishkumar Gupta, the architect of JKIL, is a first generation entrepreneur and has led the company in undertaking projects of varied complexities and scale. It is his vision, passion, zeal and indefatigable energy which has been instrumental in shaping the company's growth path. He has over 50 years of experience in Infrastructure sector in India.



**Mr. Kamal Gupta**  
**Managing Director**

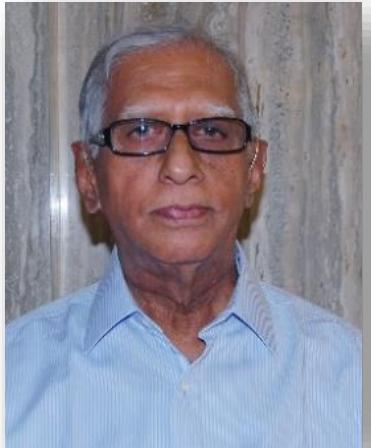
Graduated with Bachelors in Civil Engineering. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Plays a vital role in execution of projects within the stipulated time frame. He looks after the civil construction works, metro railways, etc



**Mr. Nalin Gupta**  
**Managing Director**

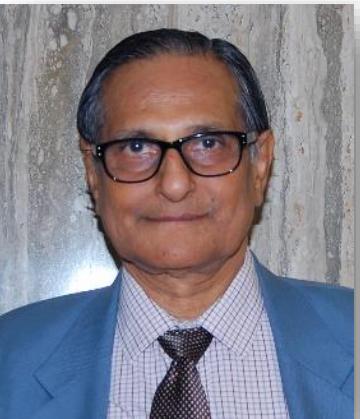
A commerce graduate and Member of Indian Institution of Bridge Engineer. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Instrumental in setting and developing the piling business. He looks after construction of subway, elevated metro, underground metro, flyovers, rail over bridges etc.

# INDEPENDENT DIRECTORS



## Dr. R. Srinivasan

- Holds a Doctorate in Banking and Finance
- Served as CMD of Bank of India and Allahabad Bank.
- Serving on board of several companies focused on software, pharmaceuticals, gems & jewellery, tea, paint in addition to mutual fund industry.



## Mr. Padmanabh P. Vora

- Chartered Accountant with over 32 years experience in finance, banking and management.
- Served as the Chairman-cum-Managing Director of the Industrial Development Bank of India from which he retired in 2003.



## Mr. Padam Prakash Jain

- M. Com and Diploma in Management from FMS, Delhi. Besides, he is an Associate of Indian Institute of Bankers and Chartered Institute of Bankers, London.
- He has been a senior commercial banker /Investment banker with more than 39 years.



## Ms. Archana S. Yadav

- Chartered Accountant with over 15 years of experience.
- A PGDBM holder, she has also Cleared Forensic Audit & Fraud Detection Course by ICAI
- She has been Appointed as GST Faculty by ICAI for knowledge sharing.

# OUR CORE TEAM



**Arvind Gupta**

*Chief Financial Officer*



**Poornima Reddy**

*Company Secretary & Compliance Officer*



**Mayank Kumar Jain**

*Head Transportation-Project*



**S.M. Thorat**

*Vice President (Projects)*



**Ravindra M Kulkarni**

*Vice President (IT, Admin & HR)*



**R. B. Singh**

*Regional General Manager*



**Rajan Sharma**

*Associate Vice President Projects*



**Dharmendra Singh**

*QAQC Head*



**Puneet Srivastava**

*Head Planning*



**Iftekhar Ahmed**

*Senior General Manager*



**Dinesh Kumar Misra**

*Sr. General Manager*



**Praveen S Dongre**

*(Sr. General Manager – Safety)*



**Somesh Pandey**

*General Manager*



**P K Prabhakaran**

*DGM Tender*



**Urin Wanbanterng**

*Manager Tunnel*

# STRATEGIC PRIORITIES

At JKIL, we are attractively placed to carve out larger projects. We would bid for and undertake large projects which meets internal profitability benchmark, **thereby strengthening our Revenue Visibility**

Most sustainable companies have less debt and high net worth; we expect to **remain low net debt across the foreseeable future**

We have made sustained investment in cutting-edge technologies and equipment over years. **Higher asset churn will help reduce our future capex investments, leads to better absorption of fixed cost thereby enhancing the returns**



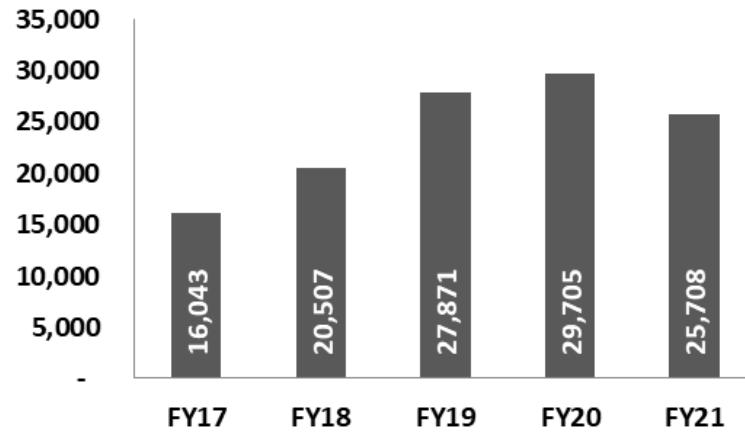
Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

Though we have amassed large qualifications, we are open for entering into any strategic alliance which enhances our pre-qualification strengths, wherever required

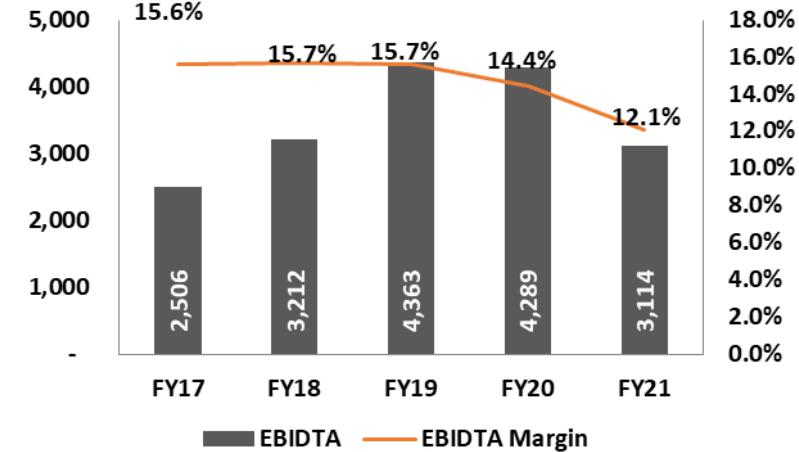
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

## KEY FINANCIAL INDICATORS

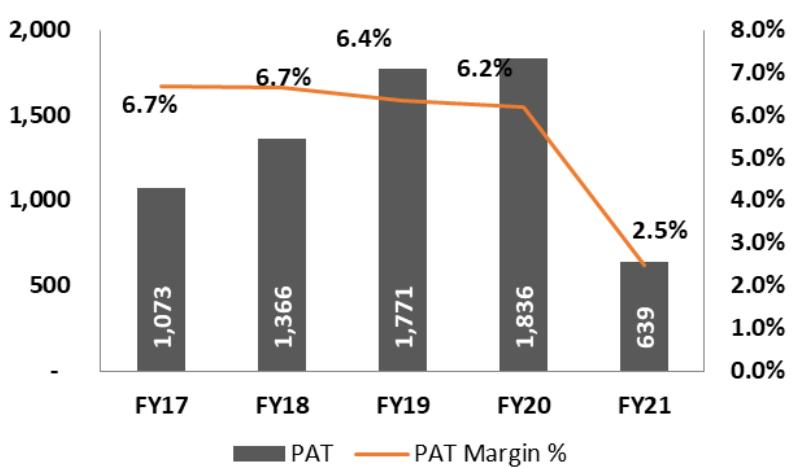
**Revenue from Operations ₹ Mn**



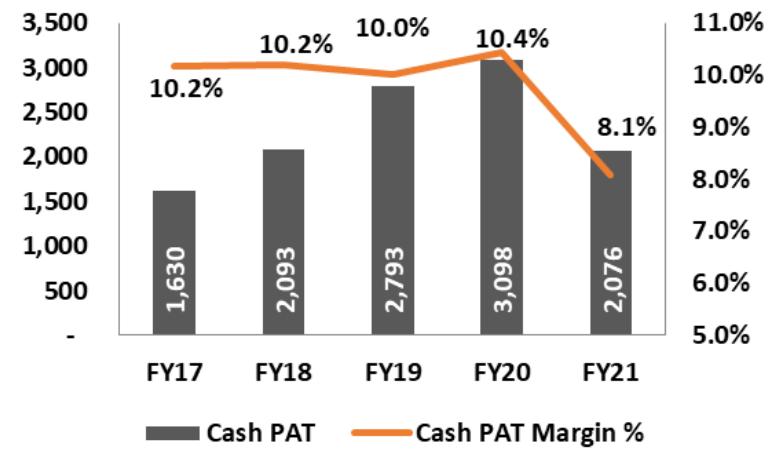
**EBIDTA ₹ Mn**



**PAT ₹ Mn**

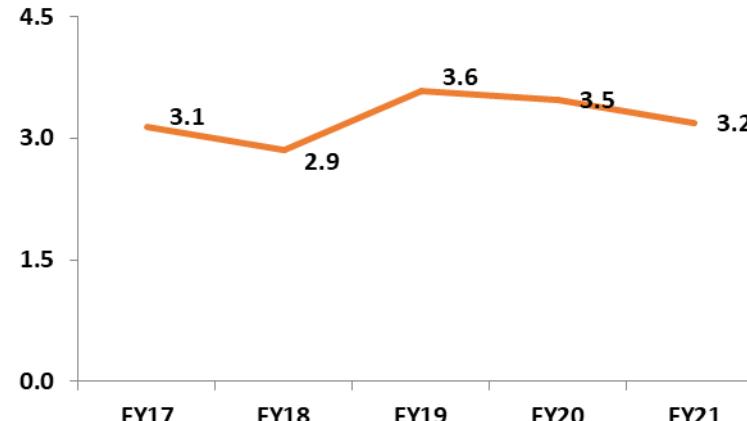


**Cash PAT ₹ Mn**

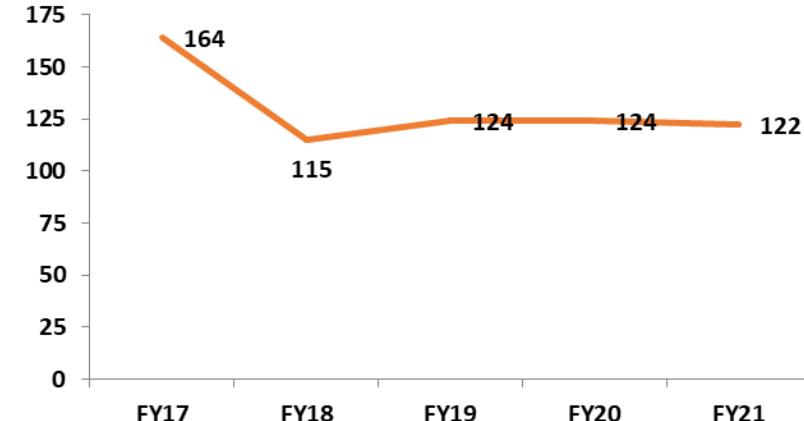


## KEY RATIOS

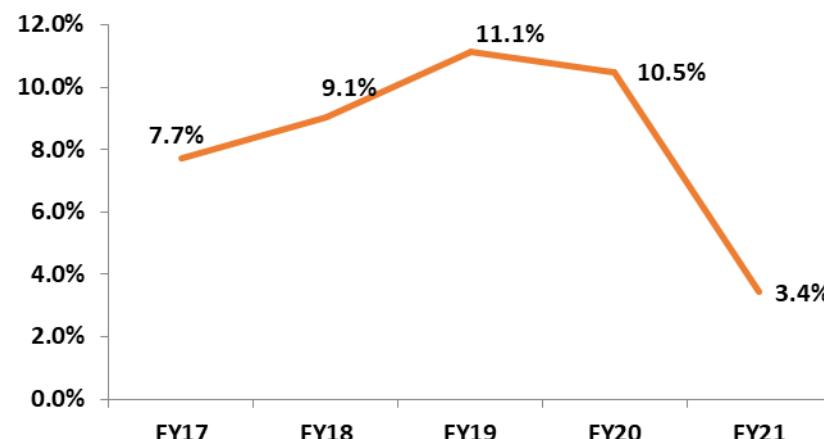
### Asset Turnover Ratio



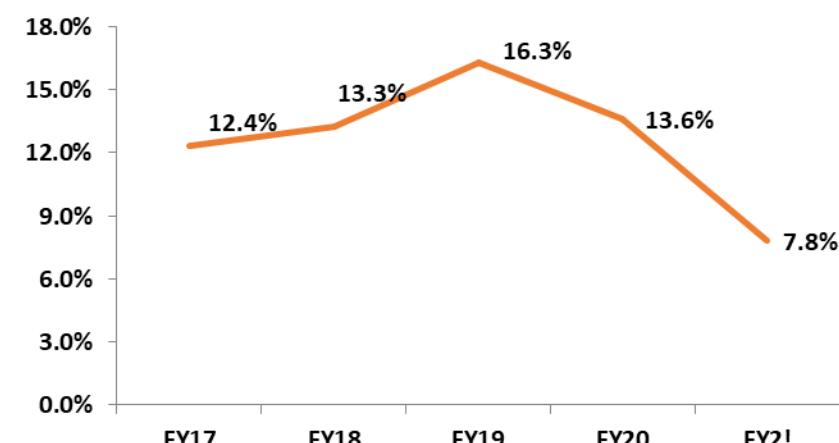
### Working Capital Days



### ROE



### ROCE



# PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	FY20	FY21
<b>Revenue from Operations</b>	<b>16,043</b>	<b>20,507</b>	<b>27,871</b>	<b>29,705</b>	<b>25,708</b>
Cost of Material Consumed	9,659	12,087	17,203	18,169	16,121
Employee Expenses	1,267	1,971	2,477	2,987	2,312
Other Expenses	2,611	3,237	3,828	4,260	4,162
<b>EBIDTA</b>	<b>2,506</b>	<b>3,212</b>	<b>4,363</b>	<b>4,289</b>	<b>3,114</b>
<b>EBIDTA Margin</b>	<b>15.6%</b>	<b>15.7%</b>	<b>15.7%</b>	<b>14.4%</b>	<b>12.1%</b>
Other Income	311	285	281	283	253
Depreciation	556	727	1,022	1,263	1,437
<b>EBIT</b>	<b>2,260</b>	<b>2,770</b>	<b>3,622</b>	<b>3,310</b>	<b>1,930</b>
<b>EBIT Margin</b>	<b>14.1%</b>	<b>13.5%</b>	<b>13.0%</b>	<b>11.1%</b>	<b>7.5%</b>
Finance Cost	662	703	939	977	1,044
<b>Profit before Tax</b>	<b>1,598</b>	<b>2,067</b>	<b>2,683</b>	<b>2,333</b>	<b>886</b>
<b>PBT Margin</b>	<b>10.0%</b>	<b>10.1%</b>	<b>9.6%</b>	<b>7.9%</b>	<b>3.4%</b>
Tax	525	701	912	497	247
<b>PAT</b>	<b>1,073</b>	<b>1,366</b>	<b>1,771</b>	<b>1,836</b>	<b>639</b>
<b>PAT Margin %</b>	<b>6.7%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>2.5%</b>
<b>Cash PAT</b>	<b>1,630</b>	<b>2,093</b>	<b>2,793</b>	<b>3,098</b>	<b>2,076</b>
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>10.2%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>8.1%</b>

# BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020	Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020			
<b>ASSETS</b>								
<b>Non-Current Assets</b>								
Property, plant and equipment								
	8,056	8,545	Equity Share Capital	378	378			
Capital work-in-progress	1,498	987	Other Equity	18,491	17,931			
Financial Assets								
Investments	16	12	<b>Total - Shareholders' funds</b>	<b>18,869</b>	<b>18,310</b>			
Other Financial Assets	2,668	3,003	<b>LIABILITIES</b>					
Other Non Current Assets	609	484	<b>Non-Current Liabilities</b>					
<b>Total - Non-Current Assets</b>	<b>12,847</b>	<b>13,031</b>	Financial Liabilities					
<b>Current Assets</b>			Borrowings	580	978			
Inventories	2,861	3,126	Lease Liability	189	192			
Financial Assets			Provisions	16	9			
Trade Receivables	6,198	6,448	Deferred Tax Liabilities (Net)	246	274			
Cash and Cash Equivalents	457	591	<b>Total - Non-Current Liabilities</b>	<b>1,032</b>	<b>1,452</b>			
Bank balances other than Cash and Cash equivalents	5,528	4,359	<b>Current Liabilities</b>					
Loans	107	105	Financial Liabilities					
Other Financial Assets	430	660	Borrowings	4,070	4,787			
Other Current Assets	8,021	8,475	Trade Payables	4,578	4,604			
<b>Total - Current Assets</b>	<b>23,603</b>	<b>23,764</b>	Lease Liabilities	172	146			
<b>TOTAL - ASSETS</b>	<b>36,450</b>	<b>36,795</b>	Other Financial Liabilities	3,129	3,655			
			Other Current Liabilities	4,600	3,841			
			<b>Total - Current Liabilities</b>	<b>16,550</b>	<b>17,033</b>			
			<b>TOTAL - EQUITY AND LIABILITIES</b>					
				<b>36,450</b>	<b>36,795</b>			

**For further information, please contact**



**J. Kumar**



**Company :**

**J Kumar Infraprojects Ltd.**

**Mr. Arvind Gupta (Chief Financial Officer)**

Ph: +91-22-67743555

Email: arvind.gupta@jkumar.com

[www.jkumar.com](http://www.jkumar.com)

**Investor Relation Advisors:**

**Marathon Capital Advisory Private Limited**

**Dr. Rahul Porwal**

Tel : +91-22-40030610 / + 91 9967576900

Email : [rahul@marathoncapital.in](mailto:rahul@marathoncapital.in)

[www.marathoncapital.in](http://www.marathoncapital.in)