



J. Kumar Infraprojects Ltd.

We dream... So we achieve...

On a Long-term Growth Path...

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Contents



HISTORICAL FINANCIAL



STRATEGIC PRIORITIES



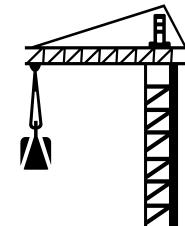
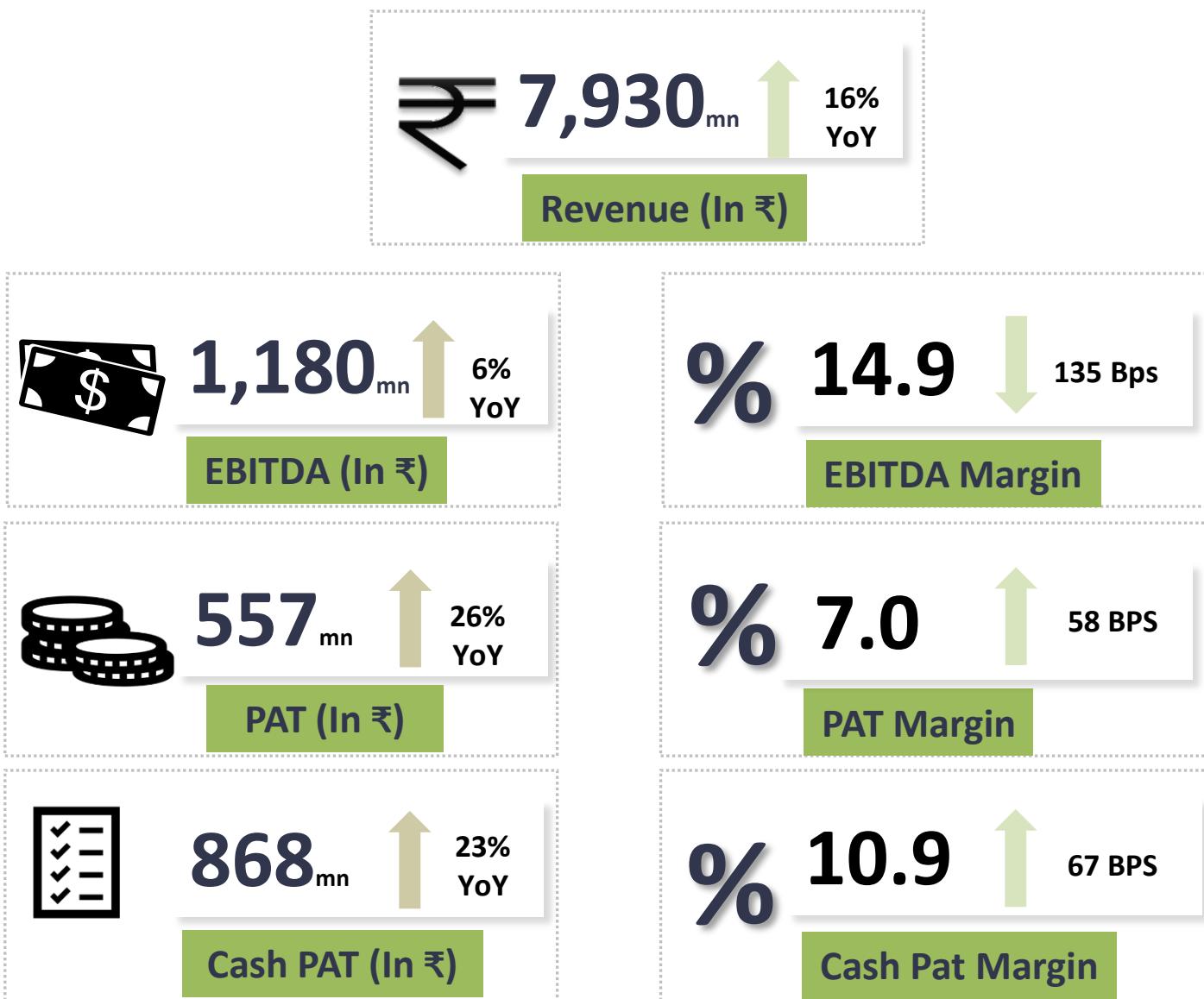
MANAGEMENT



HIGHLIGHTS Q3 FY20

CORPORATE OVERVIEW

HIGHLIGHTS Q3 FY20



Order Book

~₹ 1,24,433 mn

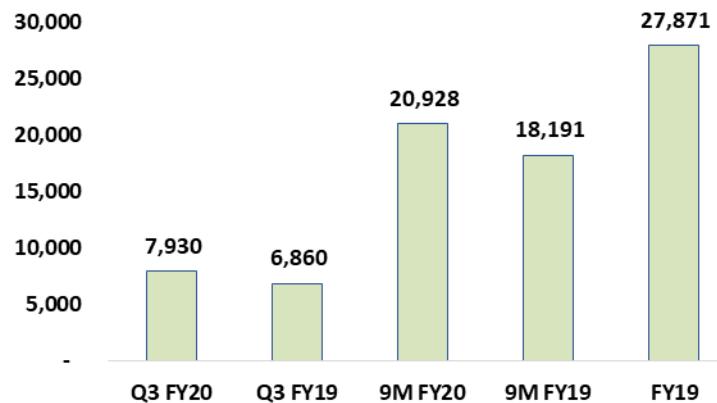
As on Dec 31, 2019

Shareholding Pattern as on Dec 31, 2019

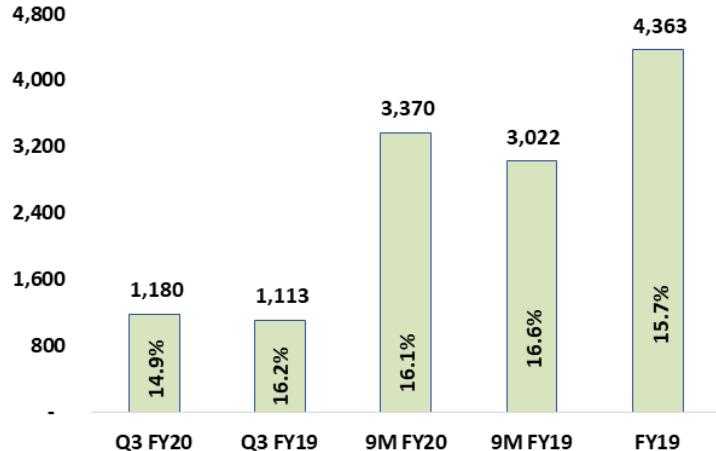
Category	% Holding
Promoter & Promoter Group	44.7%
Mutual Funds	10.6%
Foreign Portfolio Investors	10.7%
AIF	0.9%
Financial Institutions/ Banks	0.9%
QIB	0.2%
Other Public	32.0%

PERFORMANCE HIGHLIGHTS Q3 FY20 & 9M FY20

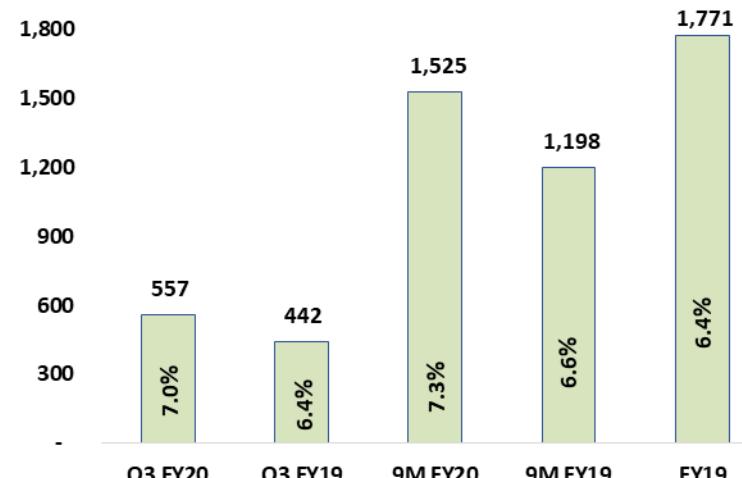
Revenue from Operations ₹ Mn



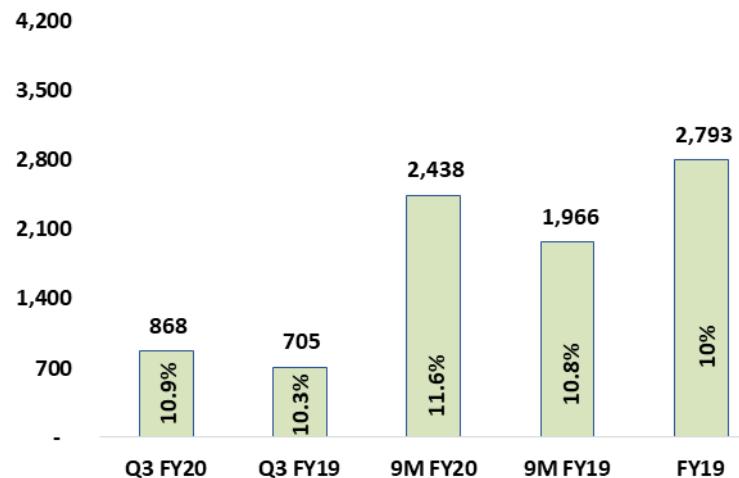
EBIDTA ₹ Mn



PAT ₹ Mn



Cash PAT ₹ Mn



FINANCIAL Q3 FY20 & 9M FY20

Particulars (₹ In Mn)	Q3 FY20	Q3 FY19	Y-O-Y	Q2 FY20	9M FY20	9M FY19	Y-O-Y	FY19
Revenue from Operations	7,930	6,860	16%	6,320	20,928	18,191	15%	27,871
Cost of Material Consumed	4,854	3,946		3,567	12,468	10,886		17,203
Employee Expenses	841	774		690	2,164	1,843		2,477
Other Expenses	1,056	1,027		987	2,926	2,440		3,828
EBIDTA	1,180	1,113	6%	1,076	3,370	3,022	11%	4,363
EBIDTA Margin	14.9%	16.2%		17.0%	16.1%	16.6%		15.7%
Other Income	89	30		58	203	185		281
Depreciation	311	263		312	913	768		1,022
EBIT	957	880	9%	822	2,660	2,439	9%	3,622
EBIT Margin	12.1%	12.8%		13.0%	12.7%	13.4%		13.0%
Finance Cost	218	207		251	730	631		939
Profit before Tax	740	673	10%	571	1930	1,808	7%	2,683
PBT Margin	9.3%	9.8%		9.0%	9.2%	9.9%		9.6%
Tax	183	232		12	404	610		912
PAT	557	442	26%	559	1525	1198	27%	1,771
PAT Margin %	7.0%	6.4%		8.8%	7.3%	6.6%		6.4%
Cash PAT	868	705	23%	871	2438	1,966	24%	2,793
Cash PAT Margin %	10.9%	10.3%		13.8%	11.6%	10.8%		10.0%

BALANCE SHEET AS AT SEPTEMBER 30, 2019

Particulars (₹ in Mn)	As at Sep 2019	As at Mar 2019
ASSETS		
Non-current assets		
Property, plant and equipment	7,862	7,788
Capital work-in-progress	912	798
Financial assets		
Investments	320	316
Other financial assets	2,441	3,054
Other Non Current Assets	325	304
Sub-total - Non-Current Assets	11,860	12,259
Current assets		
Inventories	8,545	9,187
Financial assets		
Trade receivables	6,023	4,986
Cash and cash equivalents	525	704
Bank balances other than Cash and Cash equivalents	3,479	4,009
Loans	106	106
Other financial assets	945	1,064
Other current assets	3,077	2,659
Sub-total - Current Assets	22,700	22,715
TOTAL - ASSETS	34,560	34,974

Particulars (₹ in Mn)	As at Sep 2019	As at Mar 2019
EQUITY AND LIABILITIES		
Equity		
Equity Share capital	378	378
Other equity	17,051	16,297
Sub-total - Shareholders' funds	17,429	16,675
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	1,117	1,407
Provisions	17	4
Deferred tax liabilities (net)	266	366
Sub-total - Non-current liabilities	1,399	1,777
Current liabilities		
Financial liabilities		
Borrowings	5,112	4,625
Trade payables	1,956	3,029
Other financial liabilities	3,685	3,388
Other current liabilities	4,776	5,322
Current tax liabilities (net)	203	158
Sub-total - Current liabilities	15,732	16,522
TOTAL - EQUITY AND LIABILITIES	34,560	34,974

KEY UPDATES FY 20



Revocation of SEBI
Interim Order to
appoint forensic
Auditor

01



Receipt of Order
worth ₹ 1,540
crores from
National Highway
Authority for
construction of
Dwarka
Expressway

02



Receipt of Order
worth ₹ 1,998
crores from
MMRDA for
Mumbai Metro
Line 9 on a
standalone basis

03



Receipt of Order
worth ₹ 409
crores from CIDCO
for construction of
coastal road

04



Removal of
Company's name
from Suspect List /
Confirmed List of
Database of Shell
Companies by
SFIO

05

CORPORATE OVERVIEW

1

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.

3

CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. Within 2 decades of our existence, we have developed a niche in the field of Urban Infrastructure. We are today amongst few construction companies qualified to undertake large Metro Projects.

5

FINANCIAL DISCIPLINE

Rated "IND A/Stable+" for Fund based limit and "IND A1" for non-fund based limit. A net debt equity ratio of ~0.15, reinforces our commitment towards financial discipline.

7

EQUIPMENT BANK

Our Company owns a large fleet of construction equipment and machinery including 7 Tunnel Boring Machines and 44 hydraulic piling rigs. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.

2

TRACK RECORD

We have a track record of efficaciously completing 85+ projects, demonstrating our operation efficiency and capability to undertake complex projects.

4

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. It's our endeavor to be a Company with a PAN India presence

6

PERFORMANCE

FY19 has been memorable one and has positively emerged as a year of many 'firsts'. We ended the year on a bright note, as we created the milestone of ₹ 2,787 Crores in revenue, ₹ 177 Crores in PAT and ₹ 10,372 Crores in order book

**"Responsible bidding, better planning and efficient resource deployment....
the way we do business "**

A

Order Book

Order Book of ~₹ -
1,24,433 mn as on
Dec 31, 2019.

B

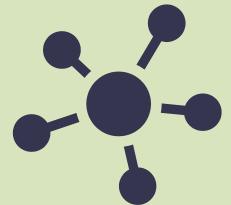
Projects

~35 Projects
under various
stages of
execution

C

Manpower

Manpower of
~7,800 helping
us complete our
projects

D

Revenue

CAGR of 32%
for the period FY
2017-2019

E

PAT

CAGR of 28%
for the period FY
2017-2019

WORK WE DO

Metro

- Metros Elevated
- Metros Underground
- Metro Station & Depot



Flyovers & Bridges

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



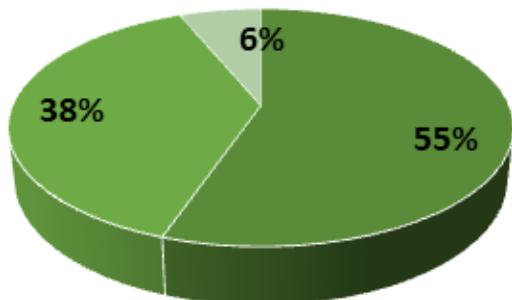
Civil & Others

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



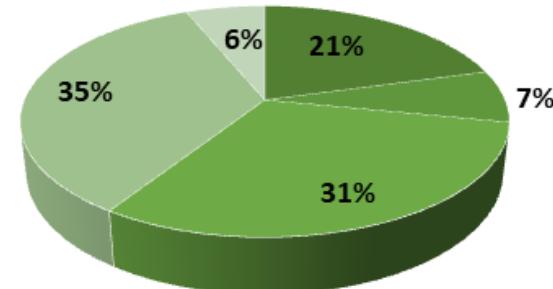
ORDER BOOK BREAKUP AS ON DECEMBER 31, 2019

Segment Wise Break-up (%)



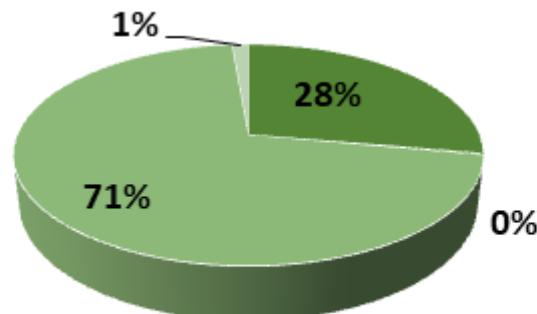
■ Metro ■ Flyover & Bridges ■ Civil & Other

Sub-segment wise Break-up (%)



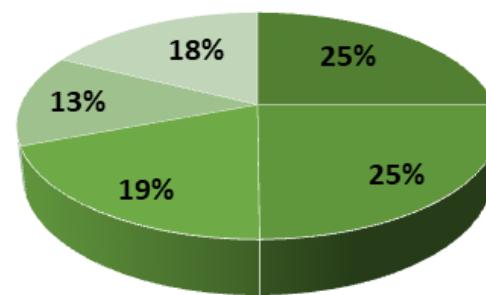
■ Metro - Underground ■ Roads ■ Flyovers
■ Metro - Elevated ■ Civil & others

Geographical Break-up (%)



■ Delhi ■ Gujarat ■ Maharashtra ■ Uttar Pradesh

Client wise Break-up (%)



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

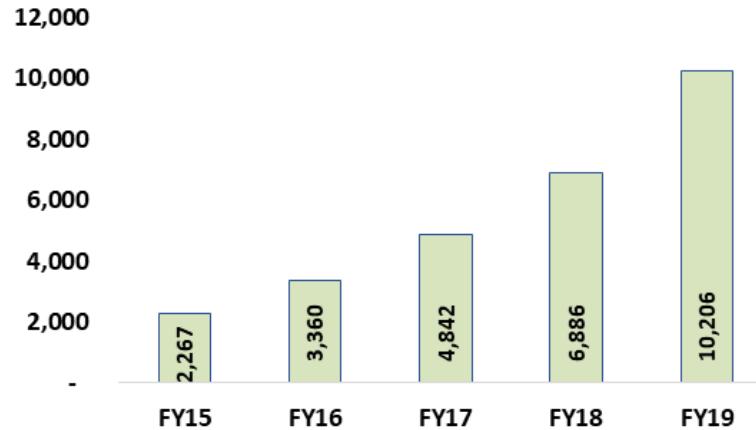
ORDER BOOK POSITION AS ON DECEMBER 31, 2019

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	19,980	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,553	
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	7,752	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	995	
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	4,178	KALWA CREEK BRIDGE	Flyover	TMC	770	
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	3,421	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	673	
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	MAHA METRO	2,673	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379	
PUNE METRO ELEVATED P1C-05	Metro - Elevated	DMRC	2,631	Others	Flyover	Others	480	
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	1,730			Sub Total (C)	38,709	
MUMBAI METRO LINE-7	Metro - Elevated	MMRDA	372					
Others	Metro - Elevated	Others	273	CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090	
			Sub Total (A)	43,011	JNPT PACKAGE-1, 2, 3	Road	NHAI	2,191
					Others	Road	Others	2,840
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	14,161			Sub Total (D)	9,121	
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	9,924					
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,731					
			Sub Total (B)	25,816	SDMC HEAD QUARTER-NBCC DELHI	Civil	SDMC	681
					SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	5,598
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	15,400	RML ACADEMY-LUCKNOW	Civil	UPRNNL	997	
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	13,490	Others	Others	Others	500	
AIROLI CREEK BRIDGE	Flyover	MMRDA	2,659			Sub Total (E)	7,777	
SCLR FLYOVER	Flyover	MMRDA	2,311					
TOTAL (A+B+C+D+E)							1,24,433	

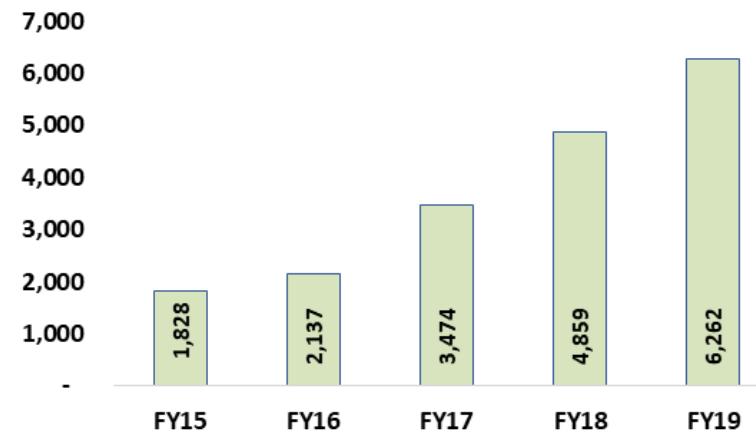
REVENUE – KEY CONTRIBUTORS



METRO - UNDERGROUND (₹ mn)

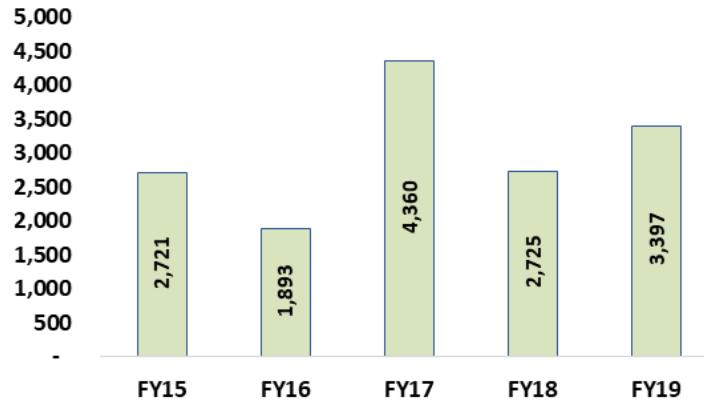


METRO - ELEVATED (₹ mn)

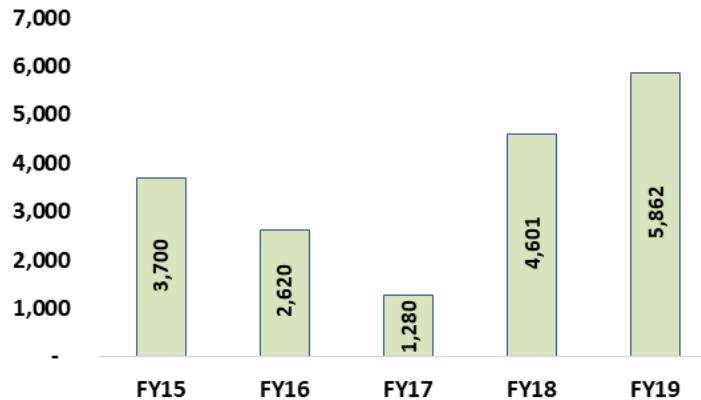


REVENUE – KEY CONTRIBUTORS

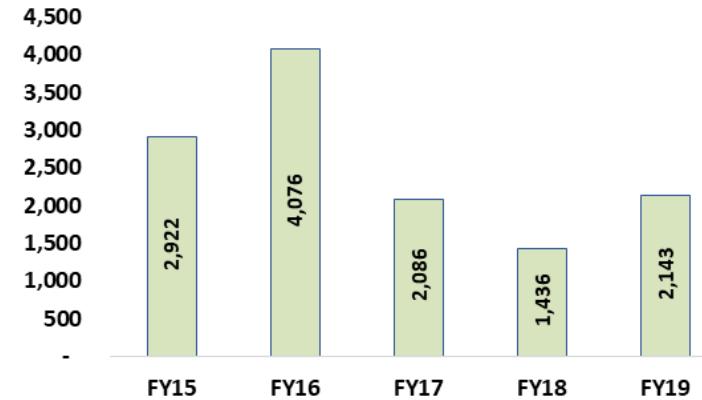
FLYOVER & BRIDGES (₹ mn)



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

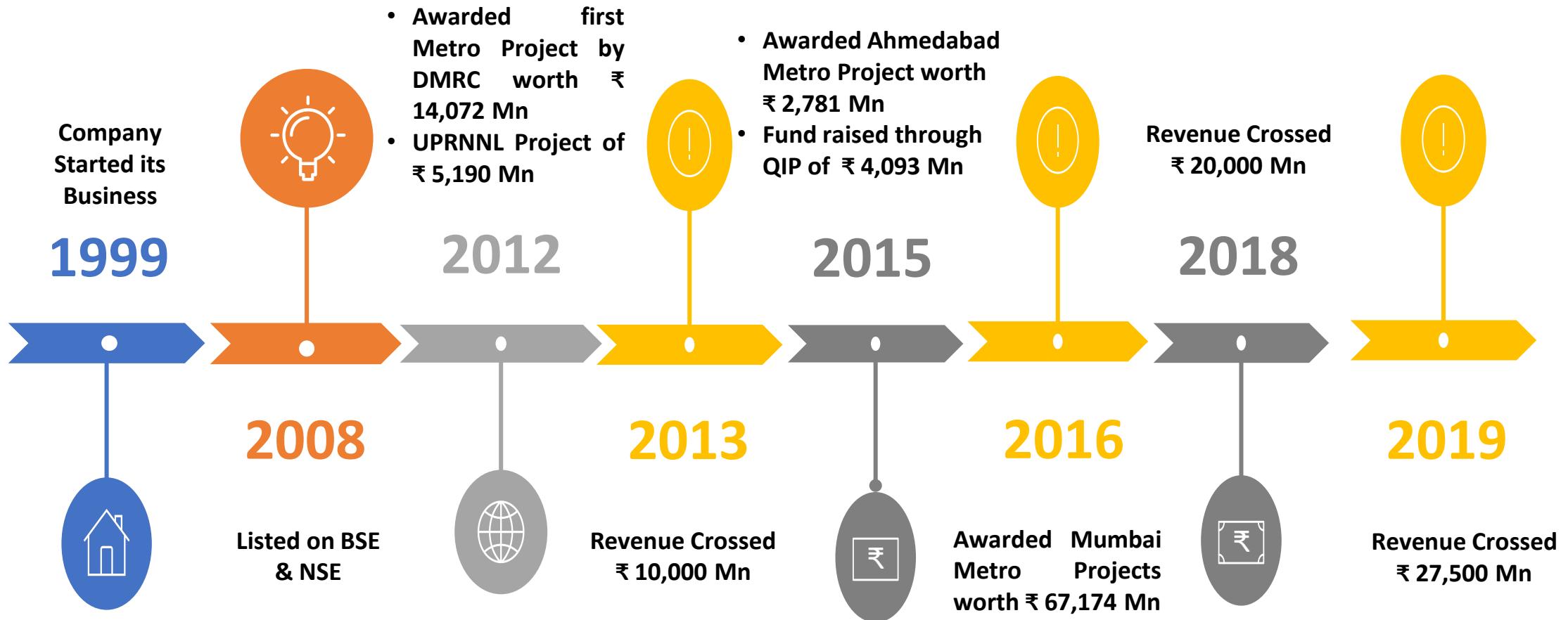


Launching Gurdar



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



Meenatai Thakre Flyover



BKC- Chunabhatti Flyover



KEY ONGOING PROJECTS – MUMBAI METRO



UGC05/PCM/MPR/05-19/TUN/001 BKC to Vidyanagri (UP Line) - Completed Tunnel



MM3-CBS-UGC-06-032_Upline Tunneling Work in Progress at CSMIA International Airport Station



UGC05/PCM/MPR/05-19/TUN/003 TBM Dismantling at Vidyanagri South Shaft

KEY ONGOING PROJECTS



JNPT



Thane Belapur



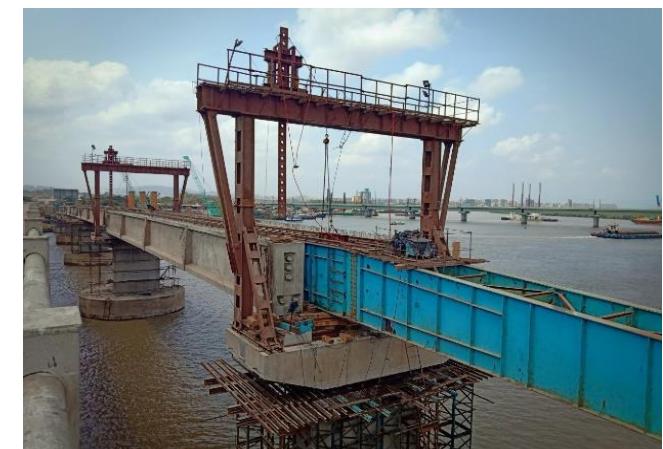
Ahmedabad Metro



Kalwa Bridge Thane

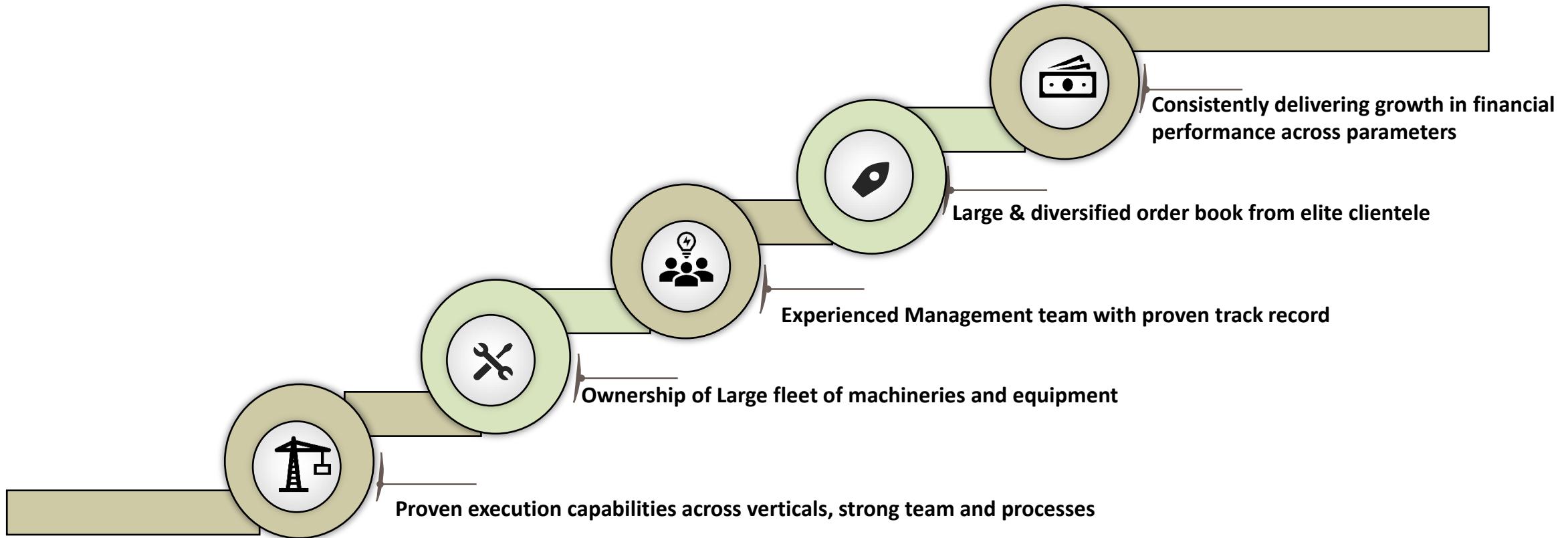


SCLR



JNPT

KEY STRENGTH



EXECUTIVE DIRECTORS



Mr. Jagdishkumar Gupta – Promoter & 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.
- Associated with JKIL since inception. Has an experience of more than 22 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

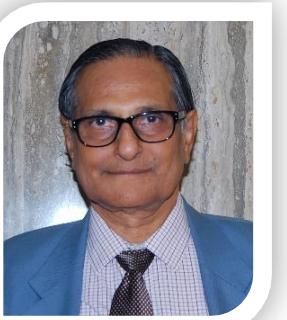
- A commerce graduate and Member of Indian Institution of Bridge Engineer.
- Associated with JKIL since inception. Has an experience of more than 22 years in construction field.
- Instrumental in setting and developing the piling business.
- He looks after construction of subway, elevated metro, underground 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.



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.



Ajit Singh Chatha

- Graduate with Honour's in Electrical Engineering.
- Joined the I.A.S cadre of Punjab in 1963 and held wide range of assignments such as Deputy Commissioner, Managing Director, Joint Secretary, Principal Secretary and Chief Secretary



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.



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

Pradeep K. Kulshrestha

Chief Operating Officer

- He hold M Tech degree in Engineering
- He has 35 year's of experience .
- He has been associated with the Company since March, 2019.

Mayank Kumar Jain

Head Transportation-Project

- Hold B Tech & M Tech degree in Civil Engineering.
- He has 33 year's of experience
- He has been associated with the Company since January, 2019.
- He is responsible for Metro Line 2, 4, 6 and 9

Arvind Gupta

Chief Financial Officer

- A Chartered Accountant and has over 17 years of experience in Accounting, Taxation and Auditing.
- He has been associated with our Company since April, 2010.

Ravinder Kulkarni

Vice President-Projects, IT, HR and Administration

- Holds a Diploma in civil engineering
- Over 42 years of experience. He has been associated with various government & private institutions including Maharashtra Irrigation department.
- He has been associated with the Company since 2011.

Dharmendra Singh

QAQC Head

- He hold degree in B. Sc. and B E (Civil Engineering) First Class Honors
- He has 27 years of experience in Infrastructure construction projects & building construction projects. International work experience of 15 years in Singapore.

Poornima Reddy

Company Secretary & Compliance Officer

- She is a Company Secretary, LLB and P.G. Diploma in Financial Management having more than 17 years of experience.
- She has been associated with our Company since July, 2007

S.M. Thorat

Vice President (Projects)

- Holds bachelor's degree in civil engineering
- Over five decades of experience in planning and execution of various bridges, roads, flyovers and multi storied buildings and administration.
- He has been associated with the group since 1995 and responsible for project monitoring

OUR CORE TEAM...1

Dhiman Majumdar

Project Head

(Dwarka Express Way Pkg-01 Project)

- He is a Bachelor in Engineering in Civil and has over 28 Years of experience in Civil Project Planning & cost control, Tendering, etc
- He is associated with our company since 2012.

Iftekhar Ahmed

(JNPT Projects)

- He has degree in B.E. (Civil) and has total experience of 15 years.
- He has Expertise in Planning, Execution or Contract Management with in Construction of Flyovers / Bridges, Construction of Roads etc.

Dinesh Kumar Misra

MML-3, Package 06, (Sr. General Manager)

- He holds a Diploma in civil engineering and has over 37 years of experience. He has been associated with various government & private institutions including junior engineer with the Maharashtra Irrigation department.
- He has been associated with the Company since 2011.

P K Prabhakaran

DGM Tender

- He holds a diploma in civil engineering .
- He is retired Deputy Executive Engineer of PWD, Maharashtra. He has extensive of 37 years experience in planning and execution various
- He has been associated with us since 2004.
- He is responsible for identifying and quoting for new projects

R. B. Singh

General Manager (Projects)

- He holds a bachelor's degree in civil engineering and also has a masters in construction, and has over 25 years of experience in project planning & management etc.
- He has been associated with our Company since 2011.

I. Haluk Emre

Project Manager MML-03 P06

- He hold Civil Engineering degree and has over 37 years of experience.
- He is associated with our company since 2017. He currently handles M M L-3 P06 Project.

Urin Wanbanterng

Manager Tunnel

- He hold Bachelor Degree in Faculty of Civil Engineering.
- Has 17 years underground Construction Experience.
- He is currently working at package 5 as 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**



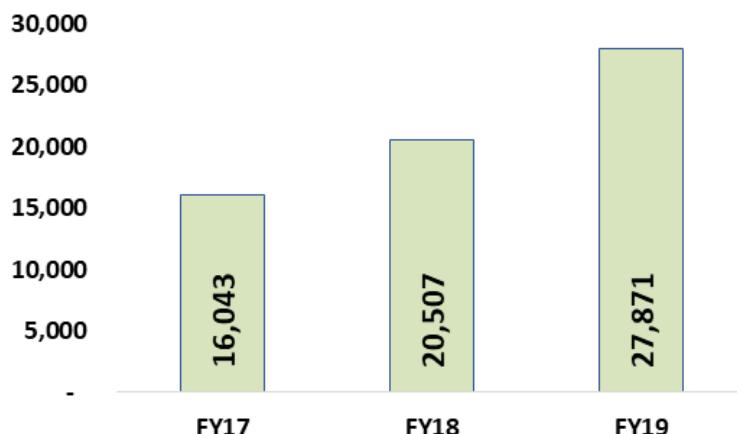
Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

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

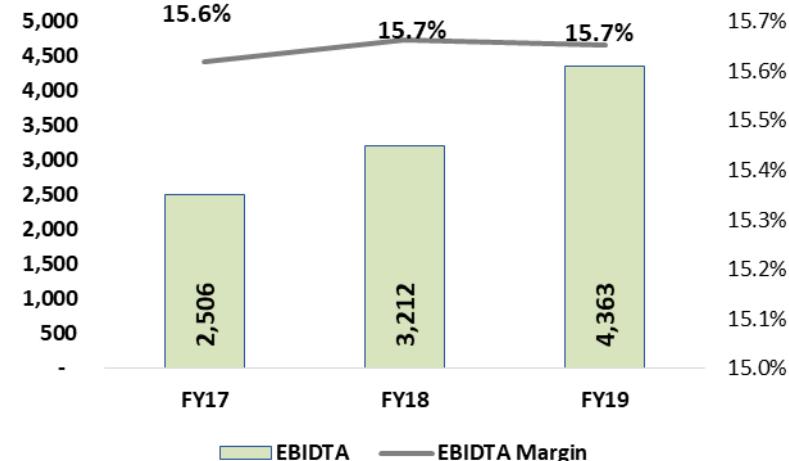
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

KEY FINANCIAL INDICATORS

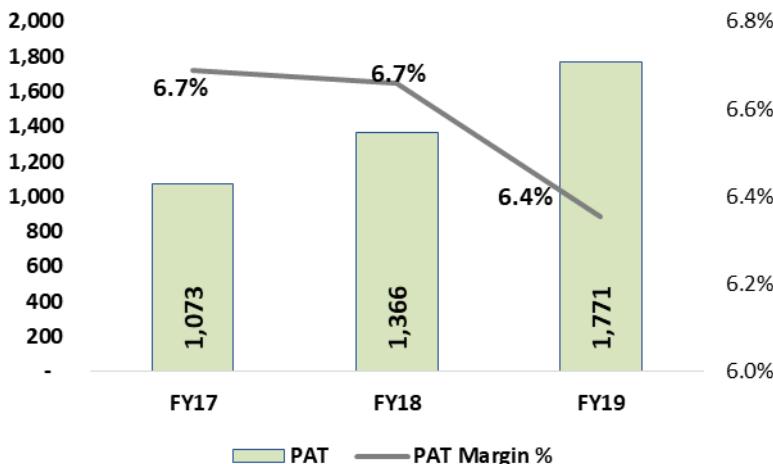
Revenue from Operations ₹ Mn



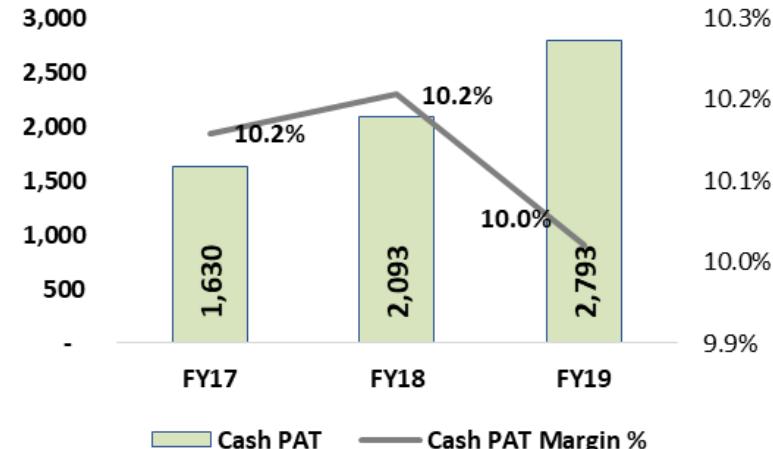
EBIDTA ₹ Mn



PAT ₹ Mn

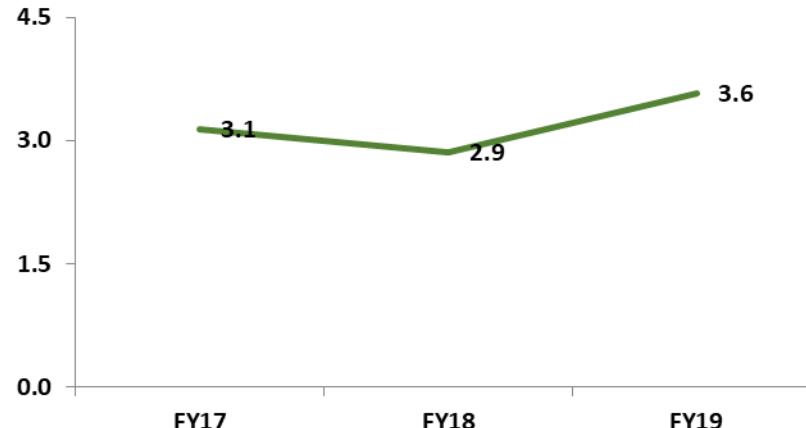


Cash PAT ₹ Mn

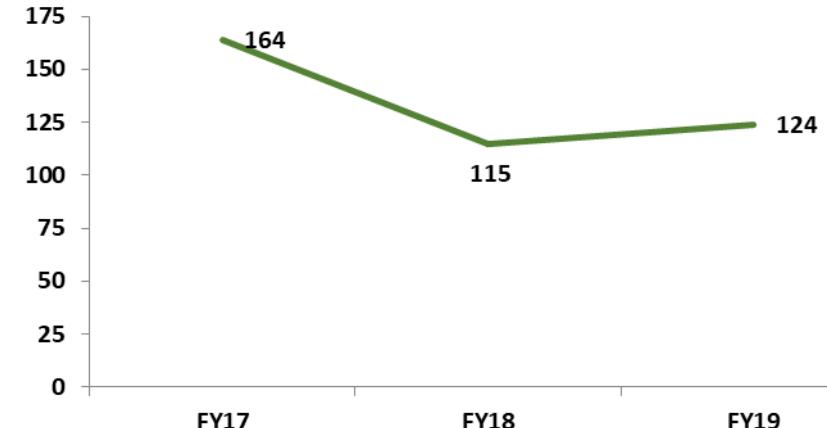


KEY RATIOS

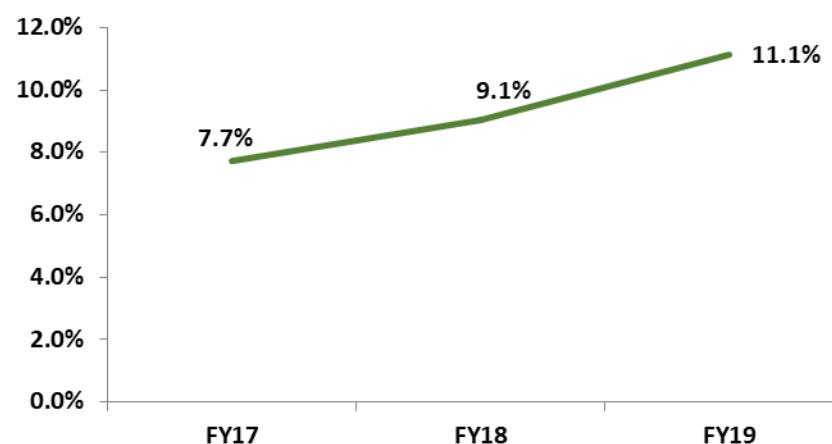
Asset Turnover Ratio



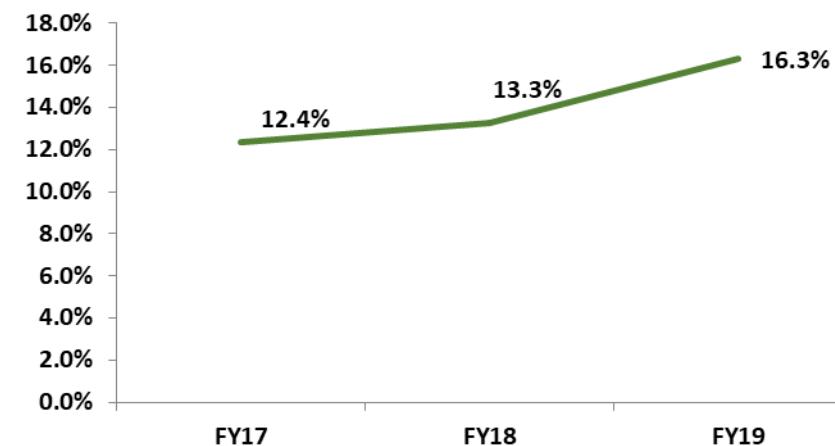
Working Capital Days



ROE



ROCE



PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	CAGR
Revenue from Operations	16,043	20,507	27,871	32%
Cost of Material Consumed	9,659	12,087	17,203	
Employee Expenses	1,267	1,971	2,477	
Other Expenses	2,611	3,237	3,828	
EBIDTA	2,506	3,212	4,363	32%
EBIDTA Margin	15.6%	15.7%	15.7%	
Other Income	311	285	281	
Depreciation	556	727	1,022	
EBIT	2,260	2,770	3,622	
EBIT Margin	14.1%	13.5%	13.0%	
Finance Cost	662	703	939	
Profit before Tax	1598	2067	2,683	
PBT Margin	10.0%	10.1%	9.6%	
Tax	525	701	912	
PAT	1073	1366	1,771	28%
PAT Margin %	6.7%	6.7%	6.4%	
Cash PAT	1630	2093	2,793	
Cash PAT Margin %	10.2%	10.2%	10.0%	

BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2019	As at Mar 2018
ASSETS		
Non-current assets		
Property, plant and equipment	7,788	7,161
Capital work-in-progress	798	1,262
Financial assets		
Investments	316	150
Other financial assets	3,054	2,431
Other non current assets	304	286
Sub-total - Non-Current Assets	12,259	11,290
Current assets		
Inventories	9,187	8,143
Financial assets		
Trade receivables	4,986	5,288
Cash and cash equivalents	704	975
Bank balances other than cash & cash equivalents	4,009	4,131
Loans	106	160
Other financial assets	1,064	966
Other current assets	2,659	2,664
Sub-total - Current Assets	22,715	22,325
TOTAL - ASSETS	34,974	33,615

Particulars (₹ in Mn)	As at Mar 2019	As at Mar 2018
EQUITY AND LIABILITIES		
Equity		
Equity share capital	378	378
Other equity	16,297	14,709
Sub-total - Shareholders' funds	16,675	15,088
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	1,407	1,134
Provisions	4	-
Deferred tax liabilities (net)	366	289
Sub-total - Non-current liabilities	1,777	1,423
Current liabilities		
Financial liabilities		
Borrowings	4,625	3,651
Trade payables	3,029	3,292
Other financial liabilities	3,388	2,747
Other current liabilities	5,322	7,372
Current tax liabilities (net)	158	44
Sub-total - Current liabilities	16,522	17,105
TOTAL - EQUITY AND LIABILITIES	34,974	33,615

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



Investor Relation Advisors:

Marathon Capital Advisory Private Limited

Dr. Rahul Porwal

Tel : +91-22-40030610

Email : rahul@marathoncapital.in

www.marathoncapital.in