

# GENERIC<sup>SM</sup>

ENGINEERING CONSTRUCTION AND PROJECTS LTD.

(Formerly Welplace Portfolio and Financial  
Consultancy Services Limited)

Date: 21<sup>st</sup> May, 2018

To, BSE Ltd. Department of Corporate Services Corporate Relation Department 14 <sup>th</sup> Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001	To, Ahmedabad Stock Exchange Limited Kamdhenu Complex, Opp Sahajanand College, Panjara Pole, Ahmedabad - 380015
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**SUB: INVESTOR PRESENTATION**

**BSE: Scrip Code: 539407**

**ASE: Scrip Code: 67142**

Dear Sir,

Kindly find enclosed herewith the Investor Presentation of our Company w.r.t. Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2018.

Request you to kindly take the above information on your record and acknowledge the same.

Thanking you,  
Yours Faithfully,

For Generic Engineering Construction and Projects Limited  
(formerly known as Welplace Portfolio and Financial Consultancy Services Limited)



Company Secretary and Compliance Officer

Place: Mumbai

Date: 21/05/2018

**Media Release****Revenue for F.Y.18 at Rs. 138.32 crore****EBIDTA for F.Y.18 at Rs. 19.58 crore****EBIDTA margin improved by 756 bps to 14.16%****PAT for F.Y.18 at Rs. 11.50 crore****Board Recommends Final Dividend of 1% i.e. Rs. 0.10 Per Equity Share of  
F.V. of Rs. 10/- each****Board approves stock split in ratio of 1:2**

**Mumbai, May 21<sup>st</sup>, 2018: Generic Engineering Construction & Projects Limited (BSE: 539407),** among leading general Contracting companies in India, announced its audited results for the quarter and year ended 31<sup>st</sup> March 2018. These financials are as per the IND AS accounting guidelines.

**Key Financials (Rs. In Crore):**

Particulars	Q4 FY18	Q4 FY17*	YoY%	FY18	FY17*	YoY%
Revenue	35.72	38.09	-6.22%	138.32	37.92	264.74%
EBIDTA	6.86	2.88	138.40%	19.58	2.47	693.73%
EBIDTA Margin%	19.20%	7.55%	1165 bps	14.16%	6.51%	765 bps
PAT	3.60	1.80	99.75%	11.50	1.65	596.85%
PAT Margin %	10.09%	4.74%	535 bps	8.31%	4.35%	396 bps

\*The Process of Reverse merger had been completed in Q4-FY17. So only Q4FY17 indicates financials of merged entity for FY17.

**Financial Results Highlights****Q4 FY18 Vs. Q4 FY17 Highlights: -**

- **Revenue** stood at **Rs. 35.72 crore** in Q4 FY18 as against Rs. 38.09 crore in the Q4 FY17, de-growth of 6.22%.

- **EBITDA** was at **Rs. 6.86 crore** in Q4 FY18 as against Rs. 2.88 crore in Q4 FY17, **grew by 138.40%**.
- **EBITDA Margin** improved drastically by **1165 bps** from 7.55% in Q4 FY17 to **19.20 in Q4 FY18** on account better execution of high margin projects in industrial and commercial segments.
- **Profit After Tax** was at **Rs. 3.60 crore** in Q4 FY18 as against Rs. 1.80 crore in Q4 FY17, **growth of 99.75%**.
- **PAT margin** improved by **535 bps** from 4.74% in Q4 FY17 to **10.09% in Q4 FY18**.
- **EPS Stood at Rs. 2.2** in Q4 FY18 as compared to Rs. 1.1 in Q4 FY17, an exceptional **growth of 100.00%**.

**FY18 Vs. FY17 Highlights: -**

- **Revenue** for the full year was **Rs. 138.32 crore** in FY18, as against Rs. 37.92 crore in FY17, a significant **YoY growth of 264.74%**.
- **EBITDA** was at **Rs. 19.58 crore** in FY18 as against Rs. 2.47 crore in FY17, fantastic growth of **693.73% YoY**.
- **EBITDA Margin** was **14.16%**, an improvement of **765 basis points YoY**, on account of improving operational efficiency.
- **Profit After Tax** was **Rs. 11.50 crore** in FY18 compared to Rs. 1.65 crore in FY17, **excellent YoY growth of 596.85%**.
- **PAT Margin** was **8.31%**, an improvement of **396 basis points YoY**.
- **EPS** was at Rs. 7.03, **YoY growth of over 596.04%**.
- The Board of Directors have recommended, subject to the shareholders' approval, a final dividend of 1% i.e. Rs. 0.10 per equity share for the financial year ended March 31<sup>st</sup>, 2018. This marks the company's second consecutive year for giving dividend.
- The Board of Directors have also approved, subject to the shareholders' approval, sub-division of 1 (one) equity share of face value Rs. 10 each into 2 (two) equity share of face value of Rs. 5 each.

### Recent Developments During the Quarter

- Generic Engineering Construction & Projects Limited has received 'Award of Excellence in Construction and Engineering' by Make in India Foundation (MIIB).
- Generic Engineering Construction & Projects Limited has been awarded orders worth 170.53 Cr during the quarter.

### Completed Fund Raising

The Company has recently completed its process of preferential allotment of shares and warrants. The Company allotted 21,00,000 convertible warrants to the promoter group and 26,13,453 preferential equity to non-promoter group at Rs. 190 each. Of this, the promoters have already executed their right of conversion of 3,00,000 warrants into 3,00,000 equity shares. The total fund raising through the said issue will be Rs. 89.56 cr.

### Management Comment:

Commenting on the results, **Mr. Manish Ravilal Patel, Managing Director, Generic Engineering Construction & Projects Limited** said:

*"We are pleased to present our fourth quarter and financial year end performance, which has been in line with our targets. For the Quarter ended 31<sup>st</sup> March, 2018 we have registered a fantastic EBITDA growth of close to 138% and our overall profit has also shown a tremendous increase of close to 100% YoY. This is mainly on back of executing high margin projects in industrial and commercial segments. We continue our focus on these segments as they yield a higher margin compared to other segments. During the quarter we executed projects across all categories of segments and we are very happy that our consistent performance and focus on timely delivery has been successfully helping us to bag new orders and grow our business.*

*We currently have an order book of about Rs. 534 crores that will be executed over the next one and half years. At the same time, we also have a very strong order visibility and are cautiously and meticulously building our order book. We are hopeful that we will continue to maintain the current momentum. Project execution will always continue to remain our core strength and key focus.*

*We are also happy to share that we have recently completed our fund-raising plan. As we enter the new financial year, these newly raised funds will help us grow our order book, giving us the confidence to deliver on our growth targets for the year without putting much pressure on our balance sheet.*

*I thank the entire team of 'GENERIC' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."*

**About Generic Engineering Construction & Projects Limited:**

Incorporated in 1994, Generic Engineering Construction & Projects Ltd. is a General Contracting, Design & Build and EPC company. It has a strong presence in Residential, Industrial & Commercial segments and is also present into MEP. The Company has more than 15 reputed architects associated with it and has long standing relationships with leading consultants. It has executed projects for renowned MNC's and reputed domestic companies. Due to its rich experience of the field it is in, the Company is able to make efficient use of manpower and is focused on creating a highly efficient structure. The current order book stands at Rs. 534 crores. Many of the projects are from repeat customers. The Company has been very cautious in its approach. The management believes in the principal of conservatism and the overall debt on the books stands at 0.13x to equity.

**For further information, please contact:**

<p><b>Ms. Ami Shah</b> Company Secretary <b>Generic Engineering Construction &amp; Projects Limited.</b> <a href="mailto:CS@gecpl.com">CS@gecpl.com</a>  <a href="http://www.gecpl.com">www.gecpl.com</a></p>	<p><b>Mr. Amit Sharma/ Mr. Harshit Gandhi</b> <b>Bridge Investor Relations Pvt. Ltd.</b> Email: <a href="mailto:amit@bridge-ir.com">amit@bridge-ir.com</a> Email: <a href="mailto:harshit@bridge-ir.com">harshit@bridge-ir.com</a>  <a href="http://www.bridge-ir.com">www.bridge-ir.com</a></p>
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**Caution Concerning Forward- Looking Statements:**

*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*