



J. Kumar Infraprojects Ltd.

We dream... So we achieve...

Q4 & FY21 Result Update



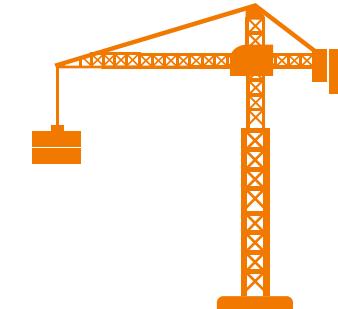
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01 BUSINESS UPDATE & OUTLOOK



02 KEY FINANCIAL HIGHLIGHTS

03 CORPORATE OVERVIEW

04 MANAGEMENT

05 STRATEGIC PRIORITIES

06 HISTORICAL FINANCIAL



BUSINESS UPDATE & OUTLOOK

01



Workmen Availability

Workmen availability improved to pre Covid level starting Oct 2020 but was slowly impacted starting from March FY21.

02



Order Book

- Order Book at the end of FY21 stood at ₹ 1,09,273 million
- Awarded project totalling ₹ 22,594 mn during FY21.

03



Order Wins amid pandemic

Awarded project by GMRC worth ₹ 9,418 mn during Q4 FY21

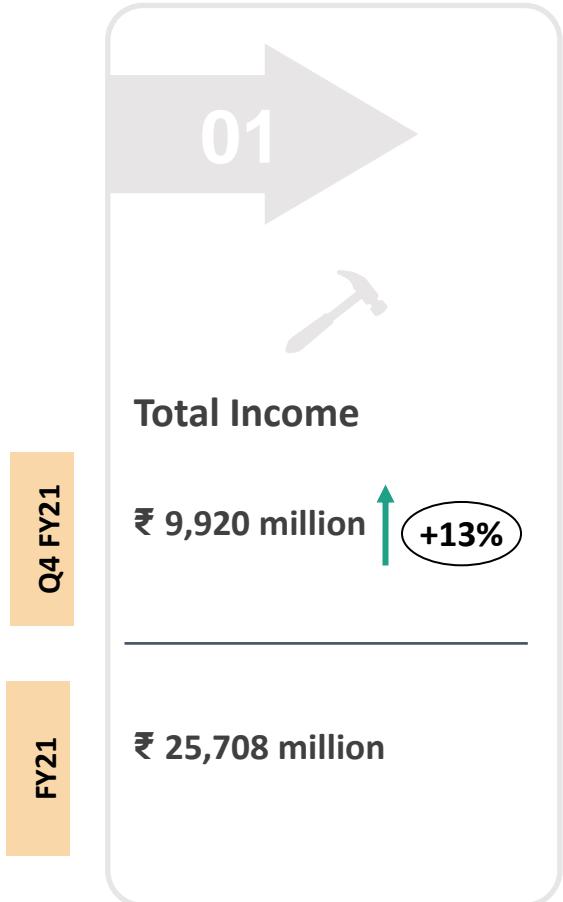
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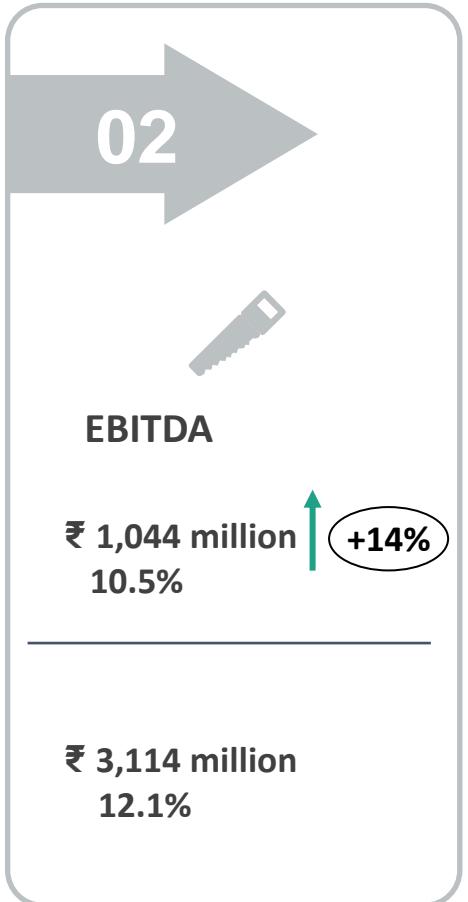
Balance Sheet Focus

- Strong cash flow management by focusing on collection and improving working capital utilisation
- Focus on maintaining the Debt levels within broad parameters. Company is Net Debt free.

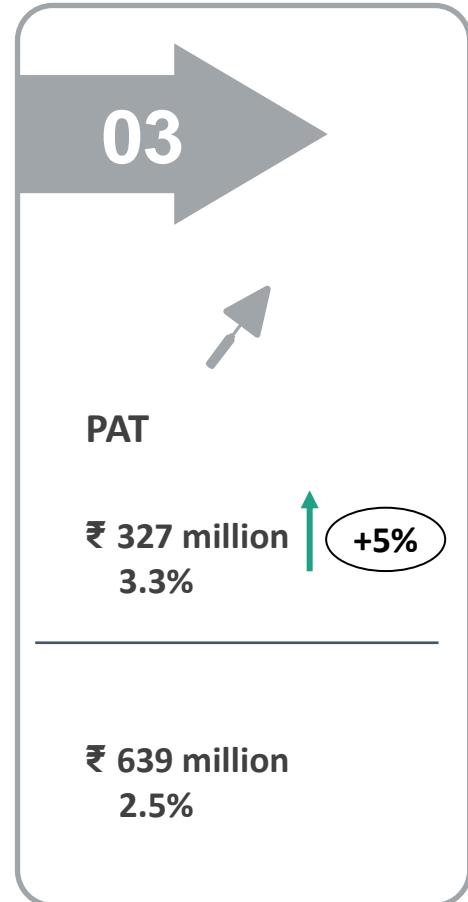
KEY FINANCIAL HIGHLIGHTS



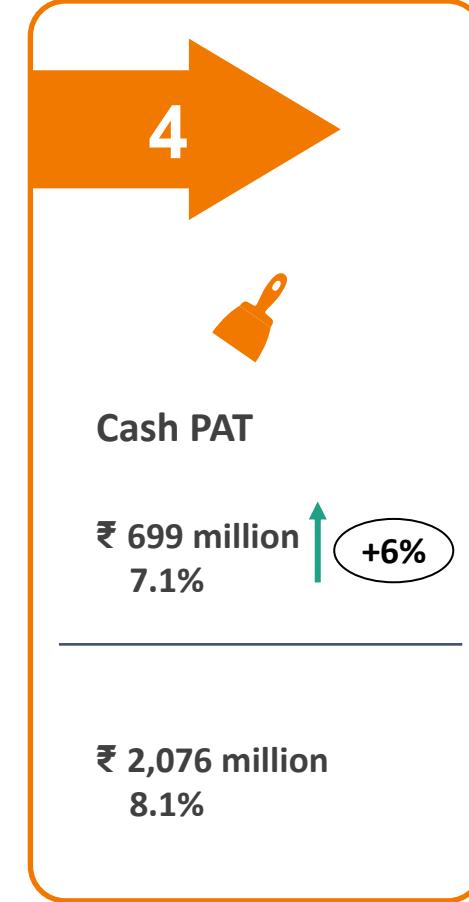
FY21



FY21



FY21

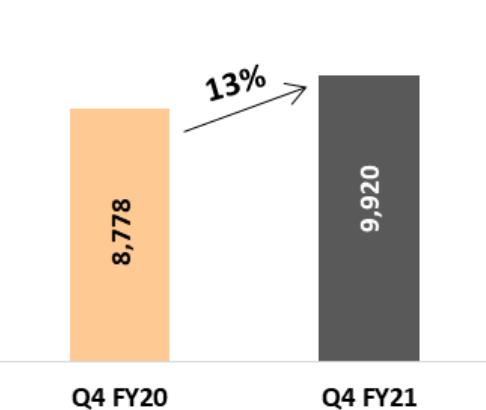


FY21

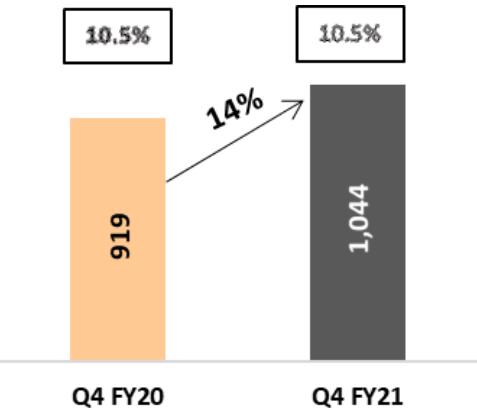


PERFORMANCE HIGHLIGHTS Q4 FY21 & FY21

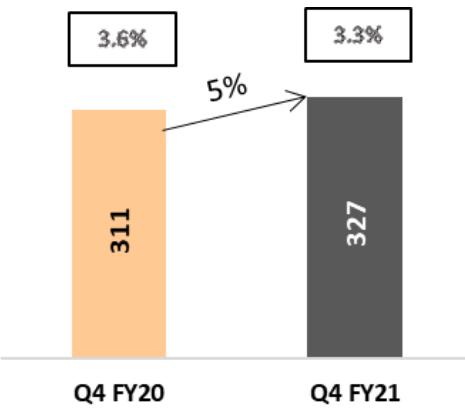
Revenue ₹ Mn



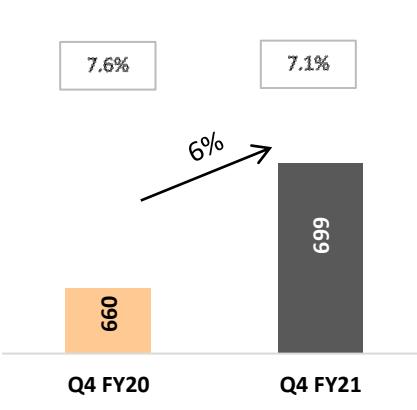
EBIDTA ₹ Mn



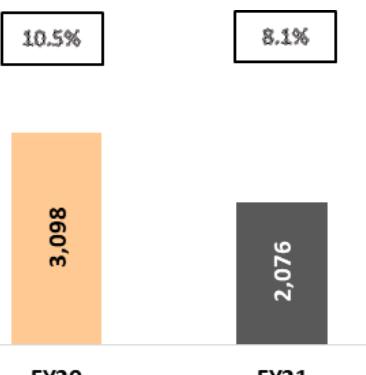
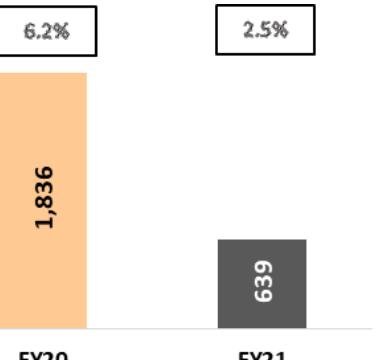
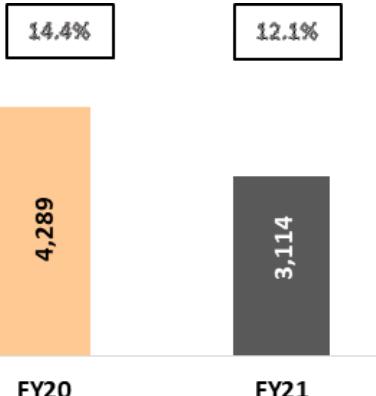
PAT ₹ Mn



CASH PAT ₹ Mn

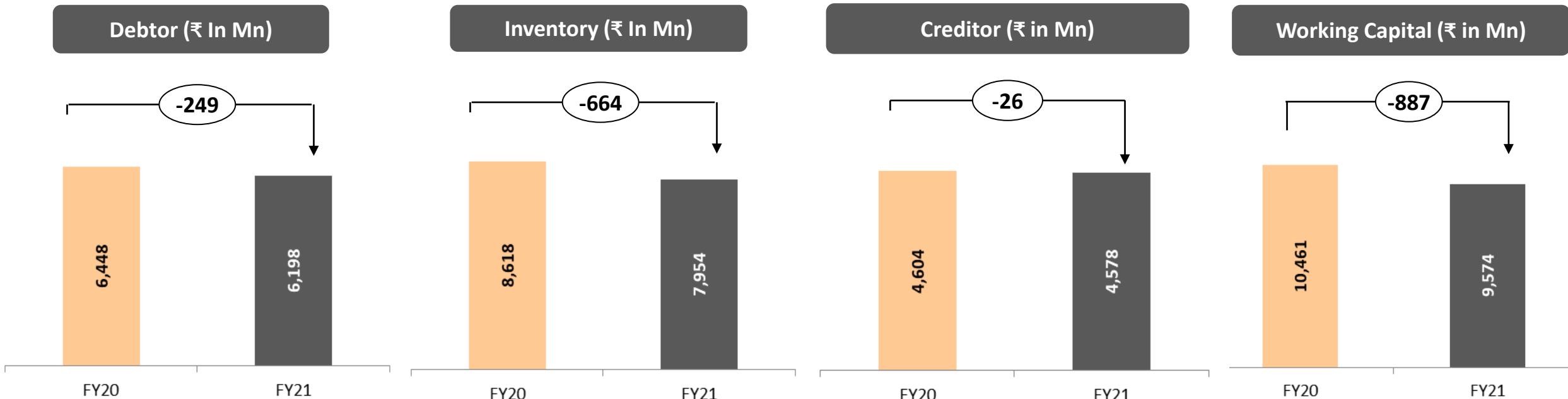


Q4 FY21



FY21

WORKING CAPITAL EFFORTS



- **Witnessed improvement in Working Capital despite pandemic condition**
- Debtors decreased from ₹ 6,448 mn in FY20 to ₹ 6,198 mn in FY21.
- Focused measures helped us in reducing the inventory levels including contract assets.
- Net Working Capital utilization reduced from ₹ 10,461 mn in FY 20 to ₹ 9,574 mn in FY21

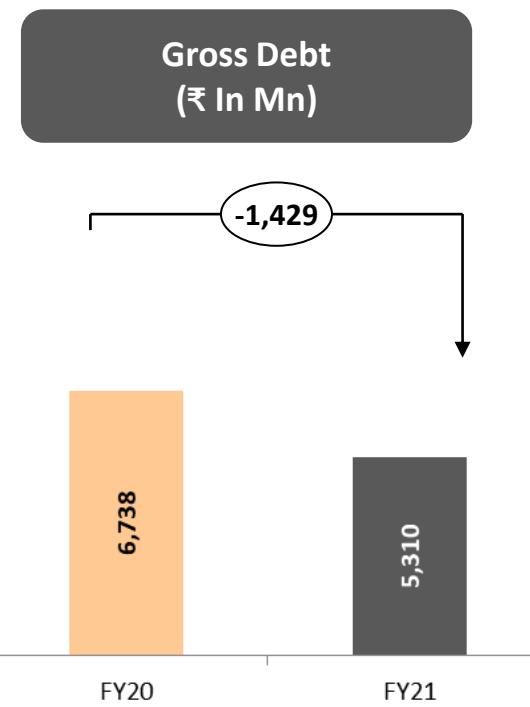
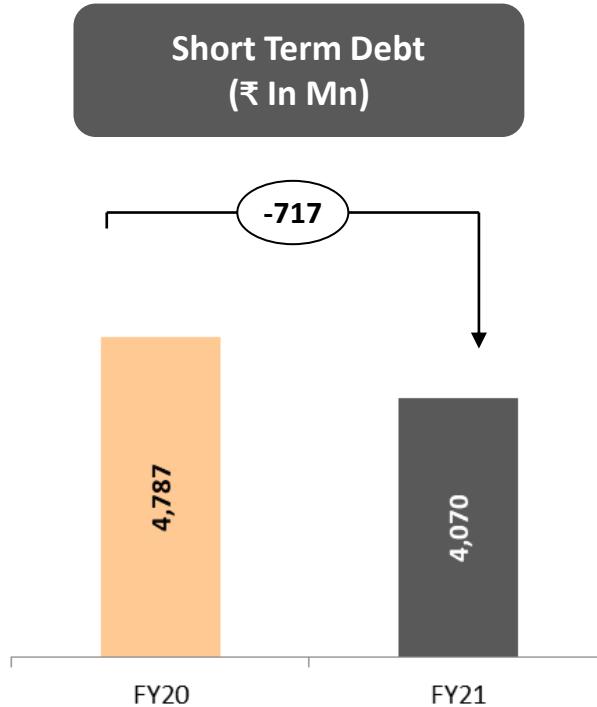
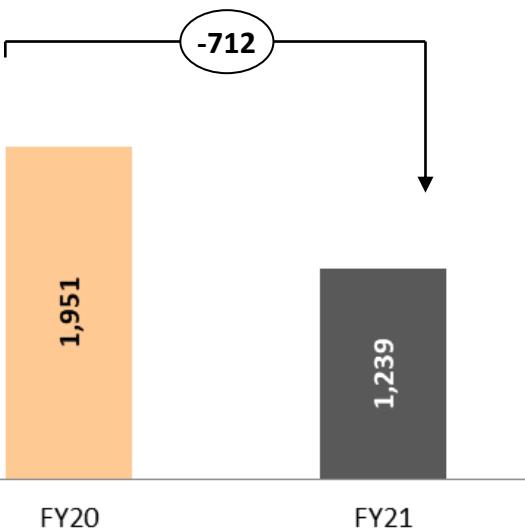
REDUCING DEBT LEVEL

**Long Term Debt (Incl.
Current Maturities)
(₹ In Mn)**

**Short Term Debt
(₹ In Mn)**

**Gross Debt
(₹ In Mn)**

**Net Debt
(₹ in Mn)**



- **Reduced debt level in one of the toughest year for industry**
- Reduction in both short term and long term debt levels leading to overall reduction in gross debt level by ₹ 1,429 mn during FY21.
- Focused measures helped us in reducing the working capital levels without corresponding increase in debt levels.
- The Company has became Net Debt free in FY21.

FINANCIAL Q4 FY21 & FY21

Particulars (₹ In Mn)	Q4 FY21	Q4 FY20	Y-O-Y	Q3 FY21	FY21	FY20	Y-O-Y
Revenue from Operations	9,920	8,778	13%	8,162	25,708	29,705	-13%
Cost of Material Consumed	6,567	5,702		5,125	16,121	18,169	
Employee Expenses	798	823		658	2,312	2,987	
Other Expenses	1,511	1,334		1,224	4,162	4,260	
Ebitda	1,044	919	14%	1,155	3,114	4,289	-27%
Ebitda Margin	10.5%	10.5%		14.1%	12.1%	14.4%	
Other Income	65	80		69	253	283	
Depreciation	372	350		361	1,437	1,263	
Ebit	736	650	13%	862	1,930	3,310	-42%
Ebit Margin	7.4%	7.4%		10.6%	7.5%	11.1%	
Finance Cost	292	247		245	1,044	977	
Profit before Tax	444	403	10%	617	886	2,333	
PBT Margin	4.5%	4.6%		7.6%	3.4%	7.9%	
Tax	117	93		168	247	497	
PAT	327	311	5%	449	639	1,836	-65%
PAT Margin %	3.3%	3.5%		5.5%	2.5%	6.2%	
Cash PAT	699	660	6%	810	2,076	3,098	-33%
Cash PAT Margin %	7.1%	7.5%		9.9%	8.1%	10.4%	

BALANCE SHEET AS AT MARCH 31, 2021

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020	Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020			
ASSETS								
Non-Current Assets								
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	Total - Shareholders' funds	18,869	18,310			
Other Financial Assets	2,668	3,003	LIABILITIES					
Other Non Current Assets	609	484	Non-Current Liabilities					
Total - Non-Current Assets	12,847	13,031	Financial Liabilities					
Current Assets			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	Total - Non-Current Liabilities	1,032	1,452			
Bank balances other than Cash and Cash equivalents	5,528	4,359	Current Liabilities					
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			
Total - Current Assets	23,603	23,764	Lease Liabilities	172	146			
TOTAL - ASSETS	36,450	36,795	Other Financial Liabilities	3,129	3,655			
TOTAL - EQUITY AND LIABILITIES			Other Current Liabilities	4,600	3,841			
			Total - Current Liabilities	16,550	17,033			
			TOTAL - EQUITY AND LIABILITIES					
				36,450	36,795			

CASH FLOW STATEMENT FOR MARCH 31, 2021

Particulars (₹ In Mn)	FY21	FY20
PBT	886	2,333
Adjustments	2,296	2,010
Operating profit before working capital changes	3,182	4,343
Changes in working capital	902	(821)
Cash generated from operations	4,084	3,523
Direct taxes paid (net of refund)	(396)	(934)
Net Cash from Operating Activities	3,687	2,588
Net Cash from Investing Activities	(1,113)	(1,226)
Net Cash from Financing Activities	(2,708)	(1,475)
Net Change in cash and cash equivalents	(134)	(113)
Opening Cash Balance	591	704
Closing Cash Balance	457	591

CORPORATE OVERVIEW

INCORPORATION

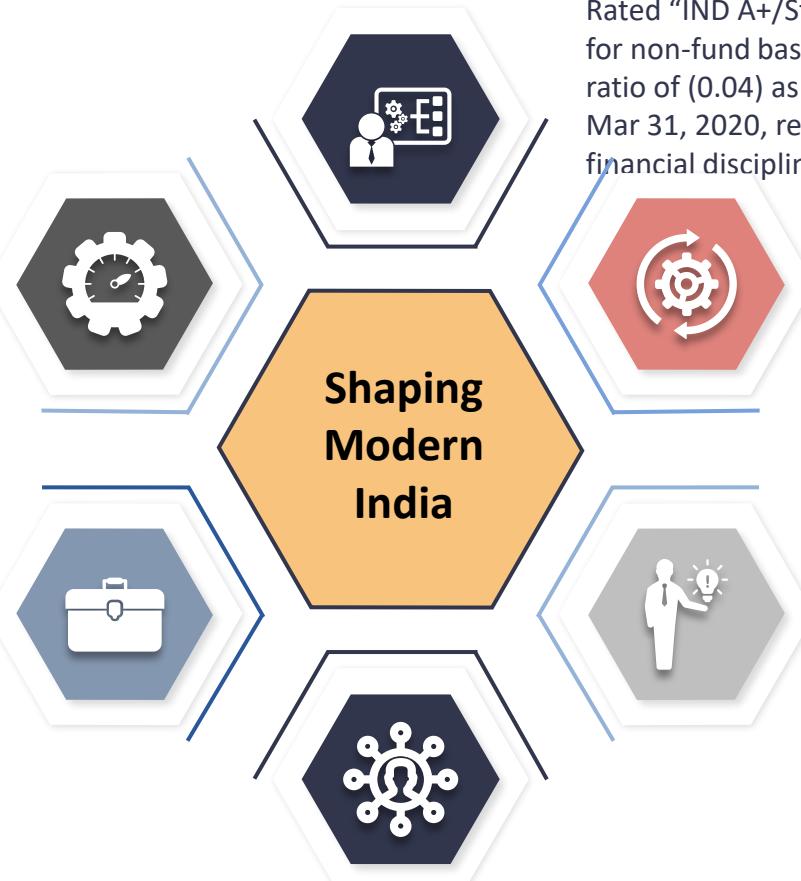
Incorporated in the year 1999 under the visionary leadership of Mr. Jagdishkumar M. Gupta, to undertake specialized construction work on EPC basis, while maintaining asset lite business model.

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. Our order book stands at ₹ 10,927 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

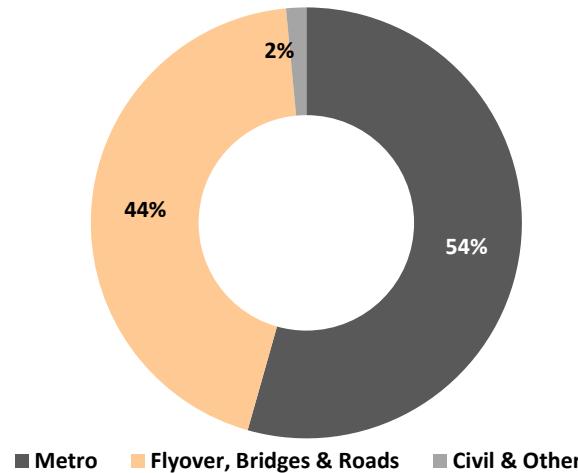


Civil & Others

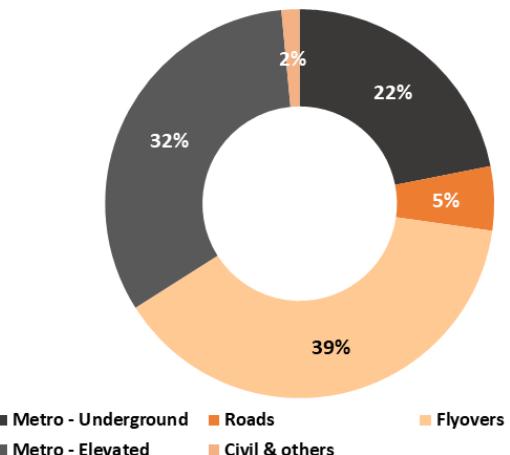
- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions

ORDER BOOK BREAKUP AS ON MARCH 31, 2021

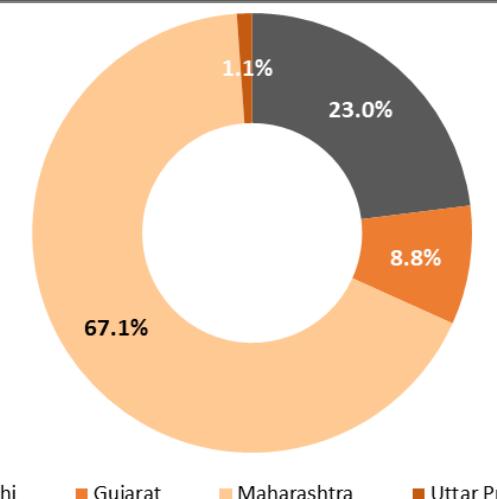
Segment Wise Break-up (%)



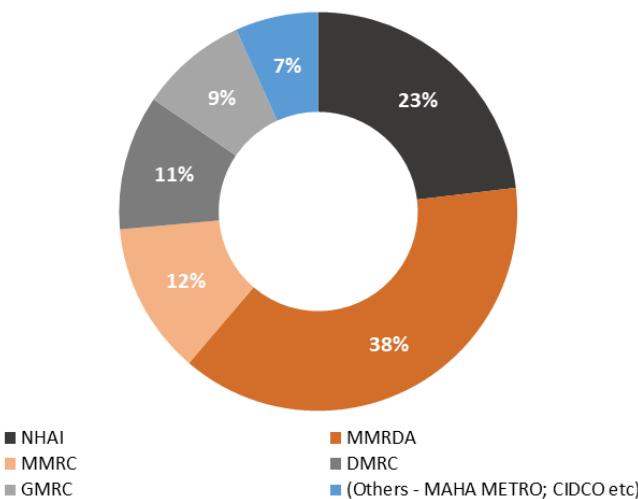
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)



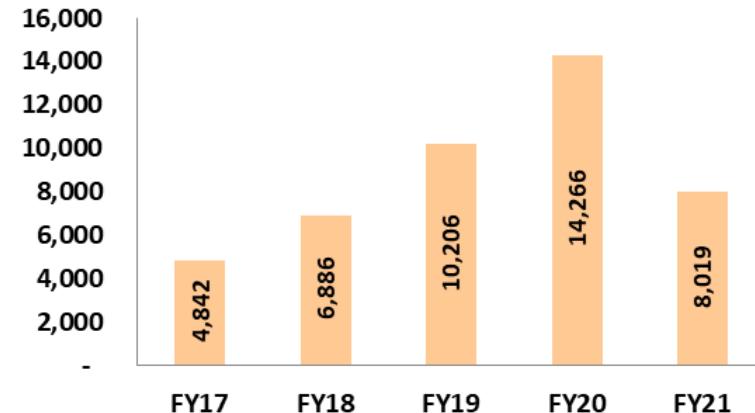
ORDER BOOK POSITION AS ON MARCH 31, 2021

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	18,155	SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	10,347
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	6,464	AIROLI CREEK BRIDGE	Flyover	MMRDA	2,238
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,476	SCLR FLYOVER	Flyover	MMRDA	1,150
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	2,802	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,046
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	DMRC	1,024	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	769
PUNE METRO ELEVATED P1C-05	Metro - Elevated	MAHA METRO	1,086	KALWA CREEK BRIDGE	Flyover	TMC	611
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	352	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	378
MML-7 CA-91	Metro - Elevated	MMRDA	1,363	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
Others	Metro - Elevated	Others	774	Others	Flyover	Others	321
	Sub Total (A)		35,497			Sub Total (C)	42,372
				CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	8,185	JNPT PACKAGE-1, 2, 3	Road	NHAI	112
SURAT METRO PH-1 UG-02 PKG-CS3	Metro-Underground	GMRC	9,418	Others	Road	Others	1,619
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	5,278			Sub Total (D)	5,820
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,054	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	650
	Sub Total (B)		23,936	RML ACADEMY-LUCKNOW	Civil	UPRNNL	568
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	12,182	Others	Others	Others	429
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	12,952			Sub Total (E)	1,647
TOTAL (A+B+C+D+E)							1,09,273

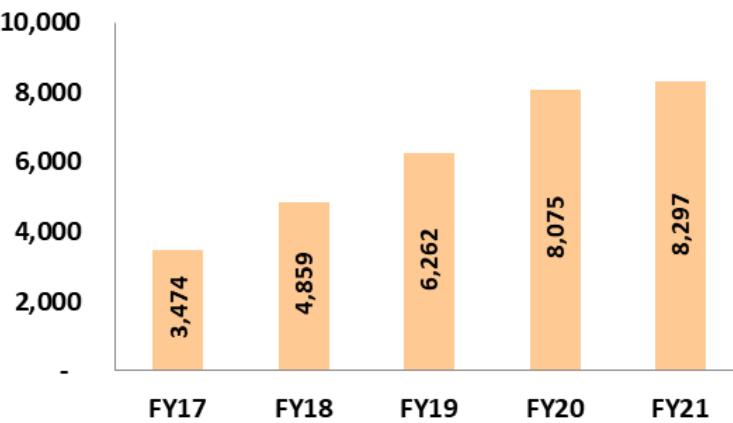
REVENUE – KEY CONTRIBUTORS



METRO - UNDERGROUND (₹ mn)

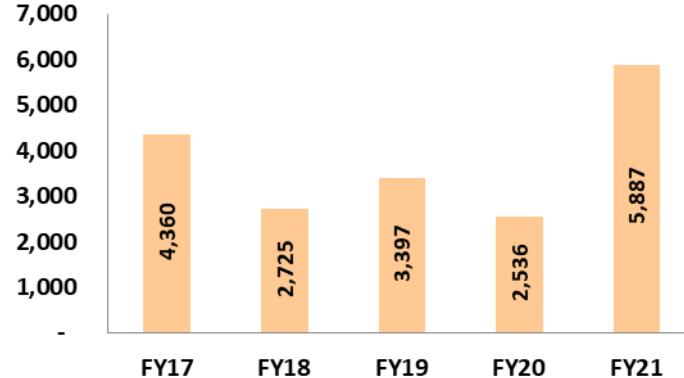


METRO - ELEVATED (₹ mn)

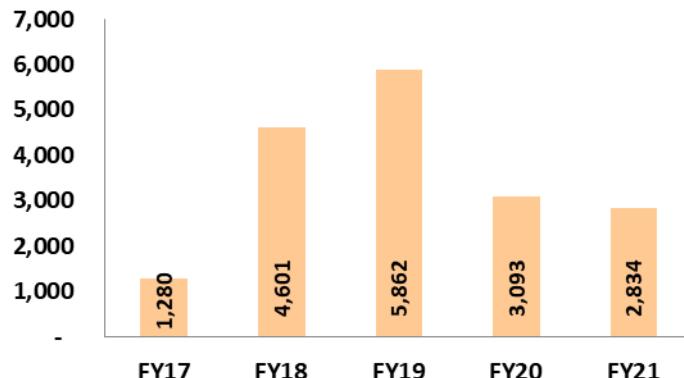


REVENUE – KEY CONTRIBUTORS

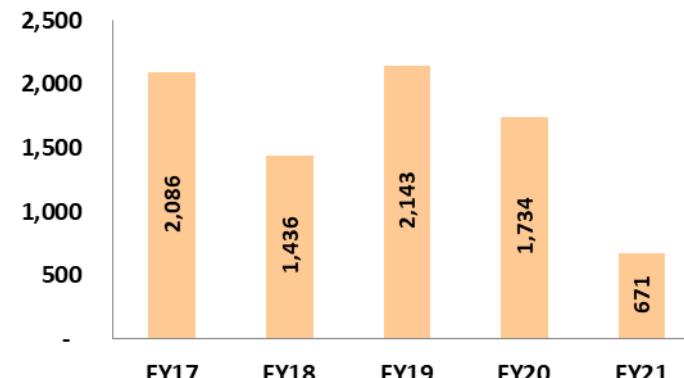
FLYOVER & BRIDGES (₹ mn)



ROADS (₹ mn)



CIVIL & OTHERS (₹ mn)



OUR MARQUEE CLIENTS

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



UPRNNL



EQUIPMENT BANK



TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling

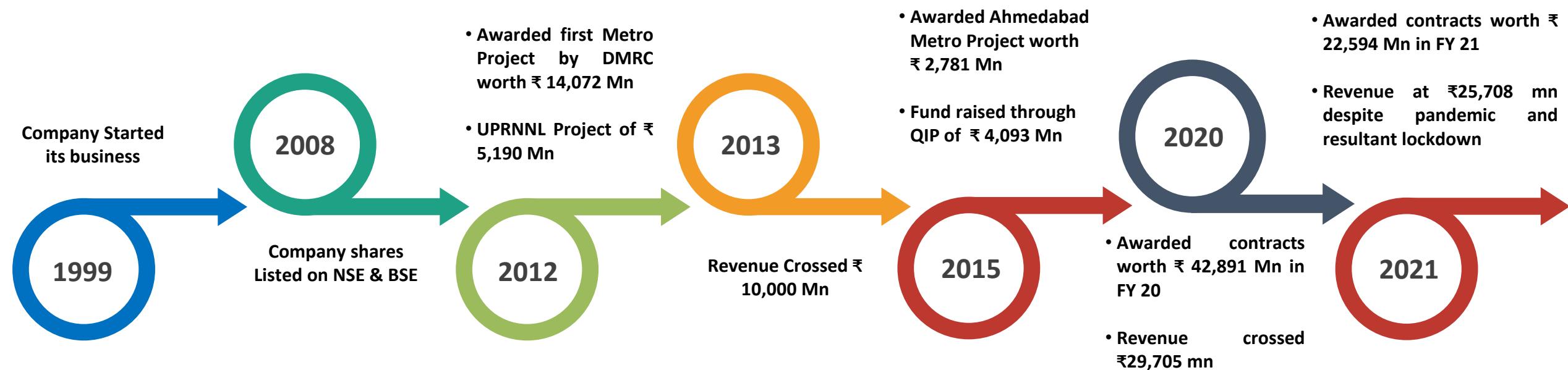


Launching Girder



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



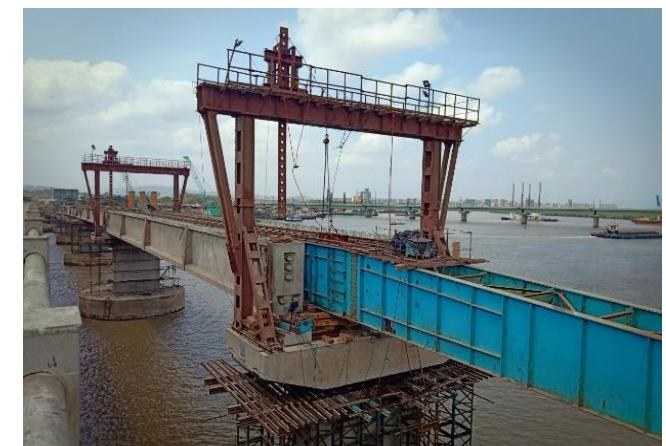
Chhedanagar Flyover



Kalwa Bridge Thane

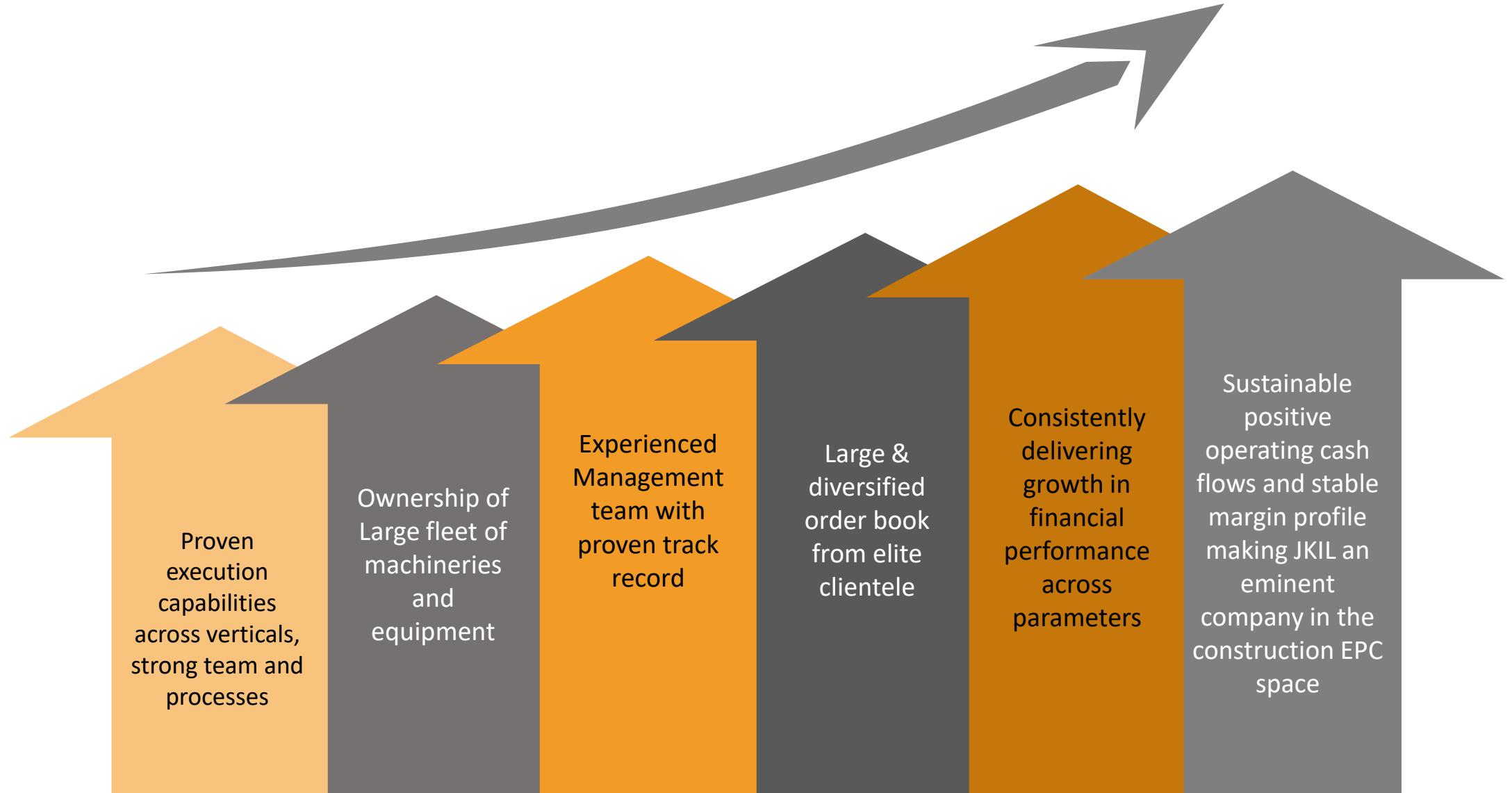


SCLR Flyover



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**

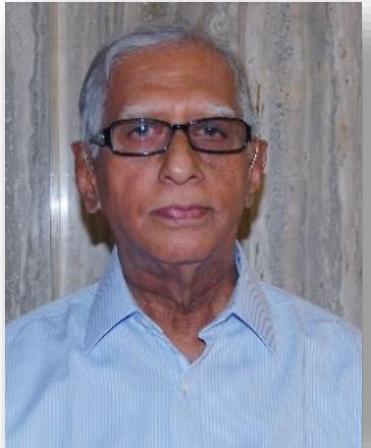
Graduated with Bachelors in Civil Engineering. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Plays a vital role in execution of projects within the stipulated time frame. He looks after the civil construction works, metro railways, etc



**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**



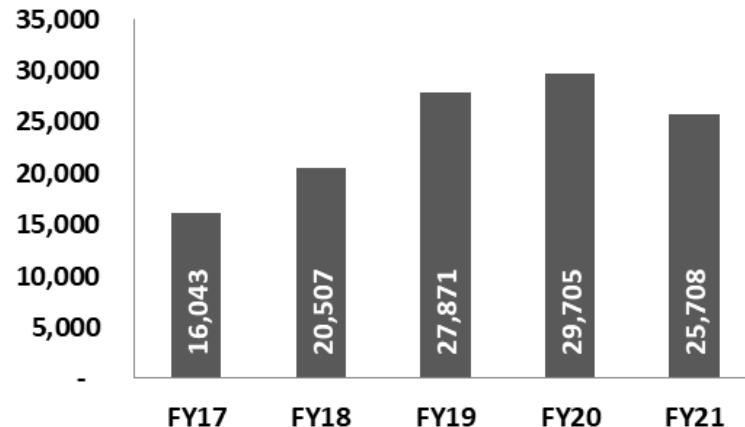
Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

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

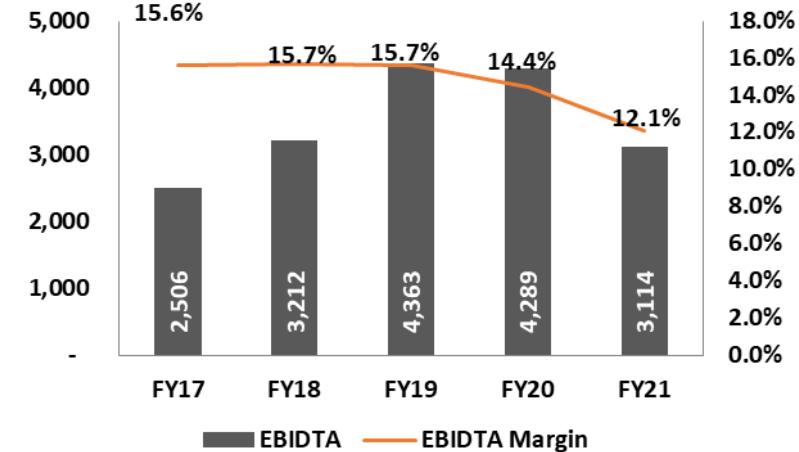
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

KEY FINANCIAL INDICATORS

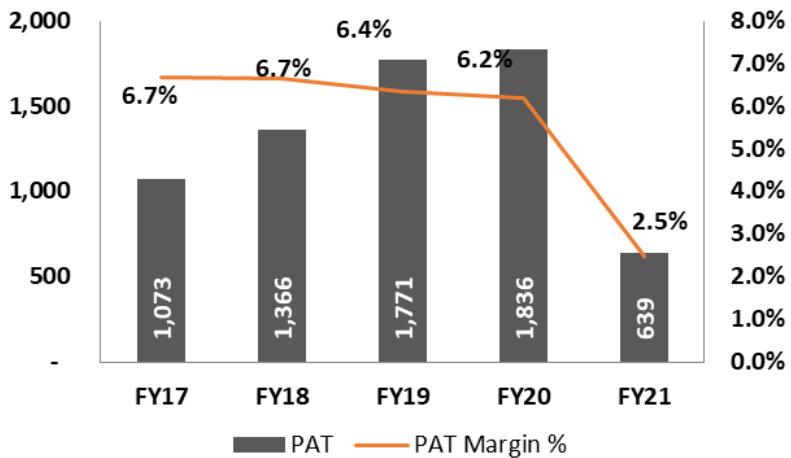
Revenue from Operations ₹ Mn



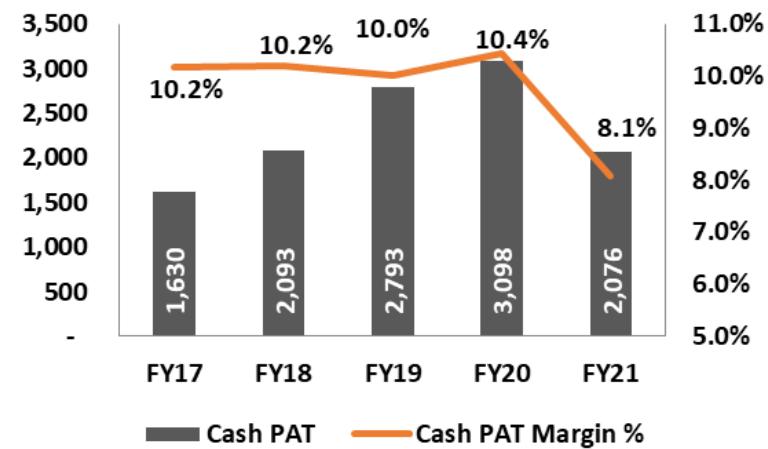
EBIDTA ₹ Mn



PAT ₹ Mn

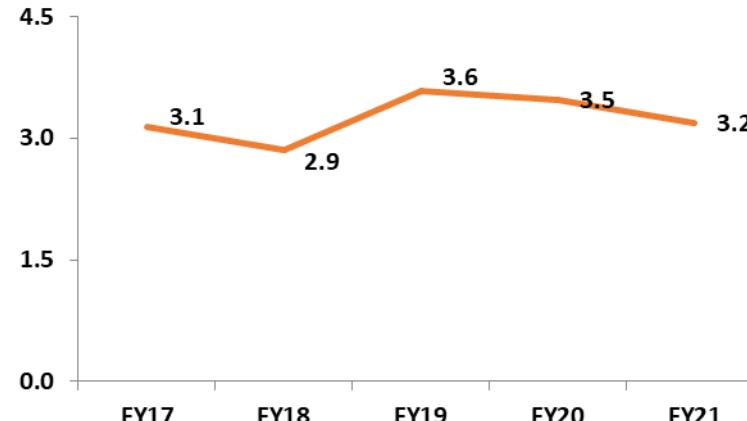


Cash PAT ₹ Mn

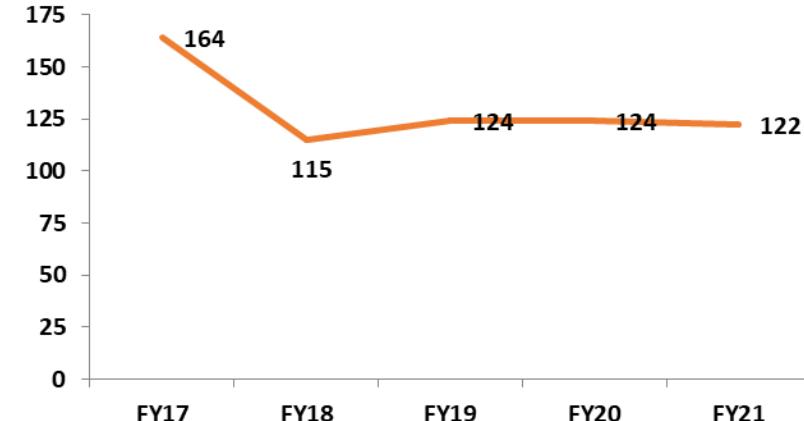


KEY RATIOS

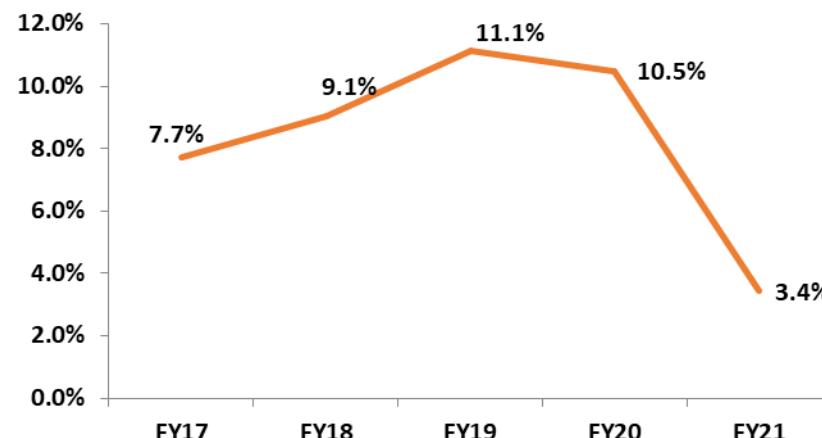
Asset Turnover Ratio



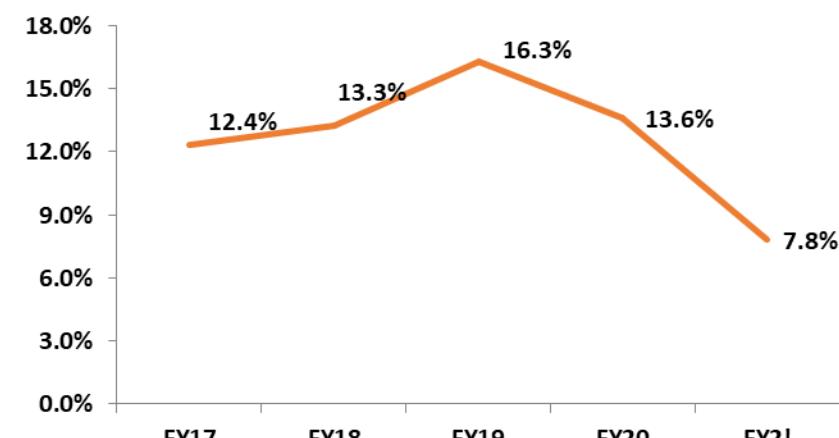
Working Capital Days



ROE



ROCE



PROFIT & LOSS

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

BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020	Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020			
ASSETS								
Non-Current Assets								
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	Total - Shareholders' funds	18,869	18,310			
Other Financial Assets	2,668	3,003	LIABILITIES					
Other Non Current Assets	609	484	Non-Current Liabilities					
Total - Non-Current Assets	12,847	13,031	Financial Liabilities					
Current Assets			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	Total - Non-Current Liabilities	1,032	1,452			
Bank balances other than Cash and Cash equivalents	5,528	4,359	Current Liabilities					
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			
Total - Current Assets	23,603	23,764	Lease Liabilities	172	146			
TOTAL - ASSETS	36,450	36,795	Other Financial Liabilities	3,129	3,655			
			Other Current Liabilities	4,600	3,841			
			Total - Current Liabilities	16,550	17,033			
			TOTAL - EQUITY AND LIABILITIES					
				36,450	36,795			

For further information, please contact



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