

J. Kumar Infraprojects Limited



We dream... So we achieve...

Investor Presentation Q4 & FY22 Results Update

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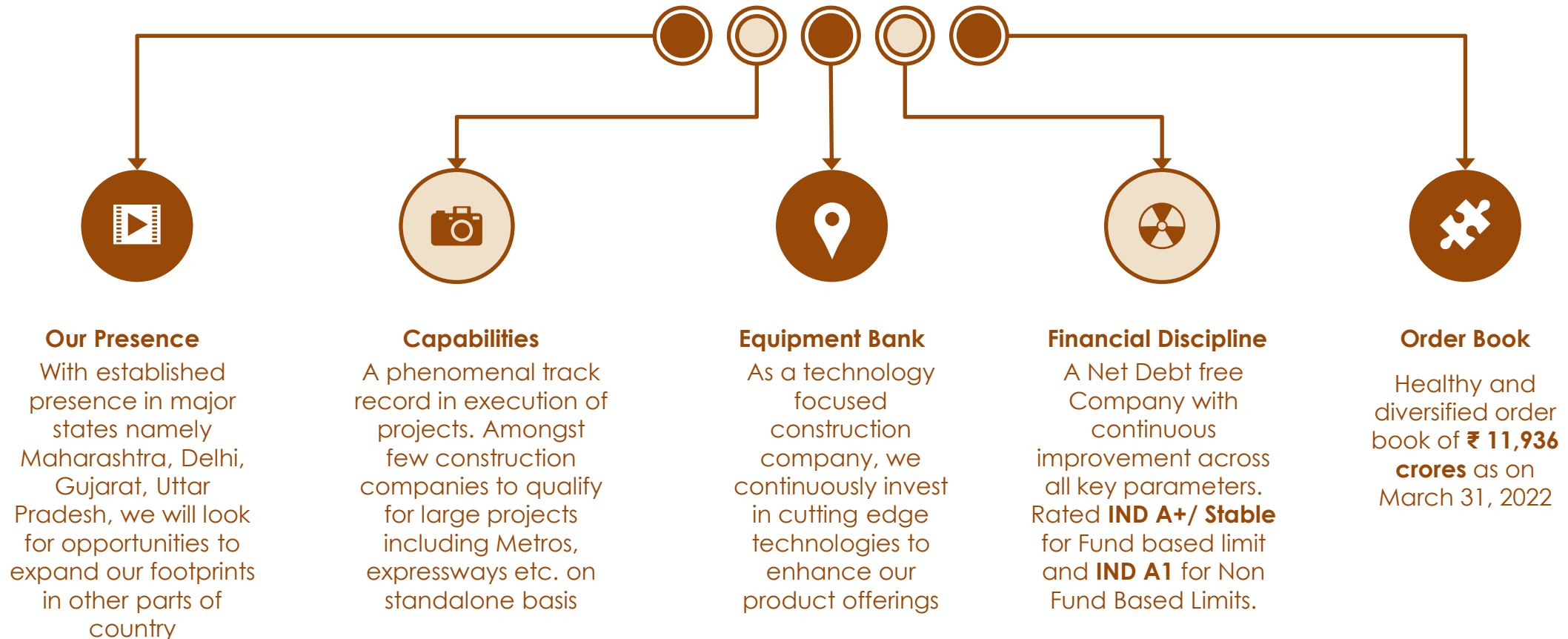
Company Overview



We dream... So we achieve...

About J. Kumar Infraprojects

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.



Our Offerings

Our area of expertise



Metro

- Metro Underground
- Metro Elevated
- Metro Stations
- Depots



Flyover & Bridges

- Flyovers
- Bridges
- Pedestrian Subways
- Airport Runways



Roads

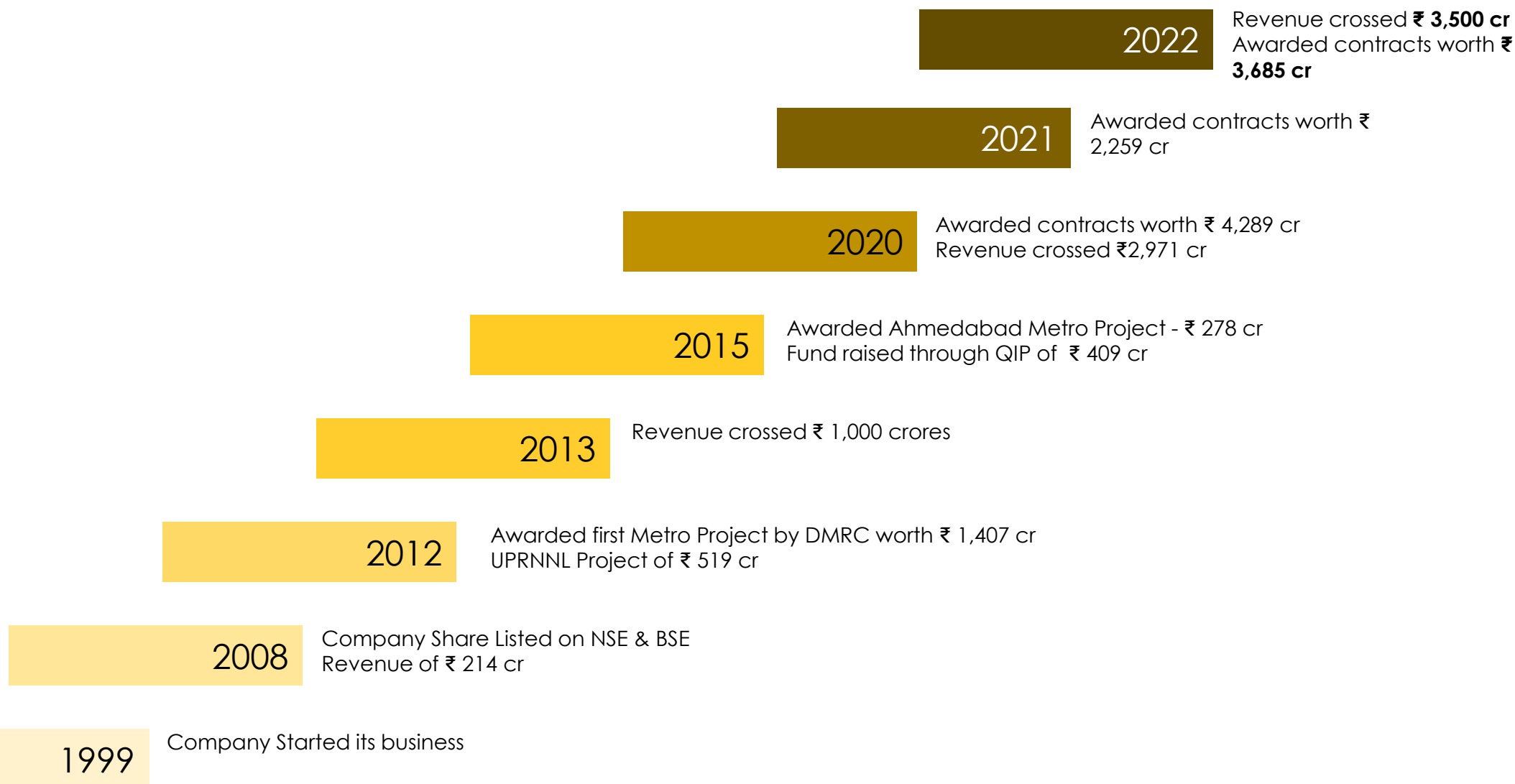
- Roads
- Expressways



Civil & Others

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

Our Growth Story



Our Major Achievements in FY22

Bringing Pride to Nation - Delivering Project of National Importance



Mumbai Metro Line 7

Mumbai Metro Line 7 – Dahisar East and Andheri – 13 proposed stations

9 stations (5 constructed by JKIL) are operational between Aarey to Dahisar. Other station likely to be operationalize soon



Mumbai Metro Line 2 A

Mumbai Metro Line 2A – Dahisar and DN Nagar – 17 proposed stations

9 stations are operational between Dahisar and Dhanakurwadi. Other station likely to be operationalize soon

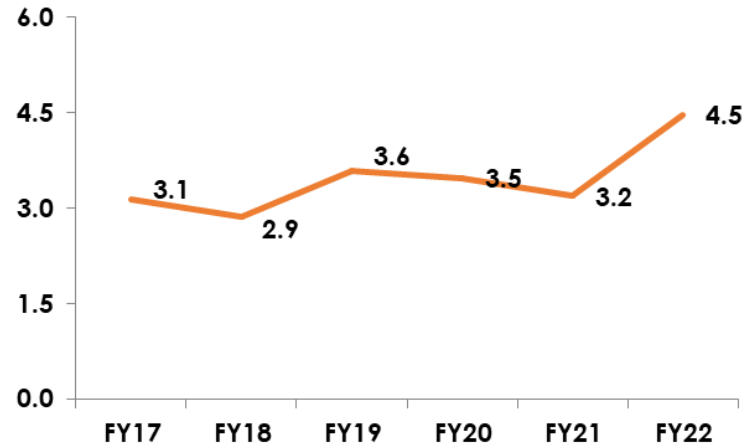


JNPT Flyovers & Road

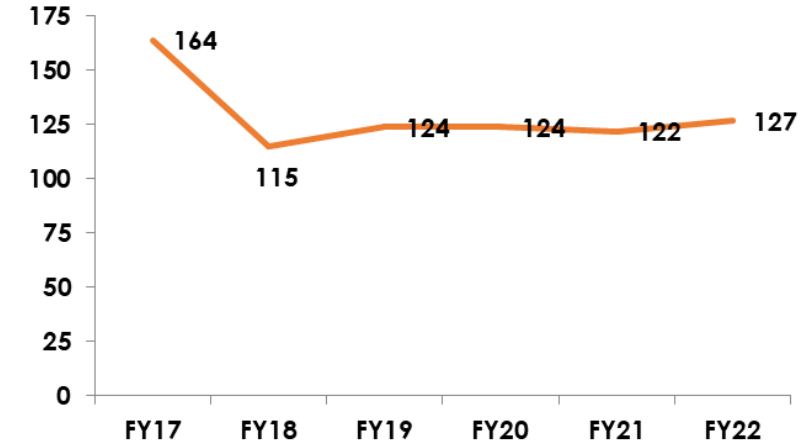
JNPT Port Connectivity between Amra Marg starting from NMC Head Quarter Building to Gavan Fata, Jesai to Karal and Karal to D-Point Panvel and Kalamboli (35 Km) have been operational for Public from April 3rd.

Key Facts & Figures

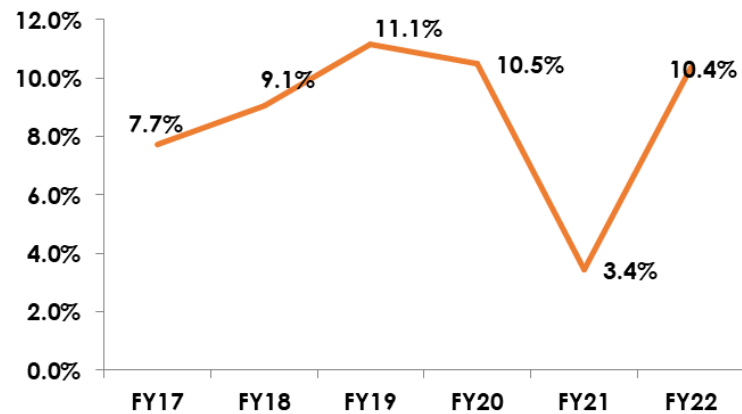
Asset Turnover Ratio



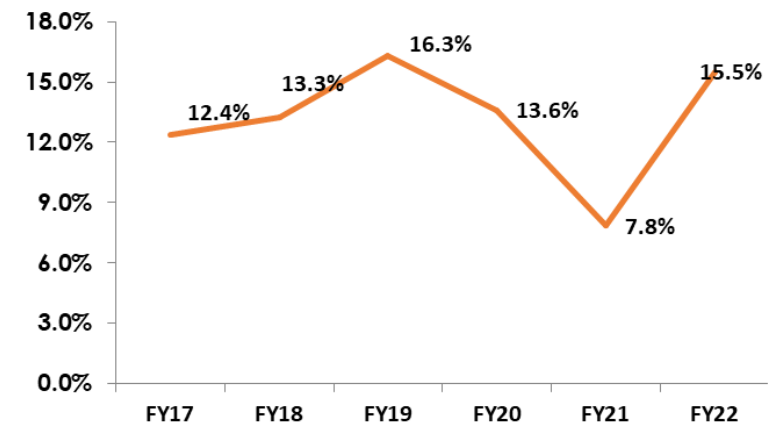
Working Capital Days



ROE



ROCE



Performance Highlights



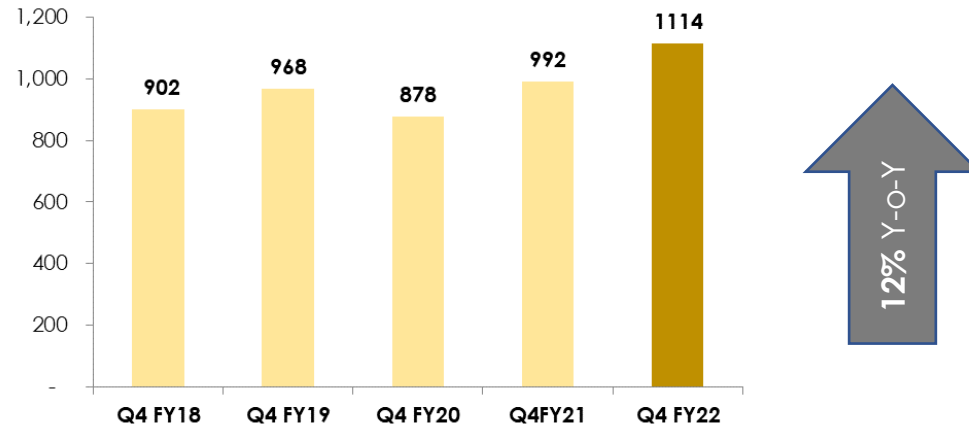
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Profitability Highlights

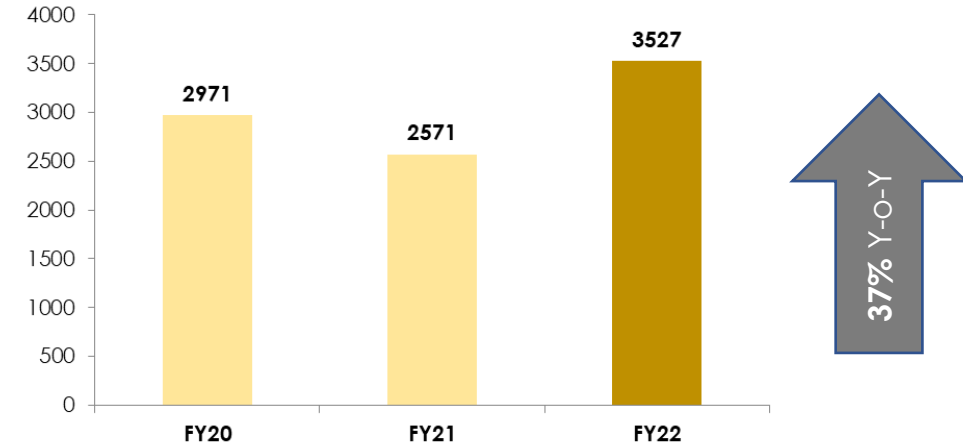
Particulars (₹ In Cr)	Q4 FY22	Q4 FY21	Y-O-Y	Q3 FY22	FY22	FY21	Y-O-Y
Revenue from Operations	1,114.5	992.0	12%	965.7	3,527.2	2,570.8	37%
Cost of Material Consumed	737.5	656.7		625.8	2,268.2	1,612.1	
Employee Expenses	70.8	79.8		70.3	278.9	231.2	
Other Expenses	146.9	151.1		131.0	475.4	416.2	
EBIDTA	159.2	104.4	52%	138.6	504.6	311.4	62%
EBIDTA Margin	14.3%	10.5%		14.3%	14.3%	12.1%	
Other Income	8.3	6.5		5.9	24.9	25.3	
Depreciation	37.7	37.2		36.8	146.8	143.7	
EBIT	129.8	73.6		107.6	382.7	193.0	98%
EBIT Margin	11.7%	7.4%		11.1%	10.8%	7.5%	
Finance Cost	26.4	29.2		25.3	100.0	104.4	
Profit before Tax	103.4	44.4	133%	82.3	282.7	88.6	219%
PBT Margin	9.3%	4.5%		8.5%	8.0%	3.4%	
Tax	29.4	11.7		23.6	76.8	24.7	
PAT	74.0	32.7	126%	58.7	205.9	63.9	222%
PAT Margin %	6.6%	3.3%		6.1%	5.8%	2.5%	
Cash PAT	111.7	69.9	60%	95.5	352.7	207.6	70%
Cash PAT Margin %	10.0%	7.1%		9.9%	10.0%	8.1%	

Revenue from Operations

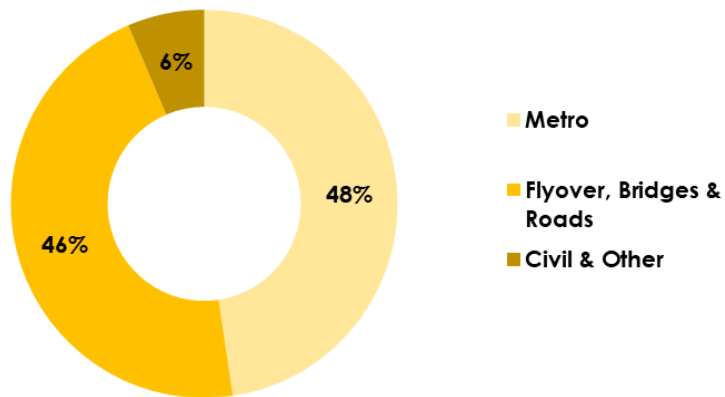
Quarterly Revenues (₹ Crores)



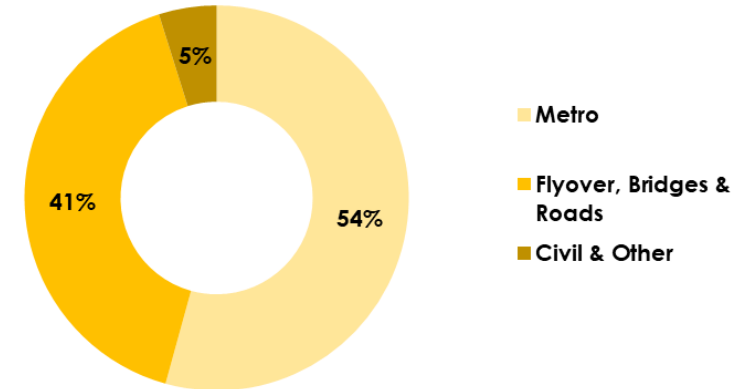
Yearly Revenues (₹ Crores)



Q4 FY 22 Revenue breakup



FY 22 Revenue breakup



FY 22 Key Financial Highlights

Q4 FY22

FY22

01



Total Income

₹ 1,114 crores ↑ (+12%)

₹ 3,527 crores ↑ (+37%)

02



EBITDA

₹ 159 crores ↑ (+52%)
14.3%

₹ 505 crores ↑ (+62%)
14.3%

03



PAT

₹ 74 crores ↑ (+126%)
6.6%

₹ 206 crores ↑ (+222%)
5.8%

4



Cash PAT

₹ 112 crores ↑ (+60%)
10%

₹ 353 crores ↑ (+70%)
10.0%

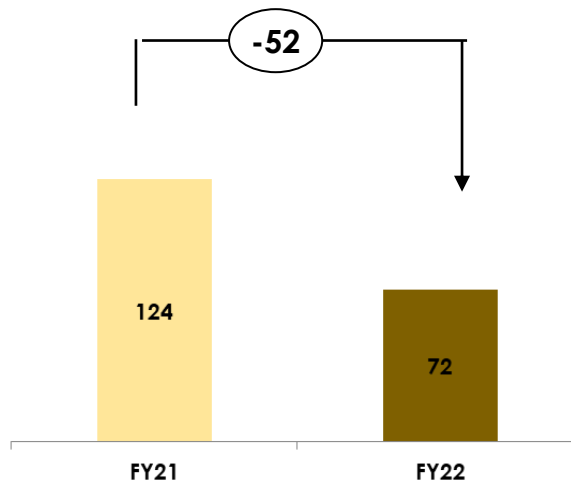
Balance Sheet

Particulars (₹ in Cr)	As at Mar 2022	As at Mar 2021
ASSETS		
Non-Current Assets		
Property, plant and equipment	790	806
Capital work-in-progress	152	150
Financial Assets		
Investments	2	2
Other Financial Assets	240	267
Other Non Current Assets	182	152
Total - Non-Current Assets	1,365	1,375
Current Assets		
Inventories	366	286
Financial Assets		
Trade Receivables	888	620
Cash and Cash Equivalents	111	46
Bank balances other than Cash & Cash equivalents	262	462
Loans	12	11
Other Financial Assets	24	43
Other Current Assets	916	802
Total - Current Assets	2,579	2,270
TOTAL - ASSETS	3,944	3,645

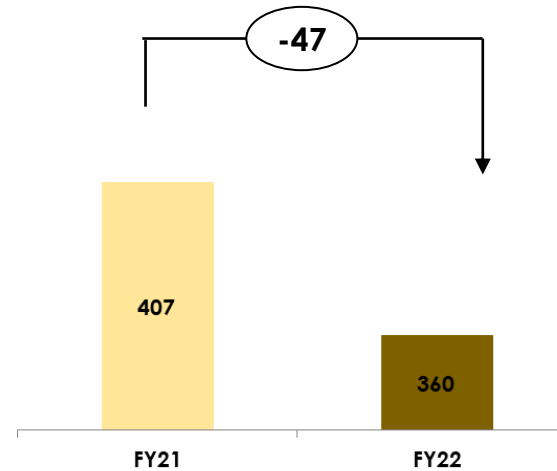
Particulars (₹ in Cr)	As at Mar 2022	As at Mar 2021
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	38	38
Other Equity	2,049	1,849
Total - Shareholders' funds	2,087	1,887
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	32	58
Lease Liability	21	19
Provisions	2	2
Deferred Tax Liabilities (Net)	24	25
Total - Non-Current Liabilities	78	103
Current Liabilities		
Financial Liabilities		
Borrowings	400	473
Trade Payables	573	458
Lease Liabilities	19	17
Other Financial Liabilities	229	247
Other Current Liabilities	558	460
Total - Current Liabilities	1,779	1,655
TOTAL - EQUITY AND LIABILITIES	3,944	3,645

Reducing Debt Levels

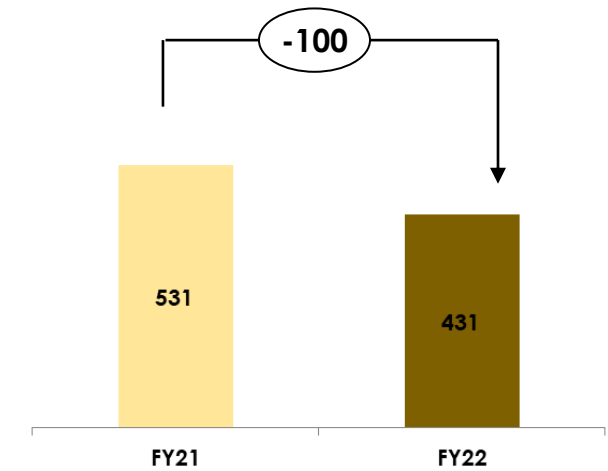
Long Term Debt (Incl.
Current Maturities)
(₹ In cr)



Short Term Debt
(₹ In Cr)



Gross Debt
(₹ In Cr)



- Company achieved a 37% Y-o-Y increase in turnover
- Sequential reduction in debt levels for last 2 years despite challenging external environment
- Committed to our strategy to reduce debt in medium to long term and improve profitability and return ratio

Cash Flow Statement

Particulars (₹ In Cr)	FY22	FY21
PBT	283	89
Adjustments	226	230
Operating profit before working capital changes	509	318
Changes in working capital	(65)	90
Cash generated from operations	444	408
Direct taxes paid (net of refund)	(63)	(40)
Net Cash from Operating Activities	381	369
Net Cash from Investing Activities	(91)	(111)
Net Cash from Financing Activities	(224)	(271)
Net Change in cash and cash equivalents	65	(13)
Opening Cash Balance	46	59
Closing Cash Balance	111	46

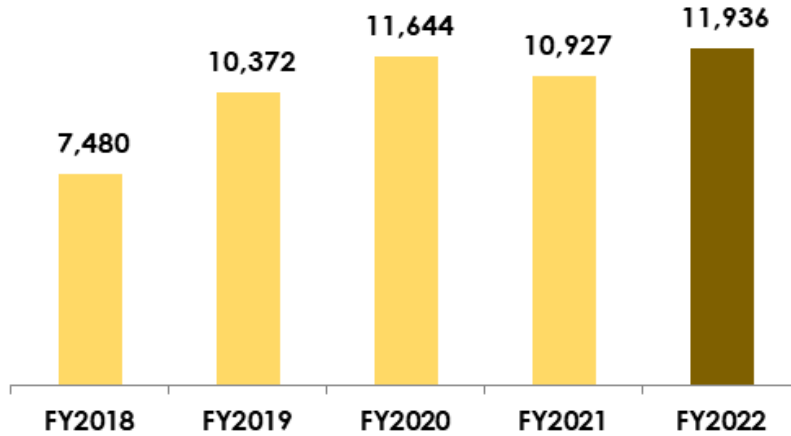
Sustainable Business Model



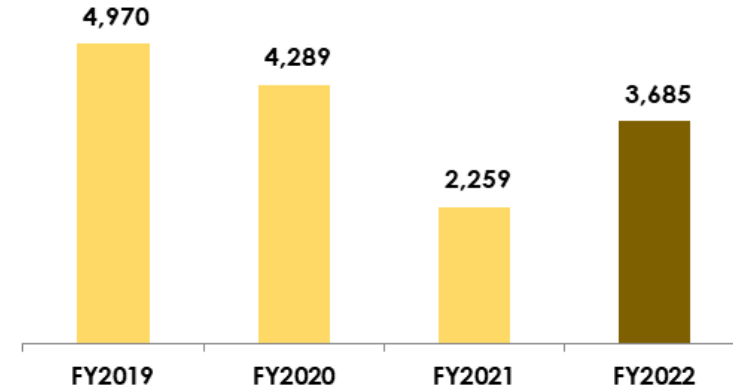
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Order Book as on March 31, 2022

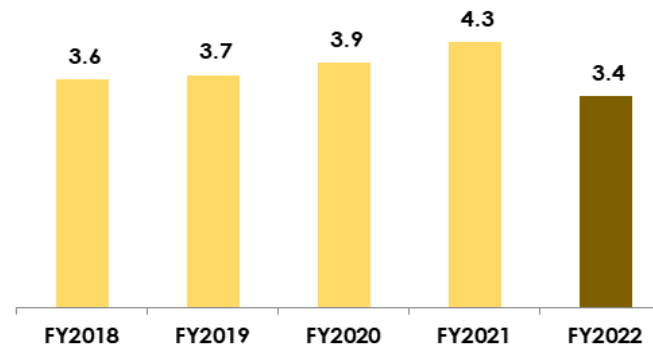
Order backlog (₹ crores)



Order Inflow (₹ crores)

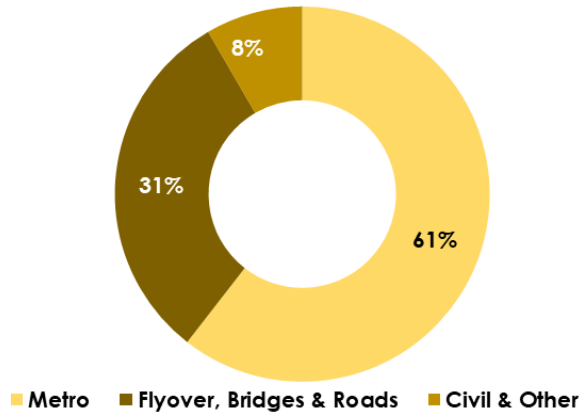


Order Book to Sales (x)

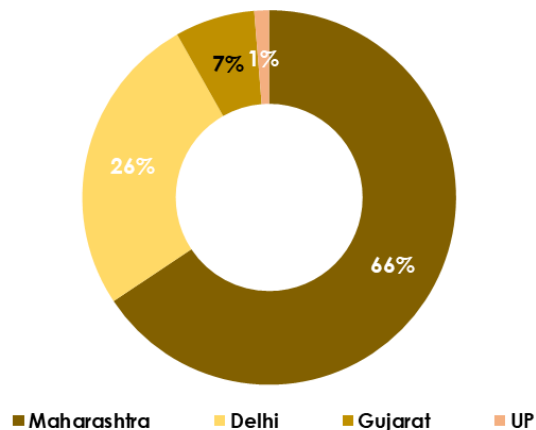


Order Book as on March 31, 2022

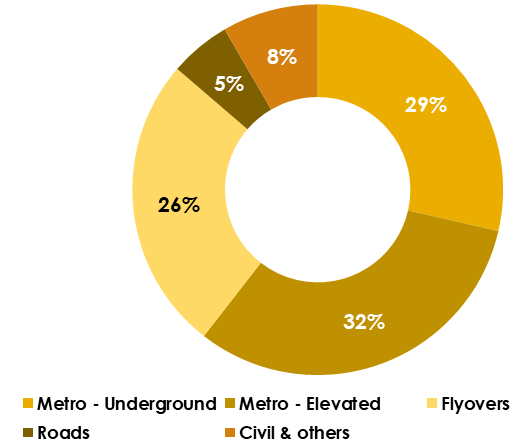
Segment Wise Break-up (%)



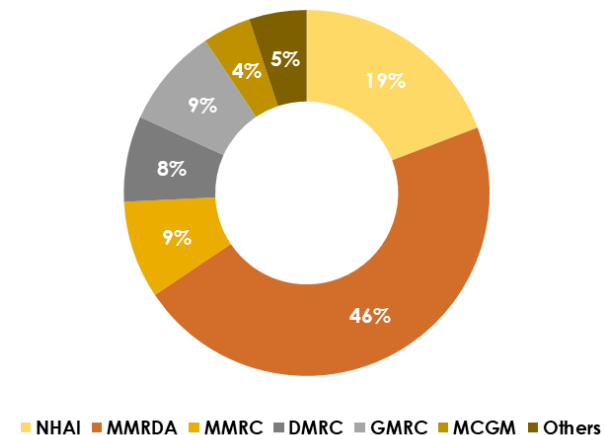
Geographical Break-up (%)



Sub-segment wise Break-up (%)



Client wise Break-up (%)



Order Book Breakup

Name of the Project	Sub Segment	Client Name	Order Backlog (₹ Cr)	Name of the Project	Sub Segment	Client Name	Order Backlog (₹ Cr)
MUMBAI METRO LINE-09-07A (CA48)	Metro - Elevated	MMRDA	1,568	DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	952
MUMBAI METRO LINE-2B C101	Metro - Elevated	MMRDA	1,086	SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	810
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	393	DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	729
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	227	SCLR FLYOVER	Flyover	MMRDA	198
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	213	AIROLI CREEK BRIDGE	Flyover	MMRDA	145
NAVI MUMBAI METRO LINE-1	Metro - Elevated	CIDCO	144	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	72
PUNE METRO ELEVATED P1C-05	Metro - Elevated	MAHA METRO	78	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	65
MUMBAI METRO LINE 7 CA-02	Metro - Elevated	MMRDA	36	KALWA CREEK BRIDGE	Flyover	TMC	40
MUMBAI METRO LINE-2 AC02	Metro - Elevated	DMRC	22	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	34
MUMBAI METRO LINE-2 AC14	Metro - Elevated	DMRC	14	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	33
METRO - OTHERS			31				
	Sub Total (A)		3,812		Sub Total (D)		3,077
DELHI METRO DC08	Metro-Underground	DMRC	1,439	PUNE RIVERFRONT	Others	PMC	605
SURAT METRO PH-1 UG-02 PKG-CS3	Metro-Underground	GMRC	826	MITHI PACKAGE IV	Others	MCGM	205
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	608	RML ACADEMY-LUCKNOW	Civil	UPRNNL	139
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	383	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	14
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	156	Others - Civil			36
	Sub Total (B)		3,413		Sub Total (E)		999
CIDCO COASTAL ROAD PKG 01	Road	CIDCO	365				
JNPT PACKAGE-1, 2, 3	Road	NHAI	179				
CIDCO COASTAL ROAD PKG 02	Road	CIDCO	92				
	Sub Total (C)		636				
TOTAL (A+B+C+D+E)							11,936

Business Overview



We dream... So we achieve...

Major Completed Projects



Metro

- Navi Mumbai Metro & Stations
- Ahmedabad Metro
- Delhi Elevated Metro
- Mumbai Metro Line 7
- Mumbai Metro Line 2A
- Delhi Underground Metro

Flyover & Bridges

- Amar Mahal Flyover
- KSB Underpass Pune
- ROB at Dahisar
- Panjrapole Mumbai
- Elevated Connector (BKC & Eastern Expressway)

Roads

- JNPT Flyovers & Road - Port Connectivity Mumbai (Pkg 1, 2 & 3)

Civil & Others

- ESIC (Hospital Cum Medical College) Alwar
- RML Lucknow

Major Completed Projects



ESIC (Hospital Cum Medical College) Alwar



Mumbai Metro Line 7



JNPT Flyovers & Road- Mumbai



Delhi Underground Metro



Delhi Elevated Metro



Amar Mahal Flyover



Ahmedabad Metro



BKC- Chunabhatti Flyover

Major Ongoing Projects



Metro

- Mumbai Metro Line 2B
- Mumbai Metro Line 3 (Pkg 5 & 6)
- Mumbai Metro Line 9
- Surat Metro (UG)
- Delhi Metro DC08 (UG)
- Mumbai Metro Line 4
- Mumbai Metro Line 6
- Pune Elevated Metro
- Pune Underground Metro
- Navi Mumbai Metro Line 1

Flyover & Bridges

- Chhedanagar Flyover
- Kalwa Bridge Thane
- Motagaon Creek Bridge
- SCLR Flyover
- Sewri - Worli Elevated Corridor
- Dwarka Expressway (Pkg 1 & 2)

Roads

- CIDCO Coastal Road Pkg 1
- CIDCO Coastal Road Pkg 2
- JNPT Port Mumbai (Pkg 1, 2 & 3) – Part Work

Civil & Others

- Pune Riverfront
- Mithi River Package IV

Major Ongoing Projects



RML, Lucknow



Pune Elevated Metro



Chhedanagar Flyover



Kalwa Bridge Thane



SCLR Flyover



Sewri Worli Elevated

Strong Client Base

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



UPRNNL



Fleet of Modern Equipment

TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling



Launching Girder



Bitumen Plant



Straddle Carrier



Management Overview



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Executive Directors



Mr. Kamal J. 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. Jagdishkumar M. Gupta
Executive Chairman

A first generation entrepreneur 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.



Dr. Nalin J. 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

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. 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.

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 Management Team



Madan Biyani

Chief Financial Officer



Poornima Reddy

Company Secretary &
Compliance Officer



Arvind Gupta

Vice President - Taxation



Mayank Kumar Jain

Head Transportation-Projects



S.M. Thorat

Vice President (Projects)



R. B. Singh

Regional General
Manager



Rajendra Kumar Sharma

Head Central Planning &
Monitoring



Dharmendra Singh

QAQC Head



Puneet Srivastava

Head Planning



Iftexhar Ahmed

Senior General Manager



Dinesh Kumar Misra

Sr. General Manager



Praveen S Dongre

(Sr. General Manager –
Safety)



Rajan Sharma

Associate Vice President
Projects



Ravindra M Kulkarni

Vice President (IT, Admin &
HR)



Somesh Pandey

General Manager

Detailed Financials



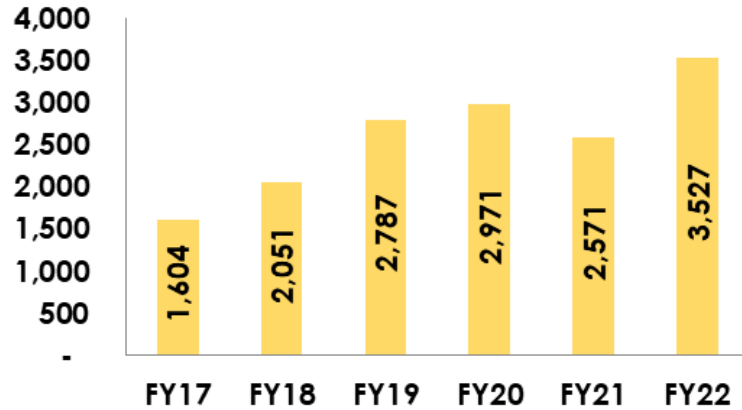
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Profit & Loss

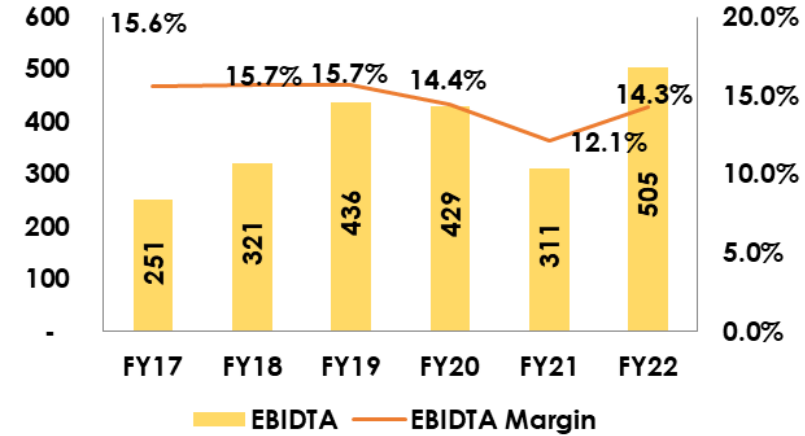
Particulars (₹ In Cr)	FY17	FY18	FY19	FY20	FY21	FY22	CAGR
Revenue from Operations	1,604	2,051	2,787	2,971	2,571	3,527	17%
Cost of Material Consumed	966	1,209	1,720	1,817	1,612	2,268	
Employee Expenses	127	197	248	299	231	279	
Other Expenses	261	324	383	426	416	475	
EBIDTA	251	321	436	429	311	505	15%
EBIDTA Margin	15.6%	15.7%	15.7%	14.4%	12.1%	14.3%	
Other Income	31	29	28	28	25	25	
Depreciation	56	73	102	126	144	147	
EBIT	226	277	362	331	193	383	11%
EBIT Margin	14.1%	13.5%	13.0%	11.1%	7.5%	10.8%	
Finance Cost	66	70	94	98	104	100	
Profit before Tax	160	207	268	233	89	283	12%
PBT Margin	10.0%	10.1%	9.6%	7.9%	3.4%	8.0%	
Tax	53	70	91	50	25	77	
PAT	107	137	177	184	64	206	14%
PAT Margin %	6.7%	6.7%	6.4%	6.2%	2.5%	5.8%	
Cash PAT	163	209	279	310	208	353	
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%	8.1%	10.0%	

Key Financial Indicators

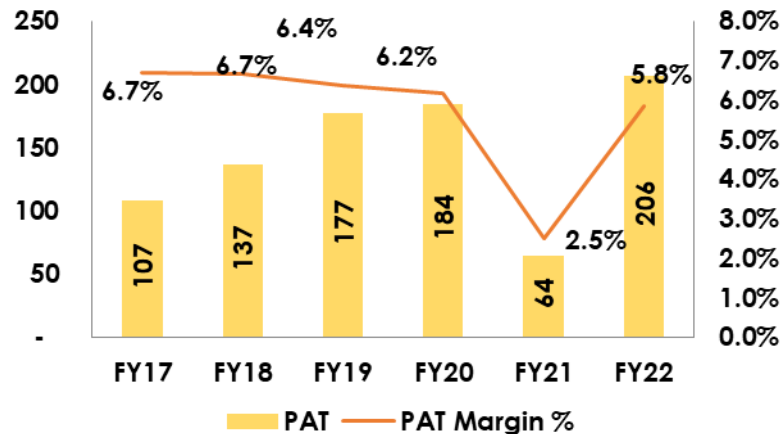
Revenue from Operations ₹ Cr



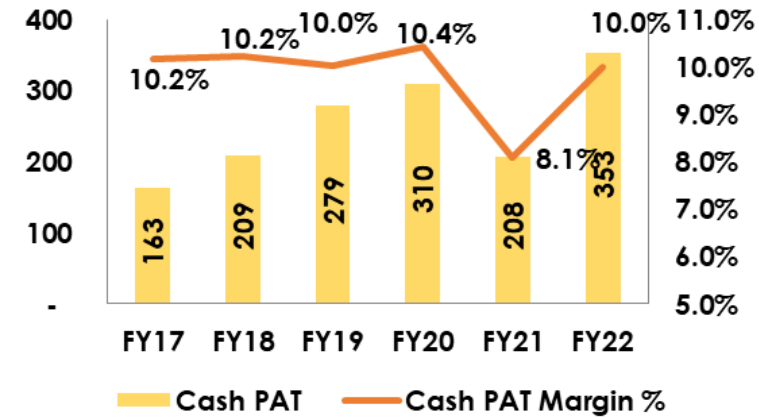
EBIDTA ₹ Cr



PAT ₹ Cr



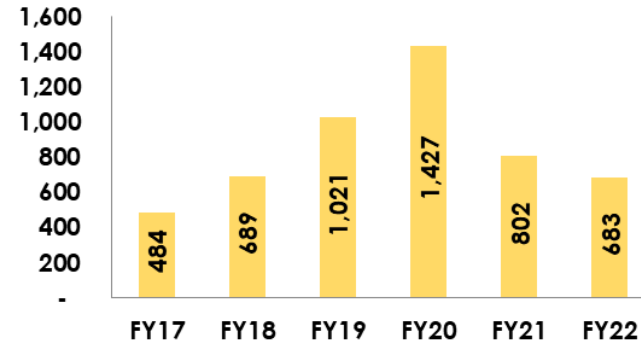
Cash PAT ₹ Cr



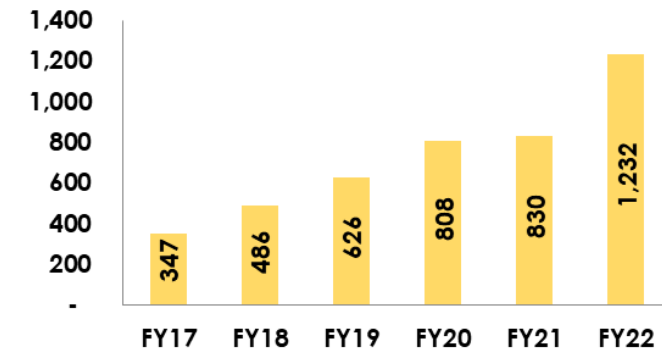
Revenue – Key Contributors



METRO - UNDERGROUND (₹ cr)



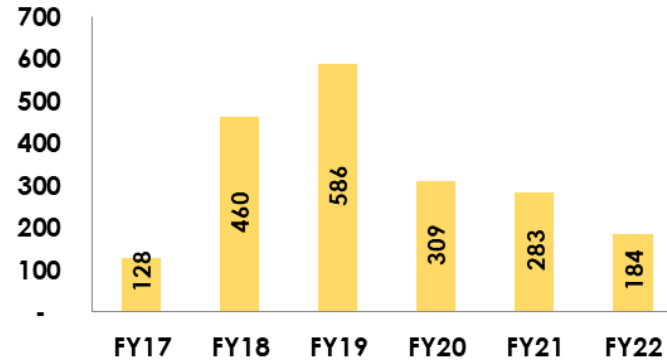
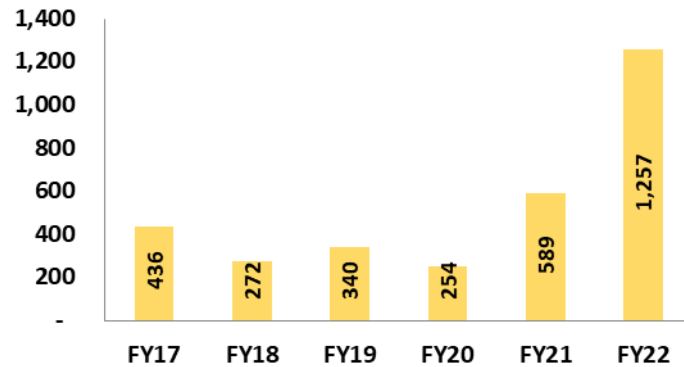
METRO - ELEVATED (₹ cr)



Revenue – Key Contributors



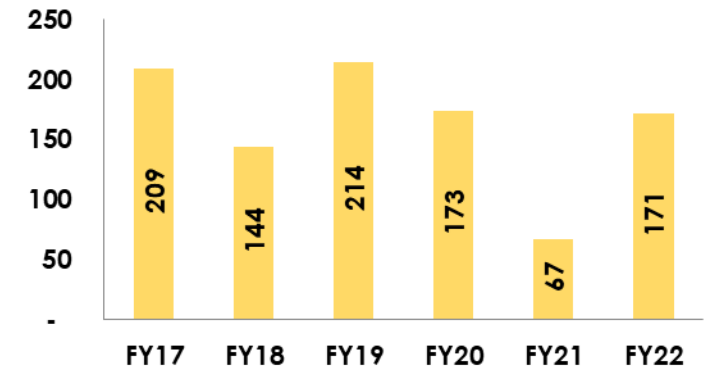
FLYOVER & BRIDGES (₹ cr)



ROADS (₹ cr)



CIVIL & OTHERS (₹ cr)



Poised for Growth



We dream... So we achieve...

Strategic Priorities

Enhancing Shareholders Value

Large & Complex Projects

- At JKIL, we have amassed qualifications and experience on standalone basis to undertake large and complex projects
 - Open to any strategic alliance which enhances our pre qualification strengths wherever required

Lean Balance Sheet

- Most sustainable companies have less debt and high net worth; we expect to remain low net debt across the foreseeable future
- Focus is to further strengthen working capital cycle

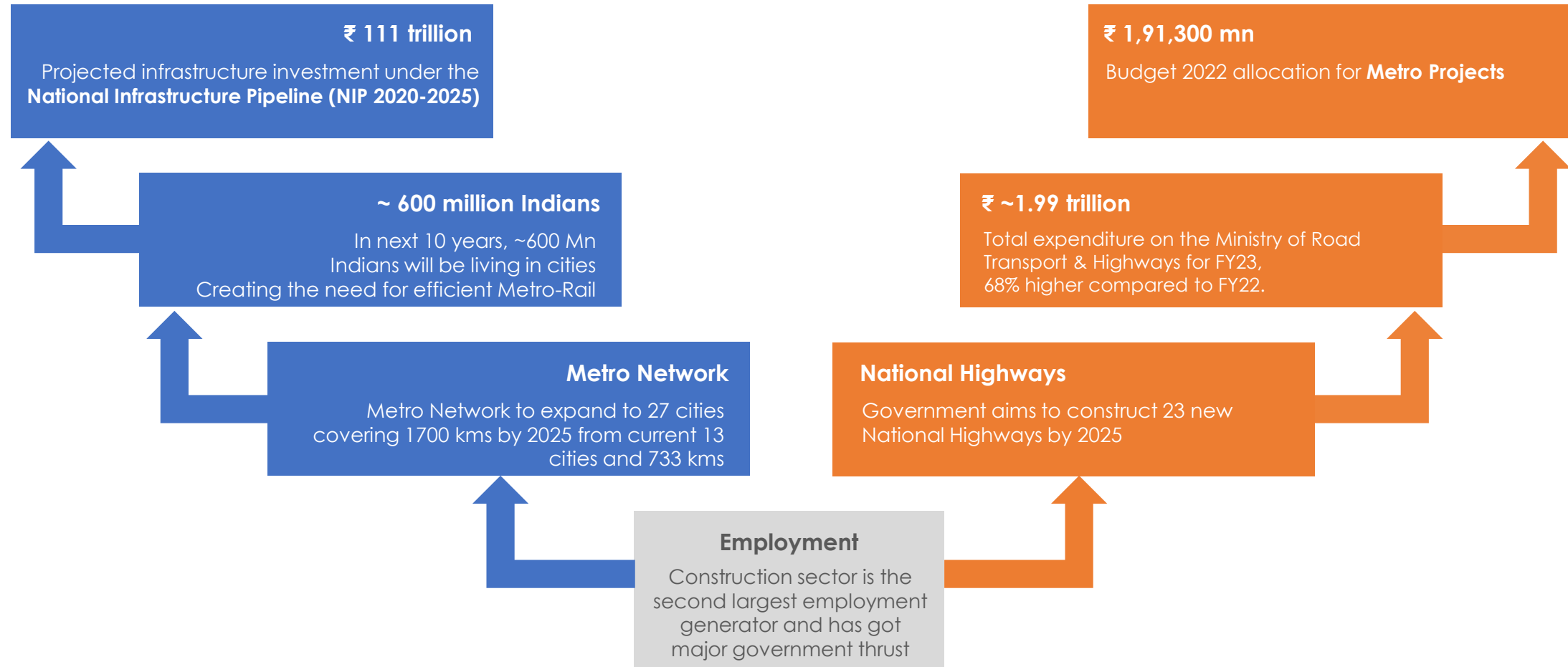
Assets Churn

- 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

Operational Discipline

- 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 .
- Further strengthening our controls and estimation departments to improve project profitability

Favorable Sector dynamics



We dream... So we achieve...



Thank You

Company :

Investor Relation Advisors:

J. Kumar Infraprojects Ltd.

Mr. Madan Biyani (CFO)

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