



J. KUMAR INFRAPROJECTS LIMITED

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Email: investor.grievances@jkumar.com
Website: www.jkumar.com, CIN: L74210MH1999PLC122886

28th May, 2024

To,
The General Manager
Department of Corporate Services
BSE Ltd
Mumbai Samachar Marg
Mumbai - 400 001
Fax: 2272 2037 / 39 /41/61
Scrip Code: 532940
ISIN: INE576I01022

The Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Plot No .C/1, G- Block
Bandra- Kurla Complex, Bandra East
Mumbai-400 051
Fax No.26598237/8238
Scrip Name: JKIL

Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

Dear Sir's,

Pursuant to the provisions of the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation for the Audited Financial Statements, for the fourth quarter and year-to-date, ended as on 31st March, 2024

The said presentation will also be put up on the website of the Company.

Yours faithfully,

for J. Kumar Infraprojects Ltd

Poornima
Company Secretary

Enclosures: As Above



Dwarka Expressway Underpass



**J. Kumar
Infraprojects Limited**

**Investor Presentation
Q4 & FY24 Results Update**

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

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Vision 2027 – Billion \$ Company



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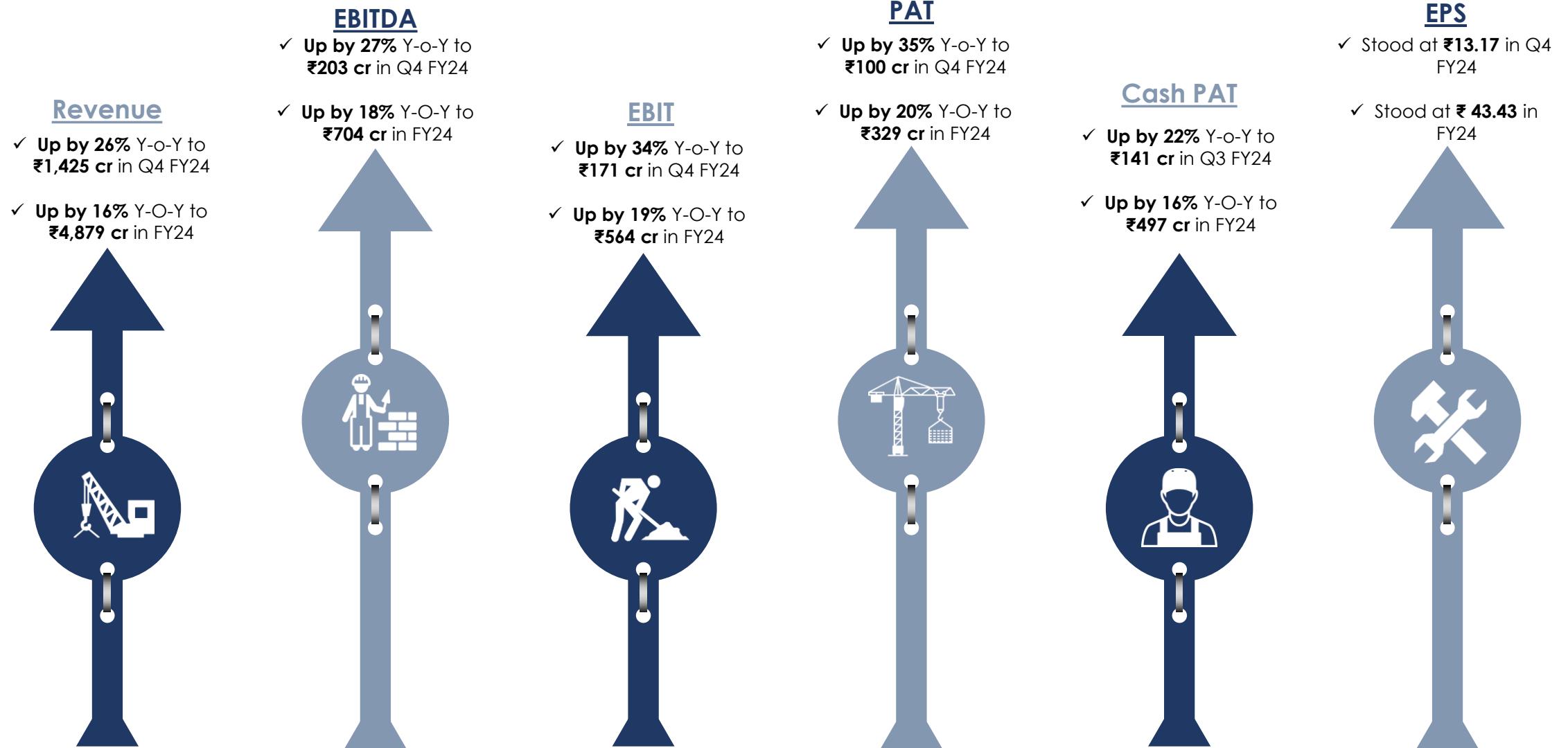
We dream... So we achieve...





Performance Highlights

Q4 & FY24 Key Financial Highlights (Standalone)



Q4 & FY24 Profit & Loss (Standalone)

Particulars (₹ In Cr)	Q4 FY24	Q4 FY23	Y-O-Y	Q3 FY24	FY24	FY23	Y-O-Y
Revenue from Operations	1,425	1,134	26%	1,219	4,879	4,203	16%
Cost of Material Consumed	937	742		776	3,170	2,784	
Construction Expenses	162	130		141	550	457	
Employee Expenses	89	80		102	369	309	
Administrative & Other Expenses	33	24		20	86	56	
EBITDA	203	159	27%	179	704	597	18%
EBITDA Margin	14.3%	14.1%		14.7%	14.4%	14.2%	
Other Income	9	9		7	28	30	
Depreciation	41	41		43	168	155	
EBIT	171	127	34%	143	564	473	19%
EBIT Margin	12.0%	11.2%		11.8%	11.6%	11.2%	
Finance Cost	37	27		33	124	99	
Profit before Tax	134	100	34%	111	441	374	18%
PBT Margin	9.4%	8.8%		9.1%	9.0%	8.9%	
Tax	34	26		28	112	99	
PAT	100	74	35%	83	329	274	20%
PAT Margin %	7.0%	6.5%		6.8%	6.7%	6.5%	
Cash PAT	141	115	22%	126	497	429	16%
Cash PAT Margin %	9.9%	10.1%		10.3%	10.2%	10.2%	

Balance Sheet (Standalone)

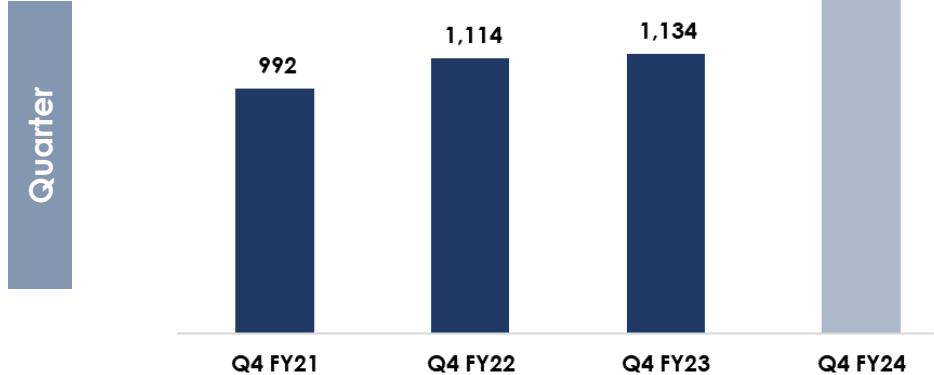
Particulars (₹ in Cr)	As at Mar 2024	As at Mar 2023	Particulars (₹ in Cr)	As at Mar 2024	As at Mar 2023			
ASSETS								
Non-Current Assets								
Property, plant and equipment	971	925	Equity Share Capital	38	38			
Capital work-in-progress	111	107	Other Equity	2,604	2,302			
Financial Assets			Total - Shareholders' funds	2,642	2,340			
Investments	1	1						
Other Financial Assets	330	398	LIABILITIES					
Other Non Current Assets	93	37	Non-Current Liabilities					
Total - Non-Current Assets	1,505	1,468	Financial Liabilities					
			Borrowings	113	83			
Current Assets			Lease Liability	10	15			
Inventories	481	393	Other Financial Liabilities	161	79			
Financial Assets			Provisions	-	0			
Trade Receivables	1,192	1,141	Deferred Tax Liabilities (Net)	15	23			
Cash and Cash Equivalents	103	65	Total - Non-Current Liabilities	299	200			
Bank balances other than Cash & Cash equivalents	401	312	Current Liabilities					
Loans	11	11	Financial Liabilities					
Other Financial Assets	167	108	Borrowings	463	434			
Other Current Assets	846	858	Trade Payables	586	630			
Total - Current Assets	3,202	2,887	Lease Liabilities	7	16			
			Other Financial Liabilities	236	175			
TOTAL - ASSETS	4,708	4,356	Other Current Liabilities	474	561			
			Total - Current Liabilities	1,767	1,816			
			TOTAL - EQUITY AND LIABILITIES	4,708	4,356			

Cash Flow (Standalone)

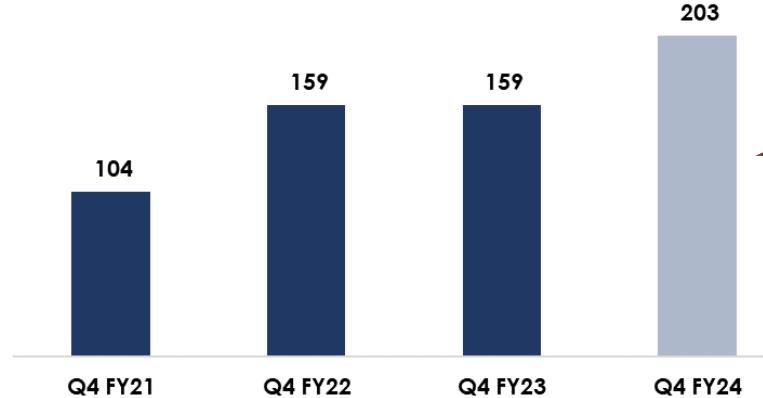
Particulars (₹ In Cr)	FY24	FY23
PBT	441	374
Adjustments	266	224
Operating profit before working capital changes	707	598
Changes in working capital	(250)	(323)
 Cash generated from operations	 457	 275
Direct taxes paid (net of refund)	(120)	(92)
 Net Cash from Operating Activities	 337	 183
 Net Cash from Investing Activities	 (193)	 (186)
 Net Cash from Financing Activities	 (105)	 (43)
 Net Change in cash and cash equivalents	 38	 (46)
Opening Cash Balance	65	111
 Closing Cash Balance	 103	 65

Robust Performance

Revenue (₹ Crores)

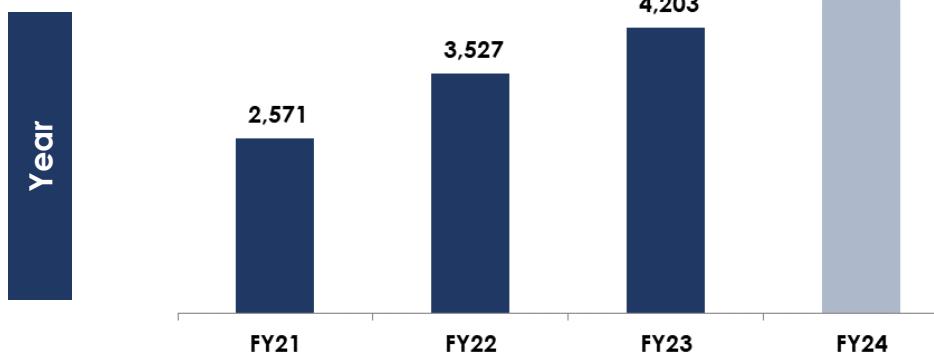


EBITDA (₹ Crores)



26%
Y-O-Y

27%
Y-O-Y

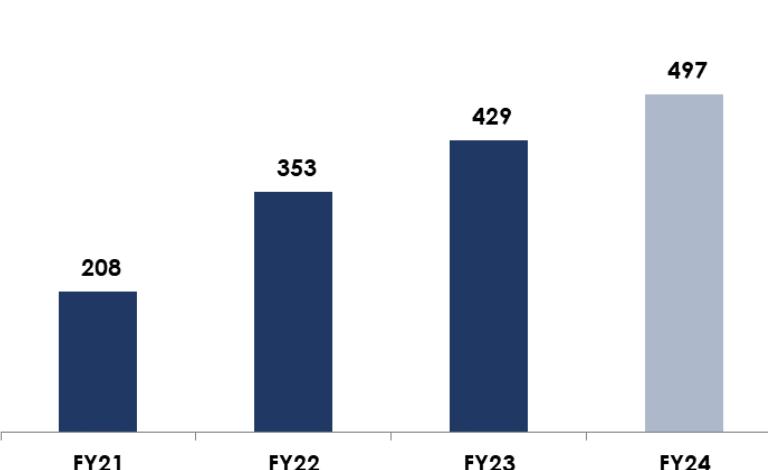
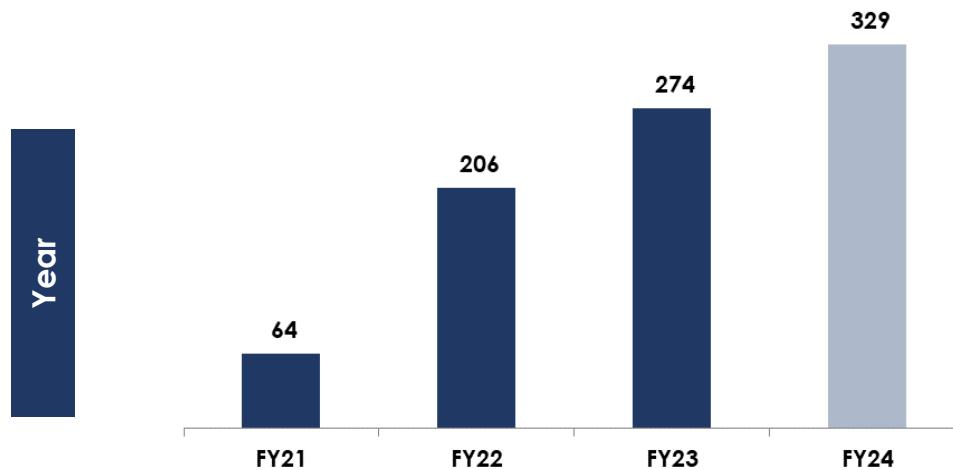
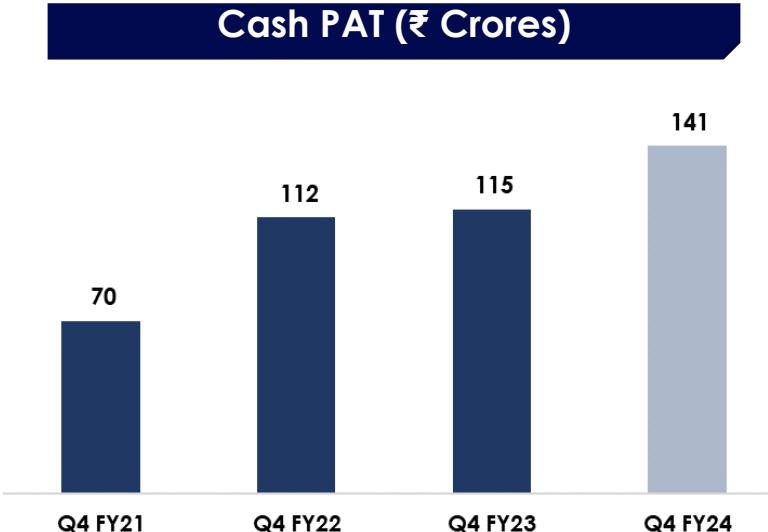
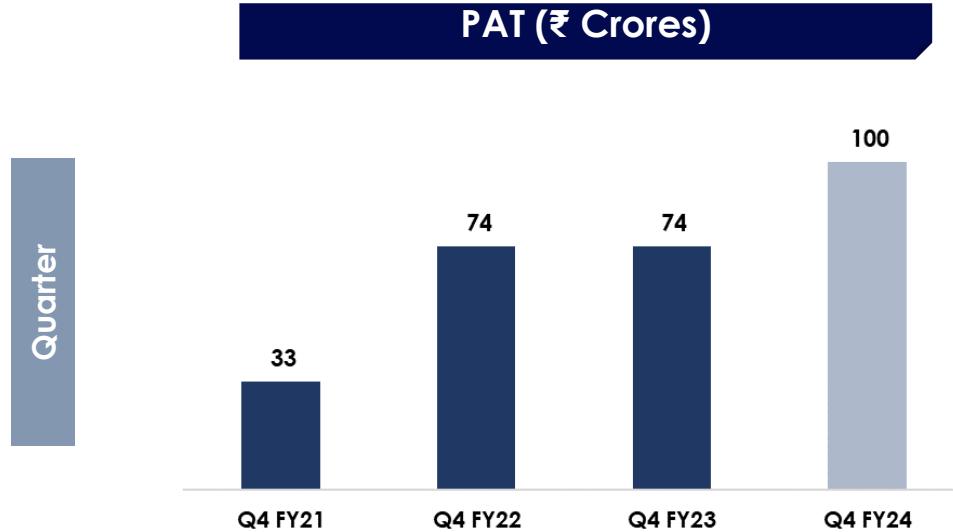


16%
Y-O-Y

18%
Y-O-Y

FOCUSED ON INNOVATION...DELIVERING EXCELLENCE

Robust Performance

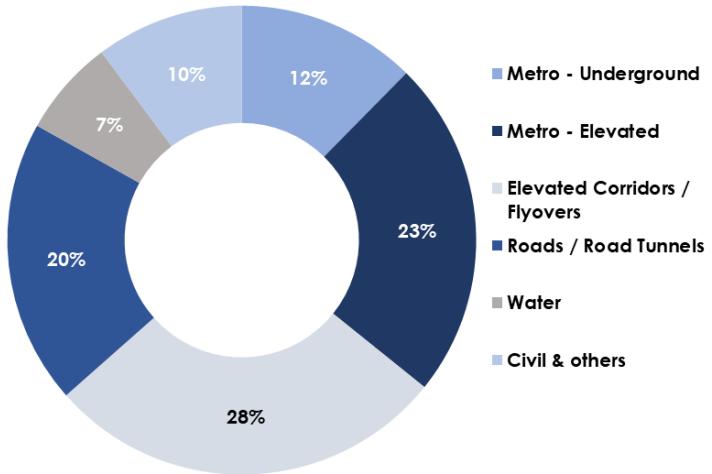


FOCUSED ON INNOVATION...DELIVERING EXCELLENCE

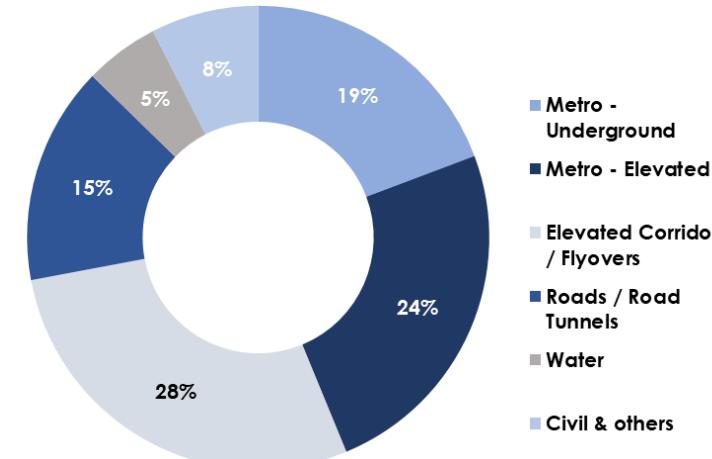
Revenue Breakup

Q4 FY 24

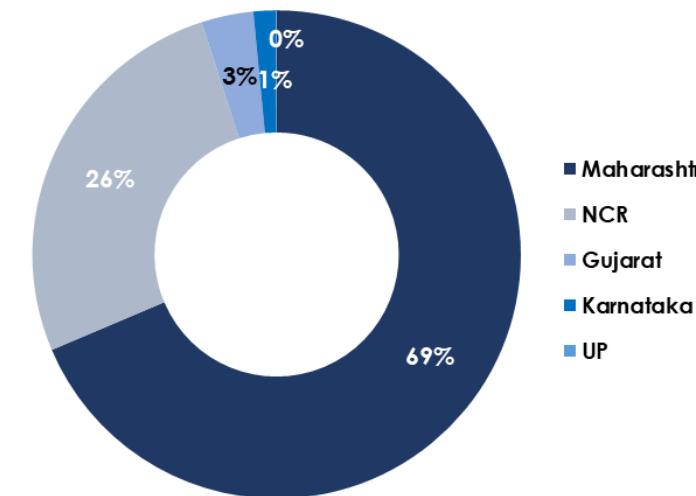
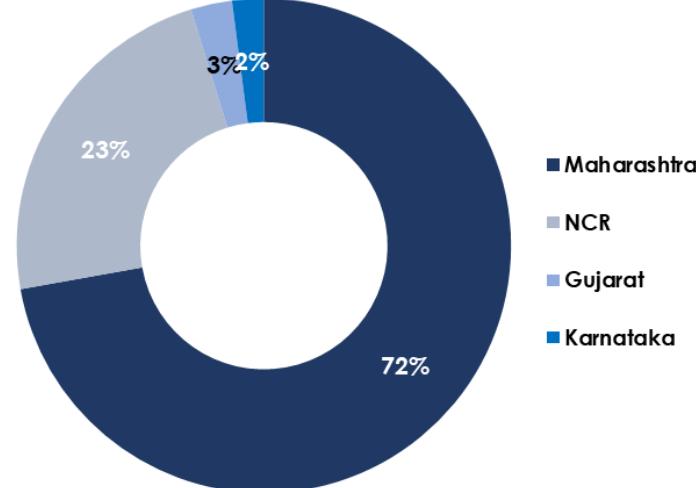
Segment Wise Breakup (%)



FY 24



Geographical Break up (%)



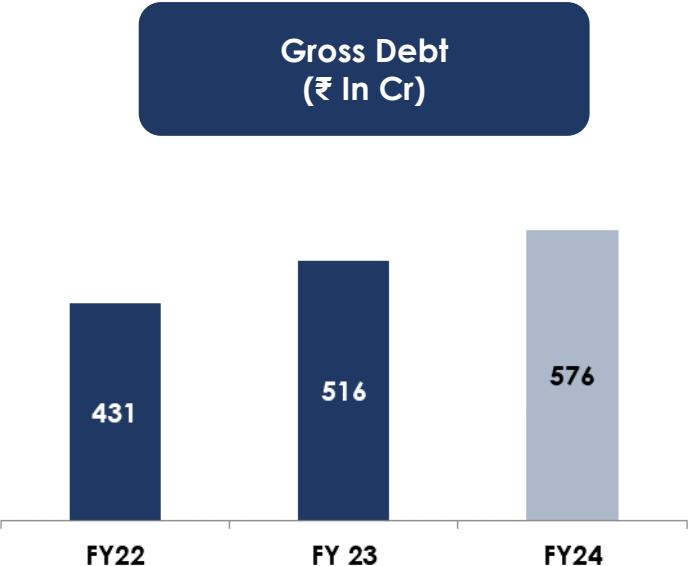
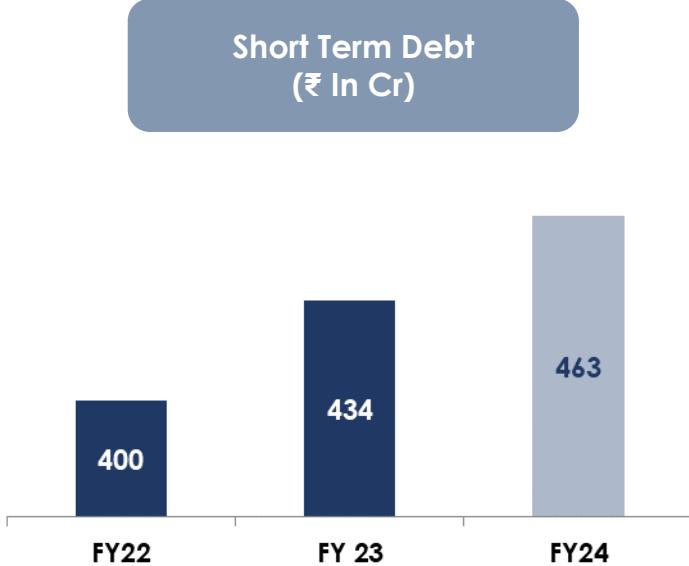
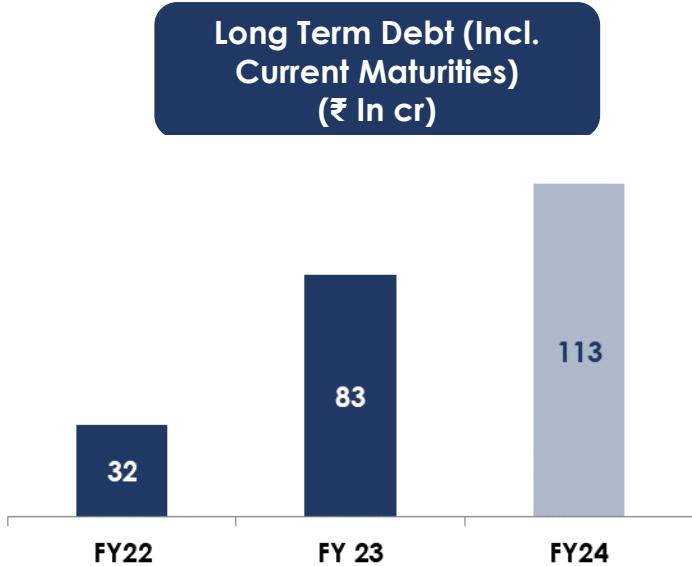
₹1,425 Cr

₹4,879 Cr

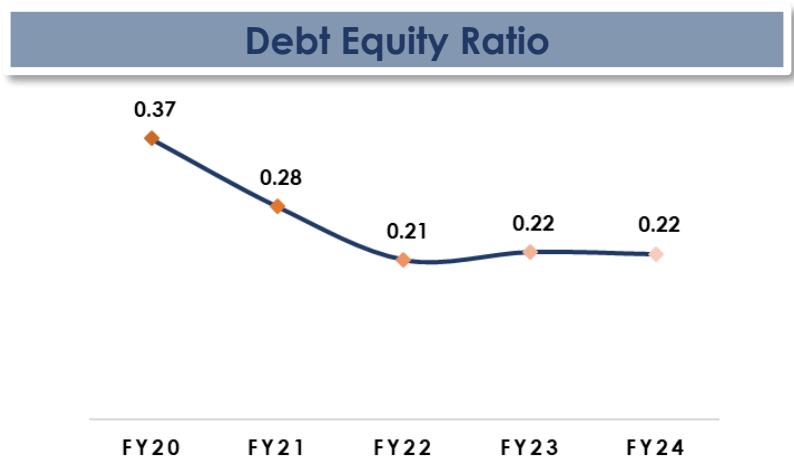
We dream... So we achieve...

FOCUSED ON INNOVATION...DELIVERING EXCELLENCE

Debt Profile



- Gross debt equity ratio within comfort level at 0.22x** as on Mar 31, 2024
- Net debt equity ratio at 0.04x** as on Mar 31, 2024
- Rated ICRA A+/ Stable for Fund based and Non Fund based limits**
- Focus to reduce debt in medium to long term and improve profitability and return ratio



Key Order Wins - FY24

Total Order Inflow during FY 24 - ₹ 11,810 crores

Goregaon Mulund Link Road (GMLR):

- Total project cost ₹ 6,301 crores, **JKIL share ₹ 3,088 crores** (excluding GST)
- Order from BMC for Design, Construction and Operation of Twin Tunnel from Film City Goregaon to Mulund (Amar Nagar, Khindipada) including Box Tunnel (Cut and Cover) at Film City
- Twin Tunnel of 4.7 kms each i.e. total of 9.4 Kms with 13 m finish diameter to be excavated through 14.6 m diameter of Tunnel Boring Machine (TBM) which is going to be the **largest diameter TBM driven Road Tunnel Project in INDIA**
- It is the fourth and the most important east- west link. It envisages road connectivity from Western Express Highway at Goregaon in the Western suburb to Eastern Express Highway at Mulund in the Eastern suburb.



Key Order Wins - FY24

Total Order Inflow during FY 24 - ₹ 11,810 crores

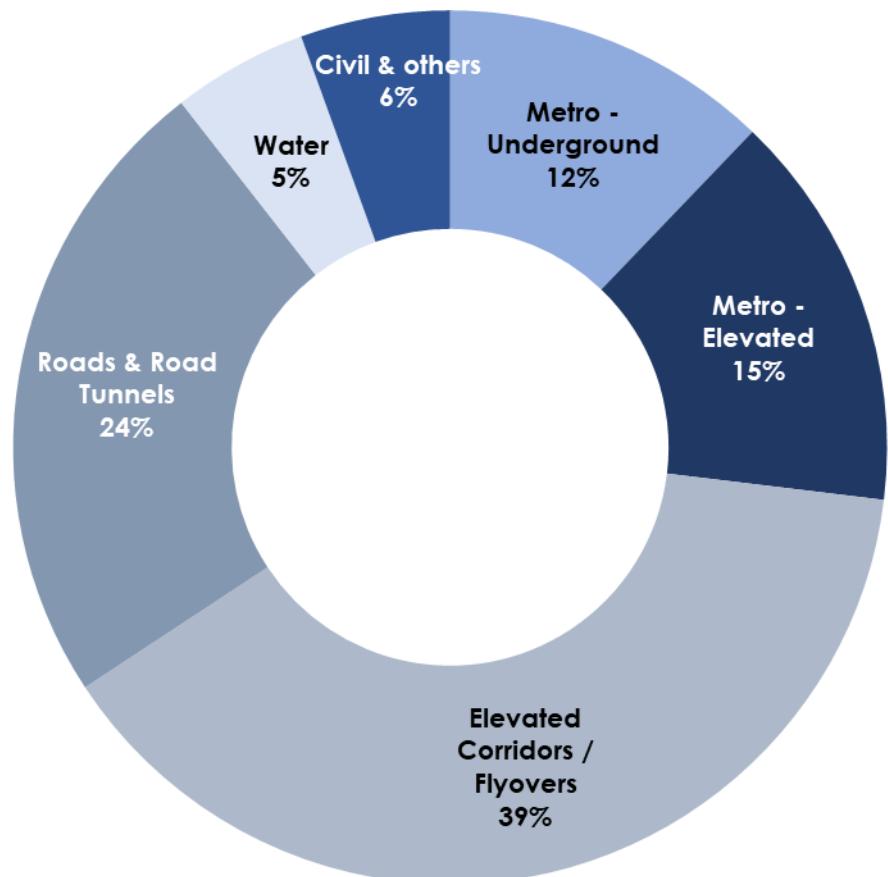
Chennai Elevated Corridor:

- Total project cost **₹ 3,570 crores** (excluding GST)
- Project awarded by NHAI for Construction of New Double Tier 4-lane Elevated Corridor from Chennai Port to Maduravoyal in Tamil Nadu.
- Total 4 Packages on EPC mode under Bharatmala Pariyojana
- 4 lanes access – controlled highway with a route alignment along Cooum River and NH-4
- Expressway will have 7 on-ramps for entry and off-ramps to exit and has a design capacity to handle 40,000 passenger cars a day
- Project duration is 30 months

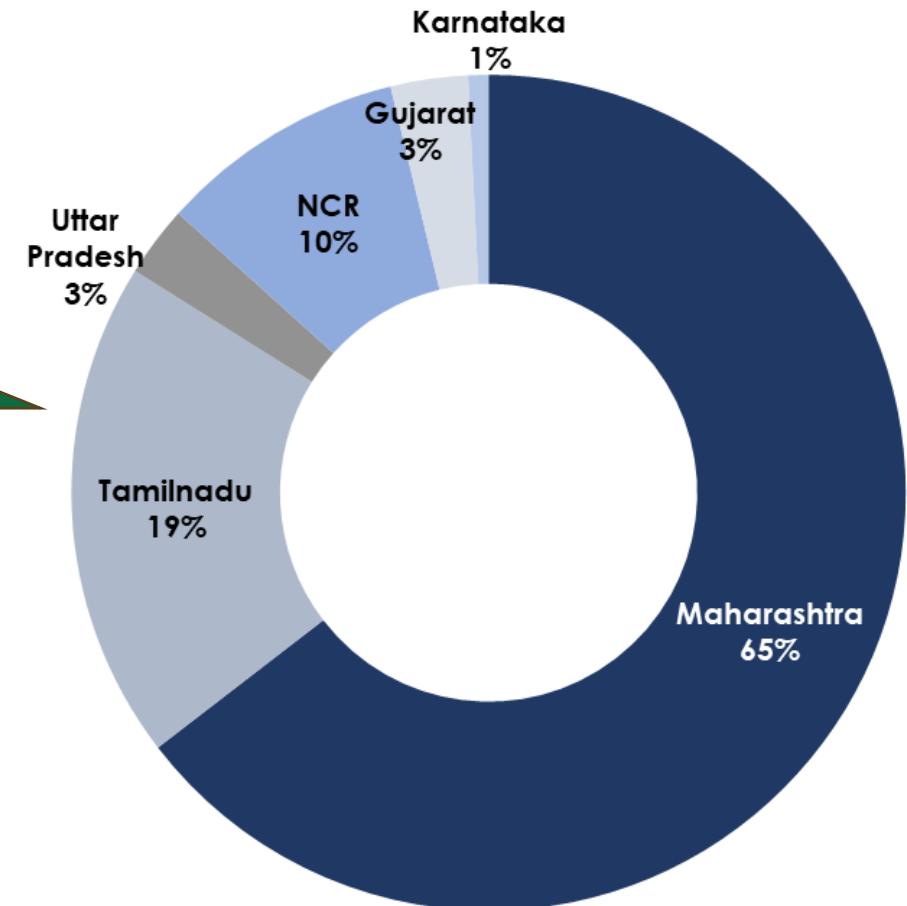


Order Book Analysis

Segment Wise Break-up (%)



Geographical Break-up (%)



We dream... So we achieve...



Company Overview

About J. Kumar Infraprojects

1999	PAN India Presence	Flyovers & Bridges	Metro Projects	Quality Execution	35+ Ongoing Projects	7,400*
Incorporated to undertake specialized work on EPC basis	Established presence in states of Maharashtra, NCR, Gujarat, Rajasthan UP, Tamil Nadu & Karnataka; Looking to expand in other states	Constructed most of the flyovers and skywalks in Mumbai	Amongst few construction companies qualified to undertake large Elevated & Underground Metro Projects	Delivering Quality Projects, Timely Completion, Ability to undertake Complex Project	Currently executing 30+ complex projects with an Order book of ₹ 21,011 crores	Strong Employee base * Including ~1,600 Engineers & Technical Staff



- J. Kumar embarked on its journey in 1980 under the visionary leadership of Mr. Jagdishkumar M. Gupta
- Rich legacy of more than 4 decades and strict financial discipline
- Execution marked by timely completion & good quality of projects
- Developed niche in field of urban infrastructure in India
- Present across Segments like Metros, Flyovers, Subways, Bridges, Roads, Water & Civil Construction

➤ ...43 years of Nation building

We dream... So we achieve...

Our Offerings



Metro

- Metro Underground
- Metro Elevated
- Metro Elevated Stations
- Metro Underground Stations
- Depots



Elevated Corridors / Flyover

- Elevated Corridors
- Flyovers
- Bridges
- Pedestrian Subways
- Skywalks
- Road Over Bridges



Roads & Road Tunnels

- Roads
- Highways
- Expressways
- Tunnels
- Airport Runways
- Road Tunnels



Civil & Others

- Hospital / Medical Colleges
- Railway Terminus & Stations
- Commercial buildings
- Sports Complex
- Other Civil Constructions



Water

- Sewage Treatment Plants
- River Fronts
- Tunnels
- Others

Our Growth Story

1999

Company Started its business

2008

Company Share Listed on NSE & BSE

2012

Awarded first Metro Project by DMRC worth ₹ 1,407 cr
UPRNNL Project of ₹ 519 cr

2015

Awarded Ahmedabad Metro Project - ₹ 278 cr
Fund raised through QIP of ₹ 409 cr

2017

Awarded Metro Projects in Mumbai amounting to ₹ 6,700 cr

2020

Awarded contracts worth ₹ 4,289 cr which includes ₹1,998 crore order from MMRDA on standalone basis

2022

Revenue crossed ₹ 3,500 cr
Awarded contracts worth ₹ 3,685 cr

2023

Revenue crossed ₹ 4,200 cr
Awarded contracts worth ₹ 2,652 cr

2024

Highest ever contracts awarded worth ₹ 11,810 crores in FY 24



Vision 2027 – Billion \$ Company

Towards a Billion \$ Revenue Company

Growth Envisaged in Order Book

₹ 21,011 cr

Order book as on
Mar 31, 2024

₹ 25,000+ cr

Expected Order Book in FY27

Focus segments

- Metro Projects
- Flyover, Bridges & Roads
- STP, Sewerage & Water Projects
- Tunnels
- Building & Hospitals

Metro projects to be the major contributor in terms of Revenue & Order Book

Strong Financial & Technical metrics

- | | |
|--|---|
| <ul style="list-style-type: none"> ➤ Improving Financial metrics ➤ Strengthen working capital cycle ➤ Strong Balance Sheet with focus on Debt Reduction | <ul style="list-style-type: none"> ➤ Fleet of modern equipment ➤ Talent pool ➤ Qualified for bigger ticket size projects |
|--|---|

**VISION
2027**

Billion \$ Revenue

**15% -16%
Operating Profit margin**

Fortifying our Business, Organization & Governance

Strengthening Business Organisation & Governance

Strengthening the Business

- Larger Complex projects
- Segment Diversification
- Geography Diversification
- Client Diversification
- Focus on owning high value equipment
- Better Financial Discipline
- Optimum Debt & Improving Credit rating
- Improved Innovation Technology & mechanization

Building the Organisation

- Individual Profit Centers
- Centralised Planning & Monitoring Group (CPMG)
- Adequate reporting hierarchy
- Appointed KPMG as consultants for revamping SOPs, strengthening processes
- Talent Identification
- ERP upgradation
- Paperless office
- Enhancement in MIS System

Reinforcing Governance

- Reconstituted the Board by induction of new independent directors
- Engagement with top consultants
- Various policies in place
- Risk Management Framework in place
- ESG / SHE & CSR
- Safety spend - ~1% of project cost
- Periodic training, Better facilities & Robust procedures for Safety, Health & Environment
- Thrust on education, health care & medical facilities

Key Strengths

Bidding Eligibility

- Built Bidding capacity for larger projects
- Amongst Top 5 EPC players eligible to undertake U/G Metro
- Bid for High speed rail package

Larger Project Execution

- Undertaking & Execution of Large & complex projects such as Mumbai Metro, Delhi Metro , JNPT, Dwarka Expressway

Timely Completion

- Impeccable Track record of completing complex projects within the stipulated time

Metro Project Capability

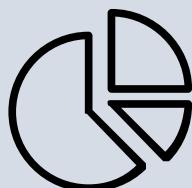
- One of the few companies having entered metro projects that have grown & survived
- Amongst few companies qualified to undertake Elevated & Underground Metro
- Undertook first metro project in Mumbai in 2012
- Significant share of Mumbai Metro projects are with J. Kumar

In-house Equipment Bank

- Only company in India owning 8 TBMs
- Sustained investment in cutting-edge technologies
- Better Asset churn

Strengthened Organization

- Strong & Experienced Leadership
- Rich talent pool of professionals & technical experts
- Hired Expats for U/G Metro projects & Road Tunnels



Strong Performance

Consistent Increase in Revenue & Order Book with a CAGR of ~22% (2008 – 2024)

Net debt-free Company

Strong Credit Rating

Stable & improving margins despite increasing revenues

One of the few infrastructure companies with PAT margin of ~6.5%



Business Overview

Major Completed Projects



Mumbai Metro Line 2A



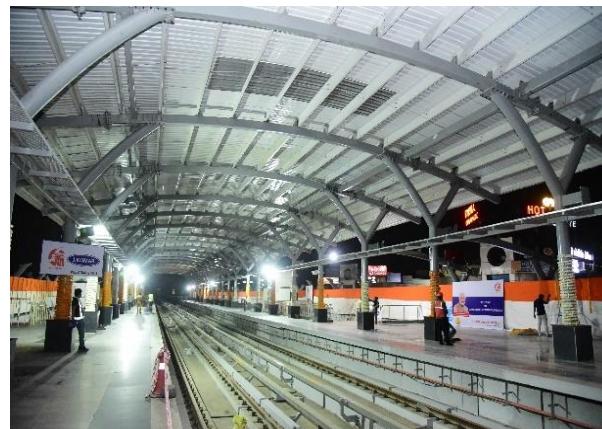
Mumbai Metro Line 7



Delhi Underground Metro



Delhi Elevated Metro



Ahmedabad Metro



ESIC Hospital Cum Medical College- Alwar

Major Completed Projects



JNPT - Mumbai



Panjarapol Flyover



Grant road Skywalk



Amar Mahal Flyover



Chheda Nagar Flyover Part 1



BKC- Chunabhatti Flyover

Major Ongoing Projects



Mumbai Underground Metro Line 3



Mumbai Metro Line 9



Pune Elevated Metro



Mumbai Metro Line 4A



Mumbai Metro Line 6



Pune Underground Metro

Major Ongoing Projects



Motagaon Creek Bridge



Dwarka Expressway



Chhedanagar Flyover



Kalwa Bridge Thane



SCLR Flyover



Sewri Worli Elevated

Major Ongoing Projects



RML, Lucknow



Vadodara Mumbai Expressway, IRCON



Pune Riverfront



Airoli Flyover



Delhi Metro



Dwarka Expressway

Fleet of Modern Equipment

TBM Machine



Dumper / Tipper



Launching Girder



Piling Machine



RMC Plant



Bitumen Plant



Casting Yard



Segment Rolling



Straddle Carrier



Prestigious Client & Vendors

METRO & RAILWAYS & CIVIL



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड
DELHI METRO RAIL CORPORATION LTD.



FLYOVER & BRIDGES & ROADS



VENDORS





Management Overview

Experienced & Visionary Leadership



Mr Kamal J Gupta

Managing Director

- Bachelor in Civil Engineering, joined JKIL in 1996 having 27 years of experience
- Instrumental in Company's foray into Metro segment, spearheaded in design and construction of U/G Metro line 3 including 7 U/G stations
- Played key role in developing Urban Flyovers vertical & construction of various national highways & civil construction projects



Mr Jagdish Kumar Gupta

Executive Chairman

- 50+ years of experience in Infrastructure sector
- First generation entrepreneur who led the company in undertaking projects of varied complexities and scale
- His vision, passion, zeal and indefatigable energy has been instrumental in shaping the company's growth path



Dr Nalin J Gupta

Managing Director

- Commerce Graduate & Member of Indian Institution of Bridge Engineer, Joined JKIL in 1995 having 28 years experience
- Lead new initiatives by venturing into Metro Elevated and U/G Projects, GMLR
- Completed various projects like Metro, River Bridges, Flyovers, Cable-stayed Bridges, Segmental Bridges, ROBs

Board of Directors

Mr. Raghav Chandra



- Masters in Public Administration from Harvard University, USA. He is MSc. in Mathematics.
- 1982 batch IAS, held key positions with Central Govt such as Chairman NHAI.
- Awarded with the "Man of the Year" Award by Construction World Magazine in 2016.
- Former Principal Secretary, Urban Development, MD MPSIDC, CEO Housing Board, Govt of M.P.

Independent Director

Mr. Sidharath Kapoor



- Chartered Accountant (rank holder), CS and GAMP from ISB.
- He is currently on the Board of Noida International Airport; Advisor-AIF SBI MF.
- Track record of over two decades in strategic leadership and leading complex businesses.
- Successfully led complex infrastructure businesses including Airports, Renewable Energy, Oil & Gas, Pipelines, etc.

Independent Director

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.

Independent Director

Board of Directors

Mr. Ramesh Kumar Choubey



- Associated with Indian Revenue Services (IRS) from 1990 to 2023 and is Retired as Chief Commissioner of Income Tax (Central)-2, Mumbai.
- Completed 33 years of Government Service with a stellar, unblemished record covering procedural and practical aspects of assessment, vigilance, investigation, training, appeal and administration in the department

Independent Director

Mr. Praveen Ghag



- Associated with our Company since 12 years and has worked in the areas of several strategic organizational development initiatives and change management processes and Human Resources (HR) planning.
- Overseeing the Company's talent lifecycle and development including all aspects of HR Operations

Director - Compliance

Strong Focused Management Team

Shaibal Roy

Ex Vice President - Projects

Eapen John

General Manager - IT

Iftekhar Ahmed

Head - Projects

Sachin Sabnis

Head - Procurement

Sachin Naik

Vice President - Projects

Mayank Kumar Jain

Head Transportation-
Projects

K.K. Pathak

Head QA QC

Poornima Chintakindi

Company Secretary &
Compliance Officer

Rajan Sharma

Head - Projects

Mukesh Jain

AVP – Accounts &
Finance

Arvind Gupta

Vice President - Taxation

Rajendra Sharma

Head - CPMG

Prashant Joshi

Vice President - CPMG

Anil Salunke

Head – HR & Admin

R.B. Singh

Regional GM - Projects



Historical Financials

Profit & Loss (Standalone)

Particulars (₹ In Cr)	FY20	FY21	FY22	FY23	FY24	CAGR
Revenue from Operations	2,971	2,571	3,527	4,203	4,879	13%
Cost of Material Consumed	1,817	1,612	2,268	2,784	3,170	
Construction Expenses			418	457	550	
Employee Expenses	299	231	279	309	369	
Other Expenses	426	416	58	56	86	
EBITDA	429	311	505	597	704	13%
EBITDA Margin	14.4%	12.1%	14.3%	14.2%	14.4%	
Other Income	28	25	25	30	28	
Depreciation	126	144	147	155	168	
EBIT	331	193	383	473	564	14%
EBIT Margin	11.1%	7.5%	10.8%	11.2%	11.6%	
Finance Cost	98	104	100	99	124	
Profit before Tax	233	89	283	374	441	17%
PBT Margin	7.9%	3.4%	8.0%	8.9%	9.0%	
Tax	50	25	77	99	112	
PAT	184	64	206	274	329	16%
PAT Margin %	6.2%	2.5%	5.8%	6.5%	6.7%	
Cash PAT	310	208	353	429	497	
Cash PAT Margin %	10.4%	8.1%	10.0%	10.2%	10.2%	

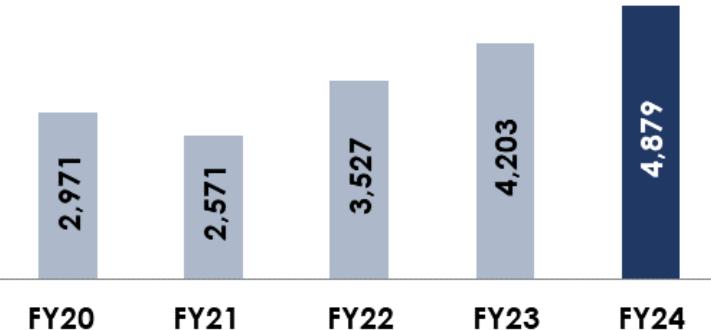
Balance Sheet (Standalone)

Particulars (₹ in Cr)	As at Mar 2024	As at Mar 2023	As at Mar 2022
ASSETS			
Non-Current Assets			
Property, plant and equipment	971	925	790
Capital work-in-progress	111	107	152
Financial Assets			
Investments	1	1	2
Other Financial Assets	330	398	299
Other Non Current Assets	93	37	46
Total - Non-Current Assets	1,505	1,468	1,289
Current Assets			
Inventories	481	393	366
Financial Assets			
Trade Receivables	1,192	1,141	888
Cash and Cash Equivalents	103	65	111
Bank balances other than Cash & Cash equivalents	401	312	262
Loans	11	11	12
Other Financial Assets	167	108	100
Other Current Assets	846	858	916
Total - Current Assets	3,202	2,887	2,655
TOTAL - ASSETS	4,708	4,356	3,944

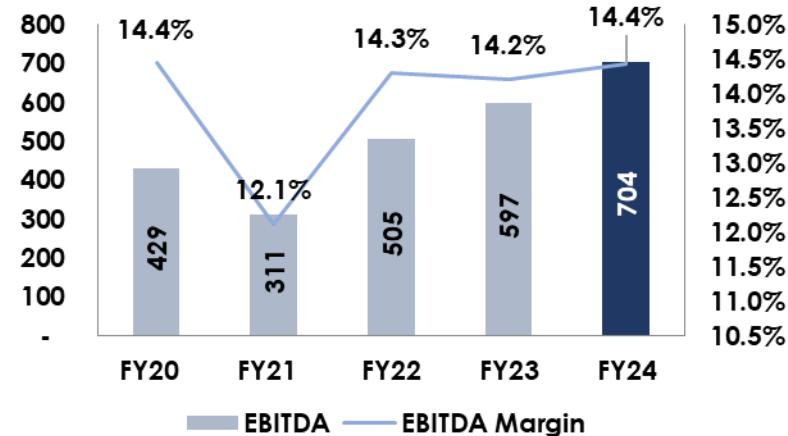
Particulars (₹ in Cr)	As at Mar 2024	As at Mar 2023	As at Mar 2022
EQUITY AND LIABILITIES			
Equity			
Equity Share Capital	38	38	38
Other Equity	2,604	2,302	2,049
Total - Shareholders' funds	2,642	2,340	2,087
LIABILITIES			
Non-Current Liabilities			
Financial Liabilities			
Borrowings	113	83	32
Lease Liability	10	15	21
Other Financial Liabilities	161	79	68
Provisions	-	0	2
Deferred Tax Liabilities (Net)	15	23	24
Total - Non-Current Liabilities	299	200	146
Current Liabilities			
Financial Liabilities			
Borrowings	463	434	400
Trade Payables	586	630	573
Lease Liabilities	7	16	19
Other Financial Liabilities	236	175	161
Other Current Liabilities	474	561	558
Total - Current Liabilities	1,767	1,816	1,711
TOTAL - EQUITY AND LIABILITIES	4,708	4,356	3,944

Key Financial Indicators (Standalone)

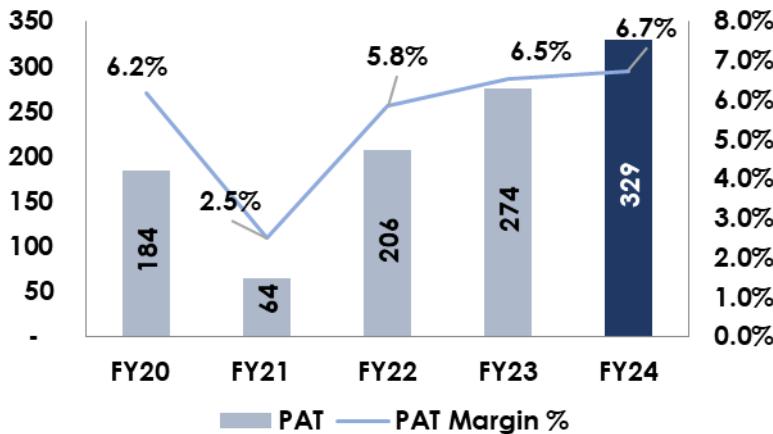
Revenue from Operations ₹ Cr



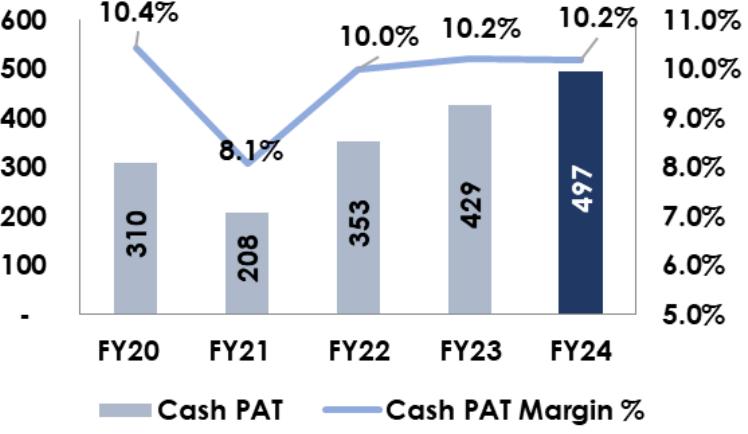
EBITDA ₹ Cr



PAT ₹ Cr



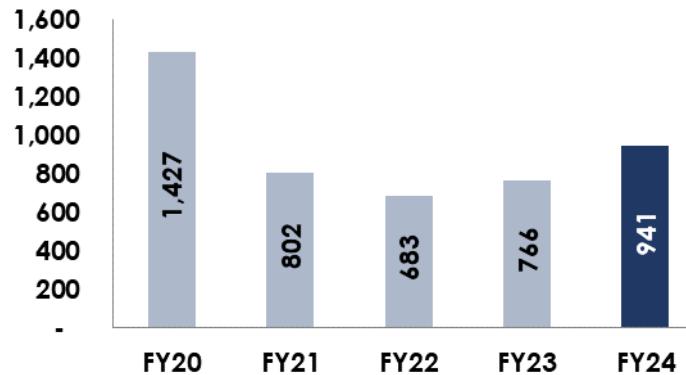
Cash PAT ₹ Cr



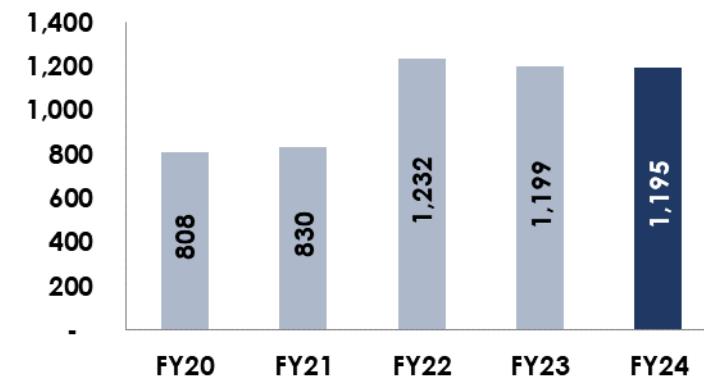
Revenue – Key Contributors



METRO - UNDERGROUND (₹ cr)



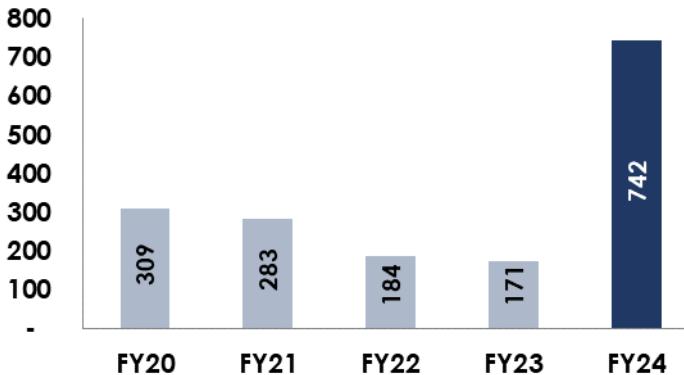
METRO - ELEVATED (₹ cr)



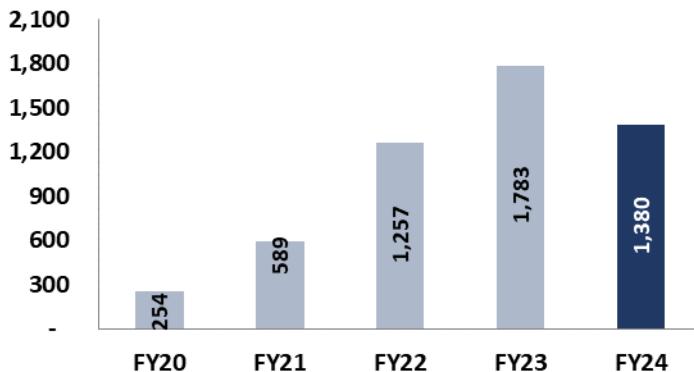
Revenue – Key Contributors



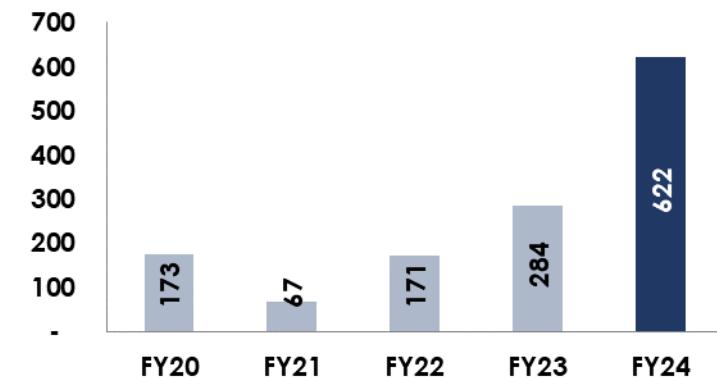
ELEVATED CORRIDORS/ FLYOVERS (₹ cr)



ROADS & ROAD TUNNELS (₹ cr)

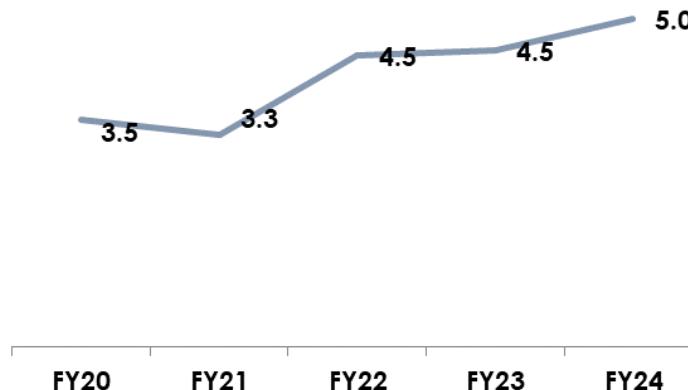


WATER, CIVIL & OTHERS (₹ cr)

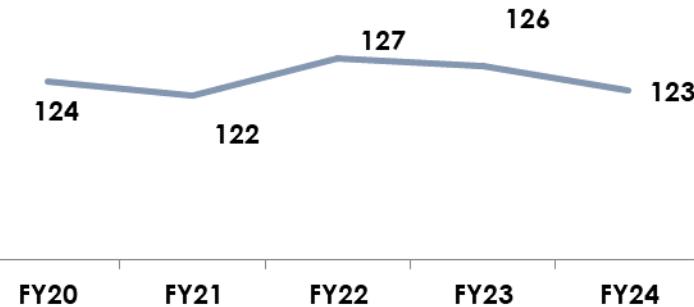


Strong Financial Metrics

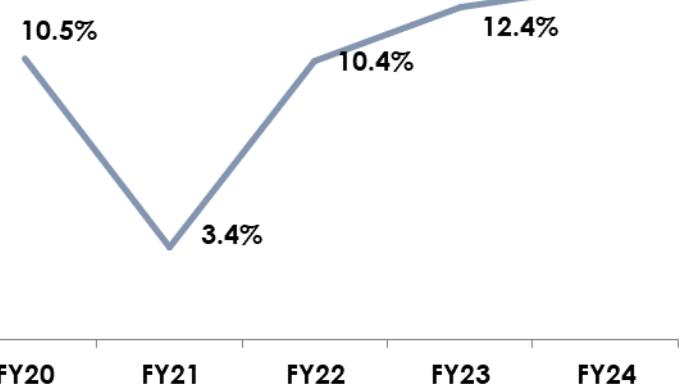
Asset Turnover Ratio



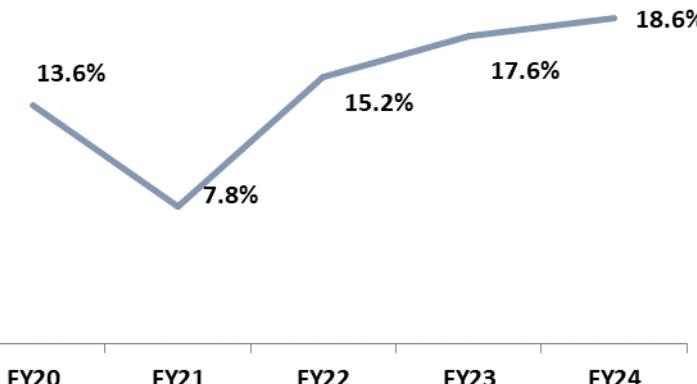
Working Capital Days



ROE



ROCE

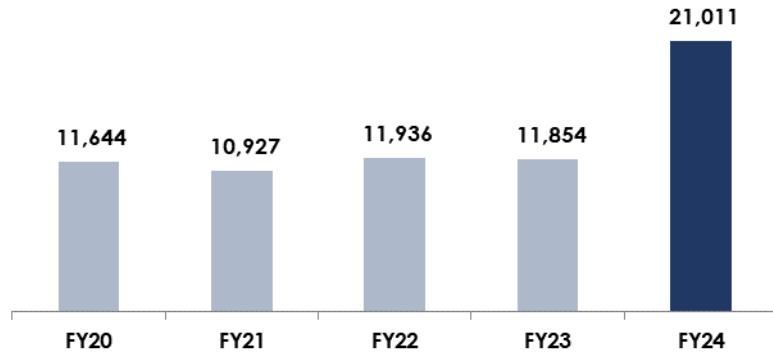


FOCUSED ON INNOVATION...DELIVERING EXCELLENCE

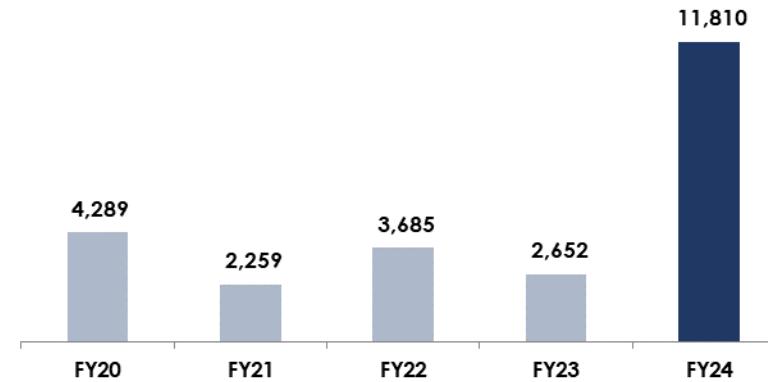
We dream... So we achieve...

Order Book as on March 31, 2024

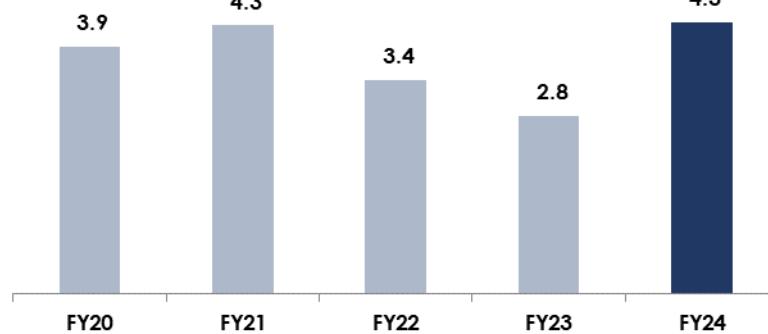
Order Book (₹ crores)



Order Inflow (₹ crores)



Order Book to Sales (x)





Artist's image of unique cable stayed bridge design crossing over Vakola flyover .. part of ongoing SCLR project in Mumbai

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Thank You

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