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### Managing Director's Message







### Commenting on the quarterly results, Mr. Manish Ravilal Patel, Managing Director, Generic Engineering Construction and 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 31st 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 crore 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."







# "TO ACHIEVE HARMONY WITH LAND, WE NEED TO RESPECT IT AND COMPLIMENT IT WITH A STRUCTURE THAT DOES JUSTICE TO ITS AURA"

### **Our Vision**

We at GENERIC are committed to construct and provide quality construction to our clients as per their requirements and aim to achieve and enhance customer satisfaction, for which continual improvement has been identified as most effective tool.

### **Our Mission**

To adopt latest technologies in the field of engineering, construction, operation & maintenance of projects and to encourage innovation, professional integrity, up gradation of knowledge & skills of employees and provide a safe working environment.

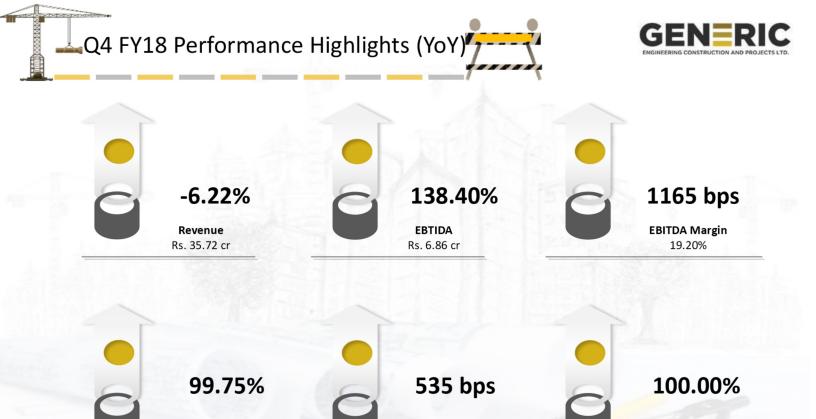


# Developments during Q4 FY18





- 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 Rs. 170.53 Cr during Q4-FY18
- Fund Raising Completed:
  - Total Amount to be Raised: Rs. 89.56 cr
  - Preferential Equity allotted at Rs. 190 to non-promoter group: 26,13,453 shares
  - Convertible warrants allotted at Rs. 190 to promoter group: 21,00,000 warrants converting to 21,00,000 equity shares
  - Rights executed by Promoters: 3,00,000 warrants into 3,00,000 equity shares



PAT Margin

10.09%

EPS in Rs. 2.20

Vs Rs. 1.10 (Q4 FY17)

PAT

Rs. 3.60 cr

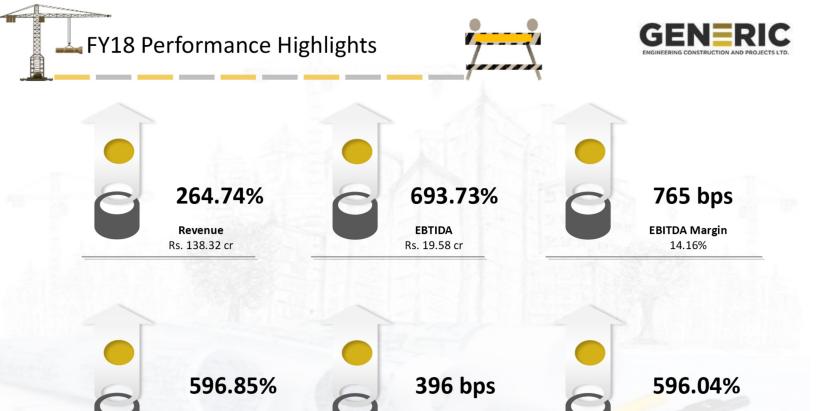


# Quarterly Financial Highlights





Rs. Crs	Q4 FY18	Q4 FY17	YoY%	Q3 FY18	QoQ%
Income From Operations	35.72	38.09	-6.22%	37.53	-4.81%
Other Operating Income	0.00	0.00		0.00	
Total Income from operations	35.72	38.09	-6.22%	37.53	-4.81%
Purchase & Operating Cost	31.30	51.86		28.80	
Changes in Inventory	-4.92	-17.66		2.98	
Employee Cost	0.96	0.27		1.08	
Other Cost	1.53	0.75		0.30	
Total Expenditure	28.86	35.22		33.17	
EBITDA	6.86	2.88	138.40%	4.36	57.28%
EBIDTA Margin (%)	19.20%	7.55%	1165 bps	11.62%	758 bps
Other Income	0.13	0.38		0.05	
Depreciation	0.71	0.11		0.55	
Finance Cost/Interest	0.80	0.74		0.56	
Profit Before Tax	5.48	2.40		3.31	65.34%
Tax	1.87	0.60		0.54	
Profit After Tax	3.60	1.80	99.75%	2.78	29.87%
PAT Margin (%)	10.09%	4.74%	535 bps	7.40%	269 bps
EPS (Rs.)	2.20	1.10	100.00%	1.70	29.41%



PAT Margin

8.31%

EPS in Rs. 7.03

Vs Rs. 1.01 (FY17)

11

PAT

Rs. 11.50 cr



## Annual Financials Highlights





Rs. Crs	FY18	FY17*	YoY%
Income From Operations	138.32	37.92	264.74%
Other Operating Income	0.00	0.00	
Total Income from operations	138.32	37.92	264.74%
Purchases & Operating Cost	111.52	51.86	
Raw Materials	1.22	-17.66	
Employee Cost	3.23	0.29	
Other Cost	2.76	0.96	
Total Expenditure	118.74	35.46	
EBITDA	19.58	2.47	693.73%
EBIDTA margin (%)	14.16%	6.51%	765 bps
Other Income	0.65	0.64	
nterest	2.34	0.12	
Depreciation	2.24	0.74	
Profit Before Tax	15.65	2.25	
Tax	4.16	0.60	
Profit After Tax	11.50	1.65	596.85%
PAT Margin (%)	8.31%	4.35%	396 bps
EPS (Rs.)	7.03	1.01	596.04%

<sup>\*</sup>The Process of Reverse merger has completed in Q4-FY17. So only Q4FY17 indicates financials of merged entity for FY17



# La Balance Sheet as on 31st March FY18





Rs. Crs	As on 31 <sup>st</sup> Mar'18	As on 31 <sup>st</sup> Mar'17
Equity	94.25	47.63
Equity Share Capital	18.18	16.36
Other Equity	76.07	31.27
Share Application Money pending for allotment	20.43	0.00
Non-current liabilities	0.92	0.06
Borrowing	0.00	0.00
Other Financial liabilities	0.00	0.00
Provisions	0.00	0.00
Deferred Tax Liabilities (Net)	0.65	0.00
Other Non-Current Liabilities	0.27	0.06
Current liabilities	49.95	35.46
Borrowings	12.22	10.04
Trade Payables	35.81	21.43
Other Financial Liabilities	0.00	0.00
Provisions	0.97	2.35
Other Current Liabilities	0.83	1.13
Current Tax Liabilities (Net)	0.13	0.52
Total Equities & Liabilities	165.55	83.15

Rs. Crs	As on 31 <sup>st</sup> Mar'18	As on 31 <sup>st</sup> Mar'17
Non-current assets	43.58	37.15
Property, Plant and Equipment	10.64	0.88
Intangible Assets	17.27	19.19
Investments	0.00	0.00
Trade Receivables	10.44	4.40
Other Non-current assets	0.00	0.00
Loans	3.32	4.21
Others	1.91	8.47
Deferred Tax	0.00	0.01
Current assets	121.97	46.00
Inventories	16.44	17.66
Investments	0.00	0.00
Trade Receivables	39.90	14.91
Cash & Cash Equivalent	57.59	12.78
Others	8.04	0.65
Total Assets	165.55	83.15







### 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**

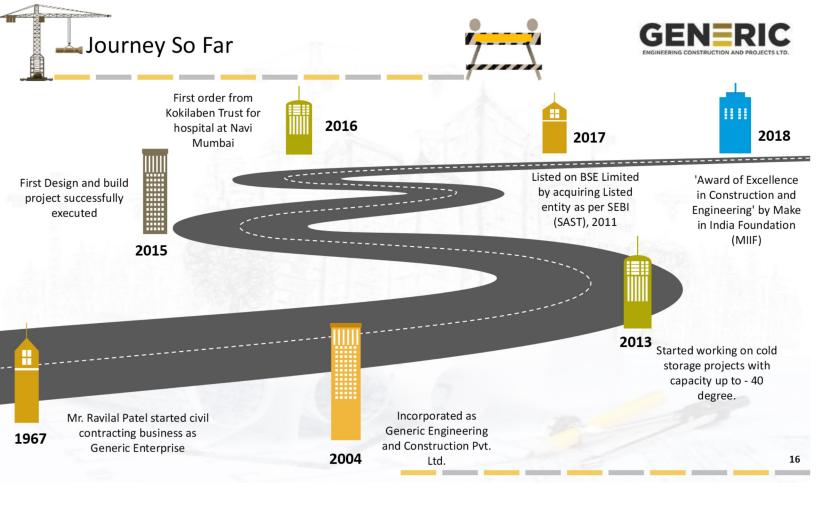
- General Contracting, Design & Build and EPC
- Strong Experience in Residential, Industrial & Commercial segments



- As on 31st March 2018 Rs. 534 Cr
- Focus on small to medium ticket size orders















Mr. Manish Ravilal Patel - Managing Director



Mr. Manoj Nambiar - Project Director (Execution)



Mr. Tarak Bipinchandra 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













### **General Contracting**

01

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

### **Design And Build Concept**

- **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

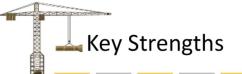
### **Engineering Procurement &** Construction(EPC)

Gained expertise to deliver end-toend services



Provide most optimum solutions through 'value engineering' approach

Developed in-house capability through dedicated Design Cell (DC)







### 14 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. 534 cr.

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

### **07** Top Notch Clients – Renowned MNC's

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

### **02** Five Decades of Experience

- Delivered significant number of projects under renowned players
- Expertise in Cold storage built biggest cold storage in Mumbai +4° to −40°

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

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

01



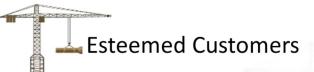
### **08** Strong Financial Position

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

# 09 Effective Marketing Strategy

As execution expert
 E.g. Achieving Pre Qualification for IKEA orders in 2018

Company capable of delivering all types of construction projects











# La 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



# Strong tie-ups with leading Consultants



Sr No	Name	Location
1	Mahimtura Consultants	Mumbai
2	Structural Concepts	Navi Mumbai
3	Adharishila Consultants	Navi Mumbai
4	R C Tipnis	Mumbai
5	U D Chande & Associates	Mumbai
6	Epicon ConsultantsS PVT. LTD.	Thane
7	Sanghvi Associates	Mumbai
8	SURA & Associates	Mumbai
9	S S REGE & Associates	Mumbai
10	Y S SANE & Associates	Pune
11	Shashank Mehendale & Associates	Mumbai
12	Hiren Tanna	Mumbai
13	Rajeev shah & Associates	Mumbai
14	JCV & Associates	Mumbai
15	Mahimtura Consultants	Mumbai









ISO 14001 : 2015 CERTIFIED



OHSAS 18001:2007 CERTIFIED



ISO 9001:2015 CERTIFIED



'Award of Excellence in Construction and Engineering' by Make in India Foundation (MIIF)



# ■ Best Industry EHS Practices







Safety Park Implementation & EHS Awareness



Demonstration and training



**Medical Examination** 



**Internal Audits at Site** 

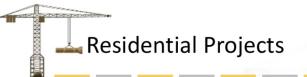


















Kesar Harmony, Kharghar



Mikonic - Emerald Bay, Nerul



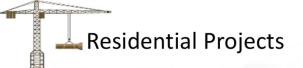
Vrindawan, Ghatkopar



Golden Realty - Kamathipura



Bhoomi Fields, Boriwali









Green World, Akshar Airoli, Navi Mumbai



Allure Kanjur Marg, Mumbai



Jai Vijay Co. Op Hsg Soc. Andheri, Mumbai



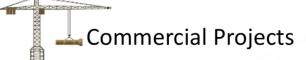
Adinath Millionist



**Kolte Patil Developers Limited** 



**KESAR** – Equinox









Panacea Biotech, Mahape Midc



Reliable Techpark, Airoli Navi Mumbai



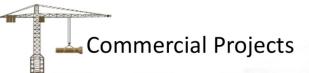
**Hindustan Unilever Limited** 



Reliable Plaza, Rabale Midc



Shree Sawan Knowledge Park, Turbhe Midc









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











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





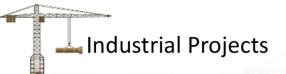


Tilak Public School, Nerul

B P Marine College, Panvel

Glenmark Pharmaceuticals, Navi Mumbai

Data Centres Delivered – Sify, Ctrl S etc.











Recently Inaugurated RELIANCE Health Solution Pvt. Ltd, Navi Mumbai







Sr. no.	Company / Client	Project Description	Address	Area (Sq.ft.)
Α	INDUSTRIAL PROJECTS			
1	Avi World wide Pvt. Limited.	Civil and Structural Work for Construction of Proposed Building works AVI.	Pawane, MIDC, Navi Mumbai	22,898
2	Idemistu Lube India Private Limited	Construction of new additional Facilities at Idemitsu Lube India Pvt. Ltd.	Patalganga, Navi Mumbai	8,587
3	Himadari Food Ltd	Civil and Structural works for Spices production factory building Composite work	Plot No 172/1 Pawne MIDC,Navi Mumbai	1,20,000
4	Raulimex Industries Pvt Ltd	Civil and Structural Works for Industrial Building (Labour Contract)	PI No. Gen 31/1,TTC Indust Area Digha MIDC,Navi Mumbai	36,000
5	Euroclima (India) Pvt Ltd	Construction of Factory Building at Wada with Materials	Wada village, Ambivali, Kuduas Gao,Wada,Dist Thane	NA
6	Elaf Cold Storage	Construction of cold storage building having Basement +Ground +4 Upper floors ( Composite work)	Plot No M-63/64, MIDC, Taloja, Near Navi Mumbai	62,000
7	Rishi Ice & Cold Storage Pvt Ltd	Cold Storage unit Flooring and Finishing Lab	Turbhe,Vashi,Navi Mumbai	4,00,000
8	Forstar Frozen Foods Pvt Ltd	Construction of Cold Storage unit consist of Basement +Gr.Floor + 2 Upper with Material	Plot No M-53/1,Taloja Indl Area, MIDC, Taloja,Dist Raigad,Mh	68,000
В	RESIDENTIAL PROJECTS			
1	Akshar Space Pvt.Ltd	Construction of Residential Project of Ground + 22 storied 11 towers building work (shell and core).	Gate no 242, Hissa No.1 to 7 at Digha, Airoli	10,50,000
2	Bhoomi Group	Construction of Residential Project of Ground + 15 stories residential tower (shell and core).	Bldg No 6,Plot Bearing CTS No 520/A/B/C, Borivali (E), Mumbai	1,10,000
3	Shreenath Constructions	Construction of Residential Project of Ground + 15 stories residential tower (shell and core).	Vikrant Circle, Tilak Road Corner, Ghatkopar (E), Mumbai	53,000
4	Mikonic Structure	Construction of Residential Project of Ground + 21 Storied Residential Tower (shell and core).	Palmbeach, Vashi, Navi Mumbai	2,65,000
5	Bhoomi Groups	Construction of Residential Project of Ground + 18 Storied Residential Tower (shell and core).	Borivali, Mumbai	68,100
6	Skyline Prashasti Group	Construction of Residential Project of Ground + upper typical floor Residential Tower (shell and core).	Mittal Estate, Andheri (E), Mumbai and Skyline Oasis Prime Road, Vidya Vihar West	5,54,560
7	Maithali Group	Construction of Residential Project of Ground + Podium + 29 Floors (shell and core).	Nerul, Navi Mumbai	2,65,000
8	Shree Riddhi Siddhi Developers	Residential Structure of G +8 (Shell and Core)	B-5 Gurudatta CS,Patel Chowk,Ghatkopar East	1,23,000
9	Kesar Group	Residential Structure of G +14 (Shell and Core)	Kharghar, Navi Mumbai	4,25,000



# Prominent Completed Projects





Sr. no.	Company / Client	Project Description	Address	Area (Sq.ft.)
С	COMMERCIAL PROJECTS			
1	Reliance Health Solutions Pvt. Ltd	Civil, Structural, Finishing, Plumbing and Fire-Fighting Works for Hospital Project	Gate No.4 DAKC Koparkhairane,Navi Mumbai	2,21,575
2	Enterance Pavillion of Hindustan Unilever Limited	Core and Shell works for Enterance Pavilion Works.	Andheri, Mumbai	8,426
3	IKEA India Ltd	Dismentalling, Demolition and Disposal of Existing Structure	Turbhe,Navi Mumbai	2,47,480
4	National India Bullion Refinery	Construction of Commercial building Structure (Labor work)	Safed pool,Andheri Kurla Rd,Mumbai -71	3,30,000
5	And Design India Ltd	Construction of Commercial complex & Studio building (Composite Work)	Plot No.R-847/1/1 Rabale-MIDC,Navi Mumbai	1,70,000
6	Infinity Cars Pvt Ltd	Construction of BMW Car Showroom building (Labor work)	Turbhe, Vashi, Navi Mumbai	85,000
7	Bhoomi Group	Construction of Commercial Structure (with material)	Skyline Oasis,Premier Road,Vidhyavihar (w), Mumbai.	1,60,000
8	Wasan Brothers Pvt Ltd	Civil works for Showroom Building of Basement + 2 Uppers (with materials)	Plot No.C-170, Pawane, Turbhe MIDC, Navi Mumbai	51,000
9	Welcome IT Services	Civil Works for 2 Basements + Ground + 3 upper floors of commercial building	Plot No RX 37,Rabale,Navi Mumbai	13,000
10	Dimple Enterprises	Construction of Commerical building	Plot Bearing CTS No.710G At Marol, Andheri (E), Mumbai.	20,00
11	S K Elite Industries (India) Ltd	Construction of Showroom Cum IT Building Basement +Ground+7 Uppers (with material)	Plot No.D:404-405,TTC Indl Area MIDC,Navi Mumbai	1,10,000
12	Reliable Exports	Construction of IT Building consists of Ground +12 Uppers (Labor work)	Gate No.31,Airoli,Navi Mumbai	5,00,000
13	Reliable Infomatics park Pvt Ltd- Phase 2	Construction of IT Building consists of Ground + 8 Uppers (Labor work)	Plot No.847/2/1(II) Rabale, Navi Mumbai	1,20,744
14	Bengal Finance Pvt Ltd.	Extension to the existing structure of Bengal chemicals	Plot D-25/11, TTc, Industrial Area, Turbhe, Navi Mumbai	72,000
15	Controls Data Centre Ltd	Construction of Data Center (IT) Building,1 Basement,G + 6 storied building (Materials)	Mahape,Navi Mumbai	2,48,000
16	Reliable Infomatics park Pvt Ltd- Phase 1	Construction of IT Building consists of Ground +8 Uppers (Labor work)	Plot No.847/2/1(II) Rabale,Na <mark>vi Mumb</mark> ai	2,25,000
17	Panacea Biotech	Construction of Stilt + 5 Uppers for Reasearch and Development centre	Mahape,MIDC,Navi Mumbai	85,000



# Key Projects - Ongoing





r. no.	Company / Client	Project Description	Address	Area (Sq.ft.)	
Α	A INDUSTRIAL PROJECTS				
1	Stulz-CHSPL (india) Pvt. Ltd	Civil and Structural work for new industrial Building	A819/1, TTC Industrial Area, Koparkhairane MIDC Navi Mumbai	11,130	
2	AVI Worldwide Pvt Ltd	Expansion of Factory Building	Plot no C-257,TTC Industrial area, pawane village, Navi Mumbai.	22,898	
3	JKC General Trading Co.	Construction of Cold storage Building	Plot No C-8/3,TTC Industrial Area, Pawane village, Navi Mumbai.	60,000	
4	All India Hing Supplying Co	Civil and Structural works for Industrial Building	Plot No.302 TTC Indl Area MIDC Khairne Navi Mumbai.	78,200	
5	Royal Gold Chain	Civil work and plumbing work for proposed cold storage building.	Plot No. D-16/1, T.T.C. Industrial Area, MIDC Turbhe, Dist. Thane	50,475	
В	COMMERCIAL PROJECT				
1	Reliance Health Solutions Pvt Ltd	Hospital Building	Solapur City	25,000	
2	Reliance Health Solutions Pvt Ltd	Compound Wall And Gate Work	Nasik City	25,000	
3	Reliance Health Solutions Pvt Ltd	Day Care Oncology center, Hospital Building	Gondia, Maharashtra	25,000	
4	Reliance Health Solutions Pvt Ltd	Day Care Oncology center, Hospital Building	Akola, Maharashtra	25,000	
5	Jindal Steel Limited	Civil and structural Works for Jindal Sanjeevani Multi Speciality Hospital Project at JSW.	Dolvi, Maharashtra	1,25,000	
С	RESIDENTIAL PROJECTS				
1	Kesar Group	Stilt + 20 Upper Residential Tower	Dadar, Mumbai, Maharashtra	85,000	
2	Kesar Group	Stilt +6 Parkings+ 13 Upper Residential Tower	Matunga, Mumbai, Maharashtra	85,000	
3	Kesar Group	Residential Tower including Basement	Pantnagar, Ghatkopar, Mumbai, Maharashtra	80,000	
4	Nav Bharat HSG	Basement + 16 Floors	Chembur, Pestom sagar, Mumbai 400089	1,57,161	
5	Aadi Properties LLP	G+22 storied 7 towers of overall 6,50,000 Sft BUA composite work	Plot no.1196B,Kanjur village,kanjur marg East,near Easter Express, Mumbai	6,50,000	
6	Kolte patil & Developers Ltd	2 Basement +Stilt + 11 Uppers Total 6 Buildings	JAI VIJAY Co-operative Housing Society Limited, located at New Airport Colony (Aai), Sahar, Vile Parle (East), Mumbai -400099	4,50,000	









### Concentrate on latest technology procurement

 To build greater efficiencies to achieve better execution timelines

**Diversification of activities** 

projects, designing, mep

entities

Move from general contracting to

value added services – turn key

# Strengthen Manpower sourcing ■ Tie-up with various contractors Infra, government contracts, defence ---Already empanelled with various

### 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









**GENCON** 

**Bloomberg GENCON IN** 

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**GENN.BO** 

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