



**Generic Engineering Construction and  
Projects Limited**

**Investor Presentation  
February 2018**



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Way Ahead





### Dedicated on 'cost' and 'time' optimization

- ✓ Efficient use of manpower – over 4 decades of experience in business
- ✓ Focus on creating highly efficient and self sustaining model

### Tie-up with leading consultants

- ✓ More than 15 reputed architects associated with Company
- ✓ Long standing relationships with leading consultants

### Reputed Clientele

- ✓ Renowned MNC's, large Domestic Companies
- ✓ Execution history resulting in repeat and new orders

### Among leading General Contracting Companies in India

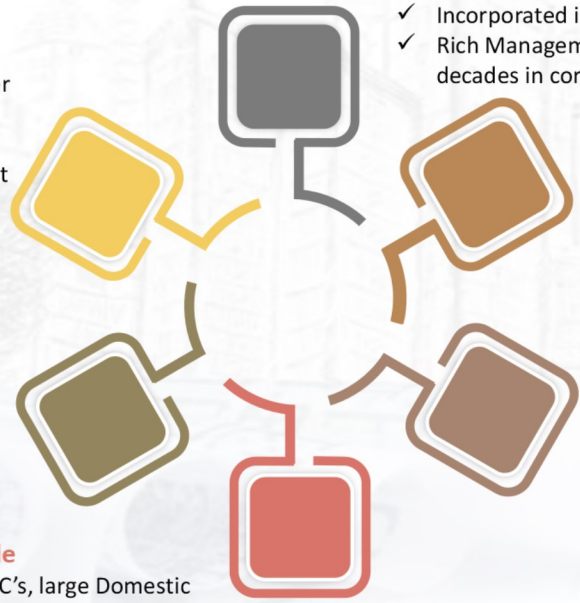
- ✓ Incorporated in 1994
- ✓ Rich Management experience - over nearly 5 decades in core business activities

### Core Business Activities

- ✓ General Contracting, Design & Build and EPC
- ✓ Strong Experience in Residential, Industrial & Commercial segments

### Strong Orderbook

- ✓ As on December 2017 – **Rs. 450 Cr**
- ✓ Focus on small to medium ticket size orders





# Journey So Far



First Design and build project successfully executed.



2015

First order from Kokilaben Trust for hospital at Navi Mumbai



2016



2017

Listed on BSE Limited by acquiring a Listed entity as per SEBI (SAST), 2011



1967

Mr. Ravilal Patel started civil contracting business as Generic Enterprise.



2004

Incorporated as Generic Engineering and Construction Pvt. Ltd.



2013

Started working on cold storage projects with capacity upto - 40 degree.



# Experienced Management Team



**Mr. Manish Ravilal Patel - Managing Director**



**Mr. Manoj Nambiar - Project Director  
(Execution)**



**Mr. Tarak Bipinchnadra Gor – Whole Time  
Director**



**Mr. Sandeep Bhavsar – Tender Estimation**



**Mr. Jayesh Sheshmal Rawal - Executive  
Director**



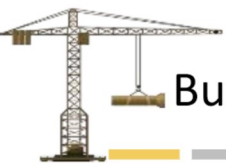
**Mr. Mayank Madia – Procurement Execution**



**Mr. Sanjay Vadodaria – Procurement  
Head**







**01** > ▪ Widely accepted contracting model  
 ▪ Undertake core and shell construction (civil & structural works) along with finishes (internal & external), internal infrastructure (roads, landscaping etc.)

## General Contracting



**02** > ▪ Providing Comprehensive Building Solutions - Design & Engineering services (for Architecture, Structural, Electrical, Mechanical, HVAC, Plumbing & Sewerage, Fire Protection services, Building Management systems, and Infrastructure works) Procurement Services, Statutory approvals, Project Management & Construction services  
 ▪ Tie-up with leading consultants  
 ▪ Dedicated on 'cost' and 'time' optimization

## Design And Build Concept



**03** < ▪ Gained expertise to deliver end-to-end services  
 ▪ Provide most optimum solutions through 'value engineering' approach  
 ▪ Developed in-house capability through dedicated Design Cell (DC)

## Engineering Procurement & Construction(EPC)



# Key Strengths



## 04 Effective Manpower Sourcing

- Strategic Sourcing and deployment
- Tie ups with local contractors in key states

## 05 Key player in medium size projects

- Medium size project space – fastest growing
- Most prominent player in 15 – 75 cr size projects

## 03 Strong Orderbook of Rs. 450 cr.

- Highest market share in fastest growing market of Navi Mumbai
- 40:40:20 mix of Industrial, Residential & MEP

## 02 Five Decades of Experience

- Delivered significant number of projects under renowned players
- Expertise in Cold storage – built biggest cold storage in Mumbai +4<sup>o</sup> to -4<sup>o</sup>

## 01 Preferred choice for EPC, General Contracting & Design

- Timely execution & delivery combined with long experience and expertise in core business segments



## 07 Top Notch Clients – Renowned MNC's

- Successfully Delivered >200 projects – leading to repeat orders from reputed existing customers
- Implemented Best Industry EHS practices

## 08 Strong Financial Position

- No long term debt – D/E 0.25x
- Most efficient utilization of funds

## 09 Effective Marketing Strategy

- As execution expert

**Company capable of delivering all types of construction projects**



# Esteemed Customers






## Strong tie-ups with leading Architects



Sr No	Name	Location
1	M/S. K. Thomas & Associates	Vashi, Navi Mumbai
2	Hafeez Contractor	Mumbai
3	Soyuz Talib	Vashi, Navi Mumbai
4	Mr. Zore & Associates	Vashi, Navi Mumbai
5	CRN (C R Narayana Rao)	Mylapore, Chennai
6	Dimensions	Vashi, Navi Mumbai
7	Homework	Chembur, Mumbai
8	Uday Master	Mumbai
9	B N Shah & Associates	Mumbai
10	Studio C	Mumbai
11	Vijay Garodia	Mumbai
12	Raghuvansh Mathur	Vashi, Navi Mumbai
13	Sanjay Zaveri	Mumbai
14	Ajit Bhuta & Associates	Mumbai
15	4.4 Designs Ltd.	Mumbai



# Awards & Recognitions



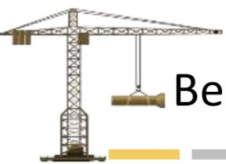
ISO 14001 : 2015  
CERTIFIED



OHSAS 18001:2007  
CERTIFIED



ISO 9001:2015  
CERTIFIED



**Safety Park Implementation & EHS Awareness**



**Medical Examination**



**Demonstration and training**



**Internal Audits at Site**





# Residential Projects



**Kesar Harmony,  
Kharghar**



**Mikonic - Emerald Bay,  
Nerul**



**Vrindawan,  
Ghatkopar**



**Golden Realty - Kamathipura**



**Bhoomi Fields, Boriwali**





# Residential Projects contd...



**Green World, Akshar  
Airoli, Navi Mumbai**



**Allure  
Kanjur Marg, Mumbai**



**Jai Vijay Co. Op Hsg Soc.  
Andheri, Mumbai**



**Adinath  
Millionist**



**Kolte Patil Developers Limited**



**KESAR – Equinox**



# Commercial Projects



**Panacea Biotech,  
Mahape Midc**



**Reliable Techpark,  
Airoli Navi Mumbai**



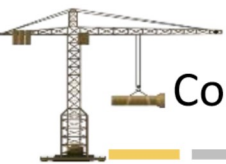
**Hindustan Unilever Limited**



**Reliable Plaza, Rabale Midc**



**Shree Sawan Knowledge Park, Turbhe Midc**



# Commercial Projects contd...



**S K Automotive,  
Turbhe Midc**



**Control's Data Center, Mahape  
Midc**



**Kokilaben Dhirubhai Ambani Hospital.  
Kopar Khairne,navi Mumbai**



**Retroscape Infrastructure, Turbhe**



**All India Hing Co. Mahape Midc**



# Industrial Projects



**Idemitsu Lube  
India Pvt. Ltd.**



**Stulz-chspl (India) Pvt. Ltd.**



**Reliance Health Solutions Pvt. Ltd.**



**Mandke Foudation Akola**



**Malati Vasant Heart Trust, Solapur**



**JKC Trading Company**

**Hospitals – completed two hospitals – currently working on 6 more projects**



**Infinity Cars Pvt. Ltd.**



**AND Designs Indi Limited**



**Reliable Group, Airoli**

Hospitals – already delivered 2 hospitals – currently working on 6 more projects



**Tilak Public School, Nerul**



**B P Marine College, Panvel**



**Glenmark Pharmaceuticals, Navi Mumbai**

**Data Centres Delivered – Sify, Ctrl S etc.**



# Key Projects - Ongoing



SR. NO.	COMPANY	NAME OF THE PROJECT	ADDRESS	PROJECT DESCRIPTION
<b>A INDUSTRIAL PROJECTS</b>				
1	Idemitsu	Idemitsu	Patalganga, Mumbai	Expansion Work of existing facility
2	Stulz	Stulz-CHSPL (India) Pvt. Ltd	A819/1, TTC Industrial Area, Kopar- khairane MIDC Navi Mumbai	Civil and Structural work for new industrial Building
3	AVI Worldwide Pvt Ltd	AVI worldwide	Plot no C-257, TTC Industrial area, pawane village, Navi Mumbai.	Expansion of Factory Building 24,000 Sft Composite work
4	JKC General Trading Co.	JKC Cold Storage	Plot No C-8/3, TTC Industrial Area, Pawane village, Navi Mumbai.	Cold storage Unit of 60,000 Sft. Composite work
5	All India Hing Supplying Co	Hing	Plot No.302 TTC Indl Area MIDC Khairne Navi Mumbai.	Industrial Building of 78,200 Sft Composite work
6	Pankaj Jain and Others	Factory Building	B3 Factory at Silvasa	Industrial Building
<b>B COMMERCIAL PROJECT</b>				
1	Entrance Pavallion at Hindustan Unilever Ltd	Hindustan Unilever	Andheri, Mumbai	Entrance Building of Hindustan Unilever Ltd
<b>C HOSPITAL PROJECTS</b>				
1	Malti Heart Trust (Reliance)	Kokilaben Ambani Hospital	Solapur City	Hospital Building
2	Reliance Health Solutions Pvt Ltd	Kokilaben Ambani Hospital	Nasik City	Compound Wall And Gate Work
3	Mandke Foundation (Reliance)	Kokilaben Ambani Hospital	Gate No.4 DAKC Kopar khairane, Navi Mumbai	Hospital Building of 1,55,000 Sft Composite work
4	Mandke Foundation (Reliance)	Kokilaben Ambani Hospital	Gondia, Maharashtra	Day Care Oncology center, Hospital Building
5	Reliance Health Solutions Pvt Ltd	Kokilaben Ambani Hospital	Akola, Maharashtra	Day Care Oncology center, Hospital Building
<b>D RESIDENTIAL PROJECTS</b>				
1	Kesar Group	Kesar Equinox	Dadar, Mumbai, Maharashtra	Stilt + 20 Upper Residential Tower
2	Kesar Group	Kesar Horizon	Matunga, Mumbai, Maharashtra	Stilt +6 Parking+ 13 Upper Residential Tower
3	Kesar Group	Kesar Scion	Pantnagar, Ghatkopar, Mumbai, Maharashtra	Residential Tower including Basement
4	Millionist	Millionist -14	Dadar, Mumbai, Maharashtra	Basement + 5 Parking's + 15 upper Residential Tower



# Prominent Completed Projects



SR. NO.	COMPANY	NAME OF THE PROJECT	ADDRESS	PROJECT DESCRIPTION
11	Bhoomi Group	Skyline Symphony	Skyline Oasis, Premier Road, Vidhyavihar (w), Mumbai.	Commercial Structure of 1,60,000 Sft with Materials
12	Elaf Cold Storage	Elaf Cold Storage	Plot No M-63/64, MIDC, Taloja, Near Navi Mumbai	Basement +Ground +4 Upper floors of 57000 Sft Cold Storage building Composite work
13	Retro-scape Infrastructure Ltd Compo	Retro-scape	D37/3,Turbhe MIDC Navi Mumbai	G+5 Upper Floor
14	Sutherland Global Services	Sutherland	Rabale MIDC Navi Mumbai	
15	IKEA India Ltd	IKEA	Turbhe, Navi Mumbai	Dismantling, Demolition and Disposal of Existing Structure
16	Welcome IT Services	Welcome IT Park	Plot No RX 37,Rabale,Navi Mumbai	2 Basements + G +3
<b>D</b>	<b>EDUCATION BUILDING PROJECTS</b>			
1	B P Marine Academy	B P Marine College	Panvel, Navi Mumbai	G + 5
<b>E</b>	<b>IT PARKS</b>			
1	Reliable Exports	Reliable Tech-park	Gate No.31, Airoli, Navi Mumbai	IT Building consists of Ground +12 Uppers Labor work
2	Reliable Infomatics park Pvt Ltd-Phase 1	Reliable Tech Space	Plot No.847/2/1(II) Rabale, Navi Mumbai	IT Building consists of Ground +8 Uppers of Labor work
3	Reliable Infomatics park Pvt Ltd-Phase 2		Plot No.847/2/1(II) Rabale, Navi Mumbai	IT Building consists of Ground +8 Uppers of Labor work
4	Nandkamal Infotech Pvt Ltd	Shree Sawan Knowledge Park	Turbhe MIDC, Navi Mumbai	B + G +6







Rs. Crs	Q3 FY18
<b>Total Income from operations</b>	<b>37.53</b>
Raw Materials	31.78
Employee Cost	1.08
Other Cost	0.30
Total Expenditure	33.16
<b>EBITDA</b>	<b>4.37</b>
<b>EBIDTA margin (%)</b>	<b>11.64%</b>
Other Income	0.05
Interest	0.56
Depreciation	0.55
<b>Profit Before Tax</b>	<b>3.31</b>
Tax	0.54
<b>Profit After Tax</b>	<b>2.77</b>
<b>PAT Margin (%)</b>	<b>7.38%</b>
<b>EPS (Rs.)</b>	<b>1.70</b>

Rs. Crs	9M FY18
<b>Total Income from operations</b>	<b>102.60</b>
Raw Materials	86.36
Employee Cost	2.28
Other Cost	1.24
Total Expenditure	89.88
<b>EBITDA</b>	<b>12.72</b>
<b>EBIDTA margin (%)</b>	<b>12.40%</b>
Other Income	0.52
Interest	1.44
Depreciation	1.63
<b>Profit Before Tax</b>	<b>10.17</b>
Tax	2.28
<b>Profit After Tax</b>	<b>7.89</b>
<b>PAT Margin (%)</b>	<b>7.69%</b>
<b>EPS (Rs.)</b>	<b>4.82</b>



# Annual Financials – FY17



## Profit & Loss - March FY17\*

Rs. Crs	FY17
<b>Total Income from operations</b>	<b>38.14</b>
Raw Materials	34.20
Employee Cost	0.29
Other Cost	0.96
Total Expenditure	35.46
<b>EBITDA</b>	<b>2.69</b>
<b>EBITDA margin (%)</b>	<b>7.04%</b>
Other Income	0.42
Interest	0.74
Depreciation	0.12
<b>Profit Before Tax</b>	<b>2.25</b>
Tax	0.60
<b>Profit After Tax</b>	<b>1.65</b>
<b>PAT Margin (%)</b>	<b>4.33%</b>
<b>EPS (Rs.)</b>	<b>1.01</b>

\* Figures represent numbers for only one quarter

## Balance Sheet as on March FY17

Rs. Crs	As on 31 <sup>st</sup> Mar'17	Rs. Crs	As on 31 <sup>st</sup> Mar'17
<b>Equity</b>	<b>47.63</b>	<b>Non-current assets</b>	<b>37.15</b>
Equity Share Capital	16.36	Property, Plant and Equipment	0.88
Other Equity	31.27	Intangible Assets	19.19
<b>Non-current liabilities</b>	<b>0.06</b>	Investments	0.00
Borrowing	0.00	Trade Receivables	4.40
Other Financial liabilities	0.00	Long Term Loans & Adv.	12.68
Provisions	0.00	Loans	4.21
Deferred Tax Liabilities (Net)	0.00	Others	8.47
Other Non-Current Liabilities	0.06	Deferred Tax	0.01
<b>Current liabilities</b>	<b>35.46</b>	<b>Current assets</b>	<b>46.00</b>
Borrowings	15.01	Inventories	17.66
Trade Payables	16.46	Investments	0.00
Other Financial Liabilities	0.00	Trade Receivables	14.91
Provisions	2.35	Cash & Cash Equivalent	12.78
Other Current Liabilities	1.13	Others	0.65
Current Tax Liabilities (Net)	0.52	<b>Total Assets</b>	<b>83.15</b>
<b>Total Equities &amp; Liabilities</b>	<b>83.15</b>		





### Strengthen Manpower sourcing

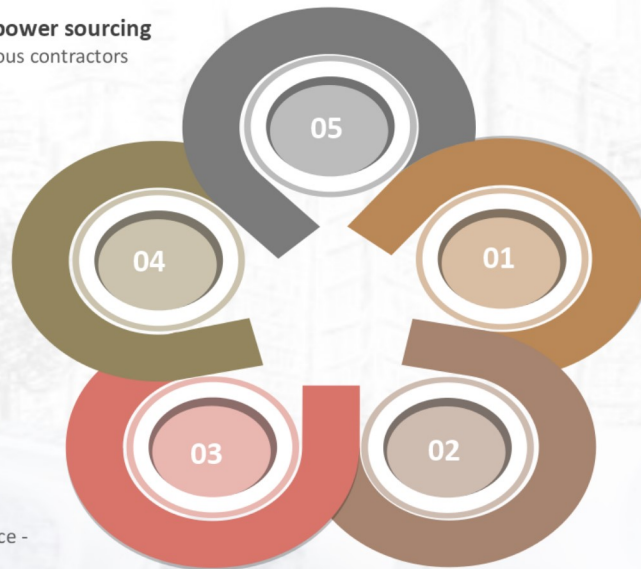
- Tie-up with various contractors

### Concentrate on latest technology procurement

- To build greater efficiencies to achieve better execution timelines

### Diversification of activities

- Move from general contracting to value added services – turn key projects, designing, mep
- Infra, government contracts, defence - --Already empanelled with various entities



### Increase market share in Maharashtra

- Highest market share in fastest growing market of Navi Mumbai
- Execution skills would enable to grab even greater number of projects

### Increase geographical presence

- Both in India – Fastest growing major economy – huge consumption base and key focus market for MNCs
- Looking at growth opportunities in key and growing markets globally

**Be the most significant player in the projects of ticket size - Rs. 15 to Rs. 75 crore**



Thank You



**GENERIC**  
ENGINEERING CONSTRUCTION AND PROJECTS LTD.



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**Bloomberg** GENCON IN



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