

Date: 16th May, 2019

To,
BSE Ltd.
Department of Corporate Services
Corporate Relation Department
14th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Sub: Submission of Investor Presentation for the Quarter and Year ended March 31, 2019

Dear Sir,

Kindly find attached herewith the investor presentation for the quarter and year ended March 31, 2019. Requesting you to kindly take the same on records.

Thanking you

Yours Faithfully,

For Generic Engineering Construction and Projects Limited



Tarak Gor
Whole Time Director & CFO
DIN: 01550237
Place: Mumbai



GENERIC[®]
ENGINEERING CONSTRUCTION AND PROJECTS LTD.

Investor Presentation
May 2019

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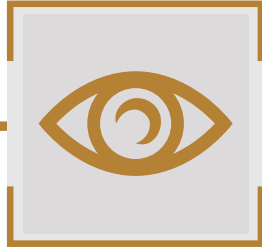
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About Us

Vision, Mission and Goal

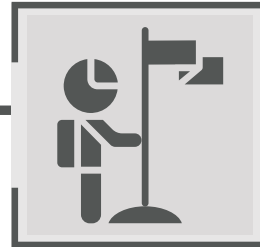


Vision

We at GENERIC have pledged to endow our clients with the finest quality of construction services.

Our aim is to accomplish enhanced customer satisfaction which is driven by continual improvement as our tool.

Our vision is to deliver all round results and create a new benchmark with every new project.



Mission

To be at par with the latest technology advancements in the field of Engineering, Construction, Operation & Maintenance of projects and to create an employee friendly ambiance where people's skills are utilized to generate ingenious ideas.



Goal

To achieve harmony with land,
We need to respect it and
Compliment it with a structure
That does justice to its aura



About Us

Mr. Ravilal Patel, the founder, **started** the civil contracting business in **1967**, in the name of Generic Enterprise. In **2004**, the company was **incorporated** as Generic Engineering and Construction Pvt. Ltd.

In 2016, Generic Engineering Construction and Projects Ltd. (GENERIC) was **listed on BSE** via **reverse-merger** process. The company is a Mumbai-headquartered construction service provider.

GENERIC offers general contracting, design-build; engineering, procurement and construction (EPC); and project management consultancy (PMC) services for **Industrial & Residential buildings**.

Company forte lies in executing projects having a **ticket size between Rs. 25 crore to Rs. 100 crore**. The company has **expertise** in building **all types of structures** including industrial, commercial, residential, hospitals, educational institutions, data centres etc.

The company is a **pioneer** in building **cold storage facilities** ranging up to **-40° C**. In FY19, company executed and handed over 4 hospitals, for one of the largest industrial groups in the country.



The company has the **highest market share** of contracting business in the fastest growing market of **Navi Mumbai**, where the company has delivered more than 300 industrial buildings.

Residential segment (legacy business) contributes about **66.8%** of the revenue, **commercial & industrial segment** constitutes **12.4%** of revenue, **special projects** contributes the **11.7%**, while **health & leisure** contributes the remaining **8.9%**.

Company has undertaken the construction of many **showrooms for reputed passenger vehicle companies** like Maruti Suzuki Ltd., BMW India and Toyota India

The **Gross Order Book** as on 31st March 2019 stands at **over Rs. 1,050 crore**.



Management Profile



MANISH RAVILAL PATEL (Managing Director)

Has a wide expertise of over two decades in field of Construction. Has handled various projects ranging from commercial, educational, industrial, residential, medical, high-tech parks etc. His technical, strategic decisions and leadership skills has helped our company securing and successfully implementing many projects. He is well respected in the Construction Industry which is demonstrated through strong associations he has established with architects, partners and clients.

TARAK BIPINCHANDRA GOR (Whole-Time Director & CFO)

A qualified Chartered Accountant with over 18 years of practice in banking and finance matters, debt and equity fund raising, secretarial, indirect taxes etc. He has worked with major infrastructure companies and several real estate companies. His strength lies in steering the organization through his strategic thinking and leadership skills. His sound financial and business acumen has helped maintain financial discipline across the projects and Company.



JAYESH SHESHMAL RAWAL (Executive Director)

He is a qualified chartered accountant having more than 19 years of experience in giving highly reliable Consultancy solutions involving Financial Services, Indirect Tax, Direct Tax, Company Law, FEMA / RBI, Economic Zone and Accounting Services. He brings in high level of expertise and experience across taxation, audits, management and financial consultancy, designing and reviewing of internal control systems and costing models.



Three Delivery Methods



The company takes **charge of the entire project from inception to completion.** Responsibility includes core and shell construction along with finishes, internal infrastructure, MEP and specialized services like Elevators, Landscaping etc.



Holistic service delivery model where the company provides all architectural / engineering design services, scheduling activities, procurement, construction, installation and commissioning resources etc. under one roof.



Company's involvement begins much **prior to the laying of foundation** of the project. Activities are broadly classified in clearly defined phases of the project's lifecycle. The company meticulously monitors each stage for all constraints including cost, quality and time.



Business Verticals

GENERIC

Residential

Health & Leisure

Educational Institutes

Commercial Spaces

Industrial

Special Projects

Affordable Housing

Hospitals

School & College Buildings

IT Parks

Manufacturing Factories

Pharmaceutical

Mass Housing

Assembly Halls

Automobile Showrooms

Warehouses

Cold Storage

High Rise & Super High Rise

Office/Commercial Buildings

Automobile Workshops

Malls

Data Center





“Credit Rating upgraded from BBB- Stable to BBB Stable by Care Ratings.” The ratings process highlighted the following factors:-

- Significant improvement in **scale of operations** and **profit margins**
- Improvement in **capital structure** & debt coverage indicators marked by **fresh equity infusion**
- Improvement in **operating cycle** & **liquidity position** and healthy **order book position**.
- Long track record of operations in construction activities with **healthy order execution track record** coupled with reputed clientele





Our Strengths

Our Strengths

Highest market share of contracting business in the fastest growing market of Navi Mumbai.

Very **few organized companies** in the ticket size of Rs. 25 to Rs. 100 crore

Growing trend of **small-ticket size projects**, making company a formidable player in this segment.

Focus on multiple projects across **all diversified verticals**.



Pioneer in building cold storages, ranging up to -40° C.

Preferred choice for EPC, General Contracting and Design & Build projects. One of the four vendors selected by IKEA.

Reputed and repetitive clients, along with increasing demand for in-house design.

Diversified expertise and past experiences of working with known clients leads to **timely execution** of projects.

Close association with **leading architects and consultants**.



No arbitration with any client since last 50 years. Till date, **no penalty** has been levied by any client. **Zero accidents**.

Have built capabilities to undertake **in-house design** and undertake **turnkey projects**.

Effective **man-power sourcing**.

The **Gross Order Book** as on 31st March 2019 stands at over **Rs. 1,050 crore**.

Healthy revenue visibility. Enjoy **higher margins**. Low debt-equity ratio.



Our Clientele

Residential Segment



Commercial Segment



GENERIC[®]

ENGINEERING CONSTRUCTION AND PROJECTS LTD.

Industrial Segment



Our Clientele

Health and Leisure Segment



Special Projects



Educational Segment



Strong tie-ups with leading Architects & Consultants

Sr. No.	Architects	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

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



Certifications

Certificate

This is to certify that the
QUALITY MANAGEMENT SYSTEM
of

GENERIC ENGINEERING CONSTRUCTION AND PROJECTS LTD.

201 & 202, Fitwell House, 2nd Floor, Opp. Home Town, LBS Road,
Vikhroli (W), Mumbai - 400083, Maharashtra, India

has been assessed and found to be in conformance to the requirements of

ISO 9001:2015

This certificate is valid for the following activity:

Execution and Construction of
Industrial, Commercial, Residential & Infrastructure Projects

Certificate No.: DI-17042408

Date of initial registration	24-04-2017
Date of this certificate	24-04-2019
Certificate Expiry	23-04-2020*
Recertification Due	23-04-2020

Indraprastha
Auth Sign

*Registration is subject to the system being continuously maintained to the above standard under regular surveillance. To check the certification validity please visit our website: www.ispcert.com or contact at ispcert@gmail.com

Indraprastha SystemCert Pvt. Ltd.

Accredited by IAS, A Member of International Accreditation Forum

For updated information of Certification, visit www.ispcert.com, or E Mail: info@ispcert.com, ispcert@gmail.com

201, Jaina Tower-2, A-1, Janki Park, New Delhi 110008, India, Ph: +91 9890 477 631

IAS
CB-022-M5

IAF
INTERNATIONAL ACCREDITATION FORUM

Certificate of Registration

This is to certify that

Generic Engineering Construction And Projects Ltd.

201 & 202, Fitwell House, 2nd Floor, Opp. Home Town, LBS Road, Vikhroli (W),
Mumbai - 400083 (Maharashtra), India.

has been assessed by RICL and found to comply with the requirements of

ISO 14001 : 2015
Environmental Management System

For the following activities:

Execution and Construction of Industrial, Commercial,
Residential & Infrastructure Projects.

This Certificate is Valid From 06/05/2015 Until 05/05/2020

Date of Initial Certification	06/05/2015
For Surveillance on or before	05/04/2020
End Surveillance on or before	05/04/2021
Certification Valid Until	05/05/2020

IAF is a full member of International Accreditation Forum (IAF)

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UNITED ACCREDITATION FOUNDATION

United Accreditation Foundation
3510, Colmar, Norfolk, VA 23509,
United States of America.

Talk to us
Director
Royal Impact Certification Ltd.

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www.royalimpact.com | info@royalimpact.com | Phone: +44 (0)1202 411582
This Certificate can be verified at www.impactcert.co.uk

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Mumbai - 400083 (Maharashtra), India.

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OHSAS 18001:2007
Occupational Health & Safety Management System

For the following activities:

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Case Study - Reliance Health Care Solutions Private Limited

Objective	Civil and RCC works for Hospital Building at Kopar Khairane, Navi Mumbai (150 bedded multispecialty Hospital. including oncology day care centre)
Scope of work	Civil, Structural, Finishing, Plumbing and Firefighting
Details	Structure constituted 2 Basement + Ground Floor + 6 Upper Floors. Area of the Structure – 2,15,000 Sq.ft. Duration of Project – 24 Months

Challenges

We faced hard rock at depth of 4m to 7m. Due to this rock breaking was not possible with chiseling method.



We overcame the challenges of rock cutting by adopting the advance diamond core cutting method.

Blasting was prohibited in the area resulting in delay of 2 months of excavation activity.



The service and construction was done as per BIM (Building Information Modeling) technology

During execution there was shortfall of crushed sand due to ban of mining of quarries in and around Mumbai.



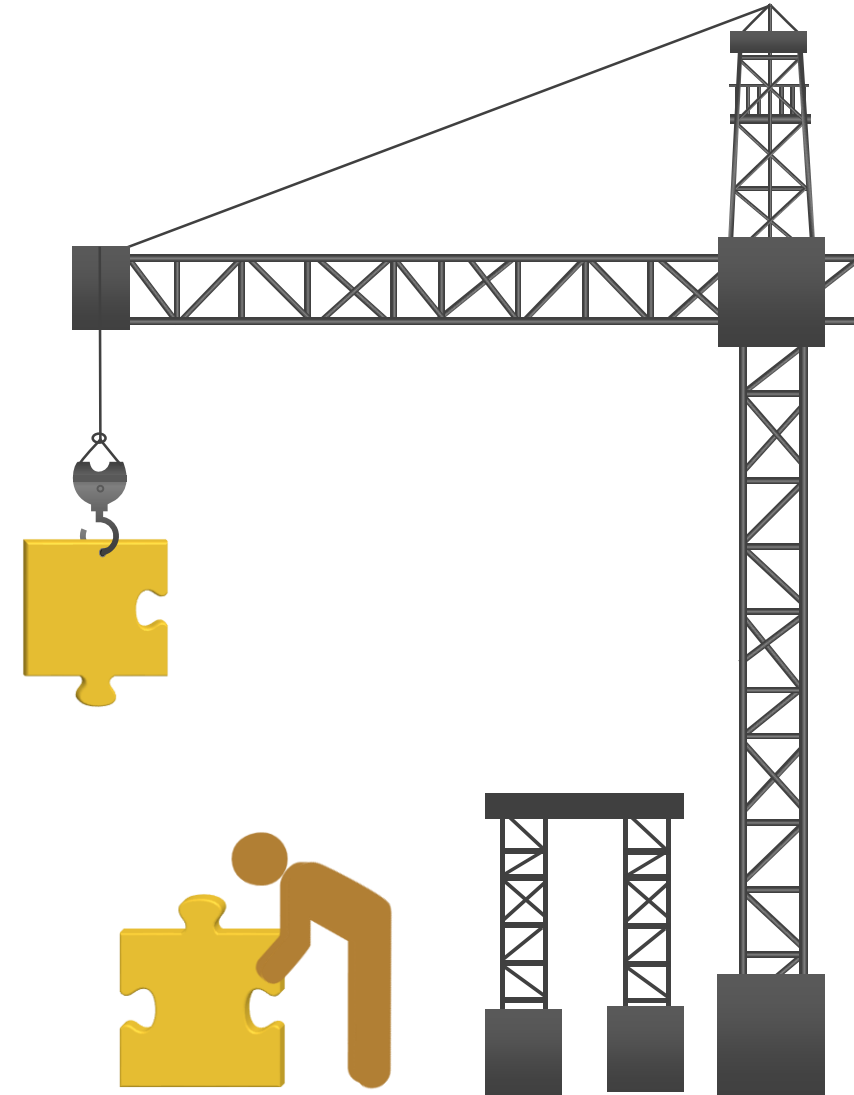
We secured the supply of crushed sand by leveraging on our excellent relations with vendors.

Also this period coincided with changes in taxation system and demonetization.



We overcame the challenges with the help of Client, CA and technical team.

The project completed within time frame of 24 months.



Case Study – Pictures of Reliance Hospital, Navi Mumbai



Our Strategy

Focus on the **small ticket size projects** of Rs. 25 to Rs. 100 crore which provide higher margins, lower competition, better working capital cycle and lower risk.

The execution in-house technical and contract team – **structure the tender** in a way that results into minimal utilization of mobilization advance, and bank guarantee.

Working Capital requirement reduced due to an **unique model** (for now being implemented on pilot basis) wherein the company and its client have a joint escrow account with joint signature authority. The fund in the escrow account is utilized for the said project only. This model, based on trust, brings in transparency and helps reduce non-fund based requirement.

Asset light model, as most of the equipments are hired from 3rd party. This results in high asset turnover and low D:E ratio.

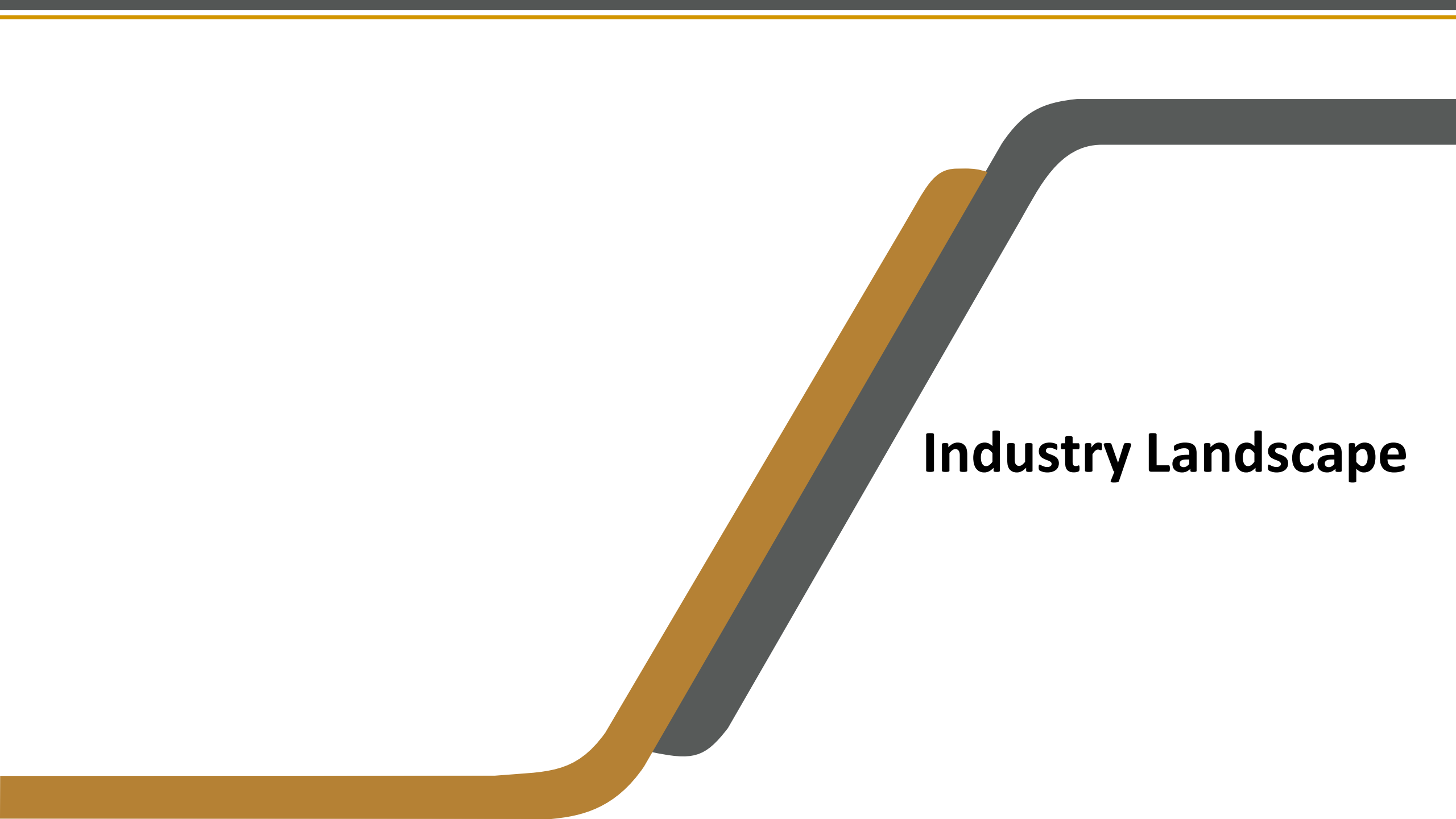
Industrial buildings is the company's core sector where the company is involved from bidding stage to final execution.



Penetrate deeper within existing geographies and verticals by undertaking complex engineering projects.

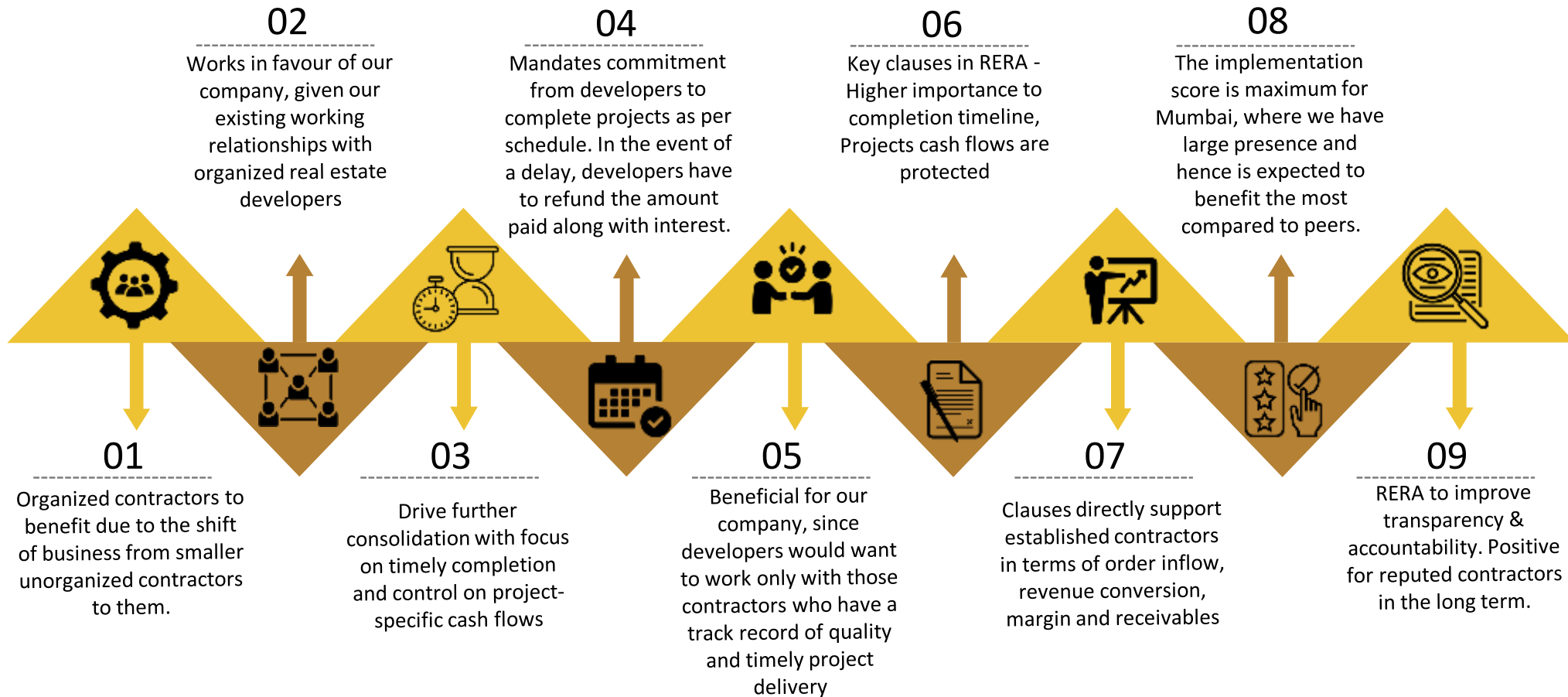
Tie-ups with many labour contractors with whom the company enjoys long standing history of strong relationships. This helps the company to take up multiple projects across multiple locations in Maharashtra.





Industry Landscape

RERA – A positive development for reputed contractors



Strong Revival in Demand

01

Housing has a 10-12 year cycle peak-to-peak - down cycles last about 6 years, while up cycles last about 5-6 years

Real Estate market is 6 years into the current downturn, which is similar to the duration of previous two downturns

02

Currently we are at a cusp awaiting an upturn

Residential cycle in the top 6 cities has bottomed out with volume trajectory now moving upwards.

03

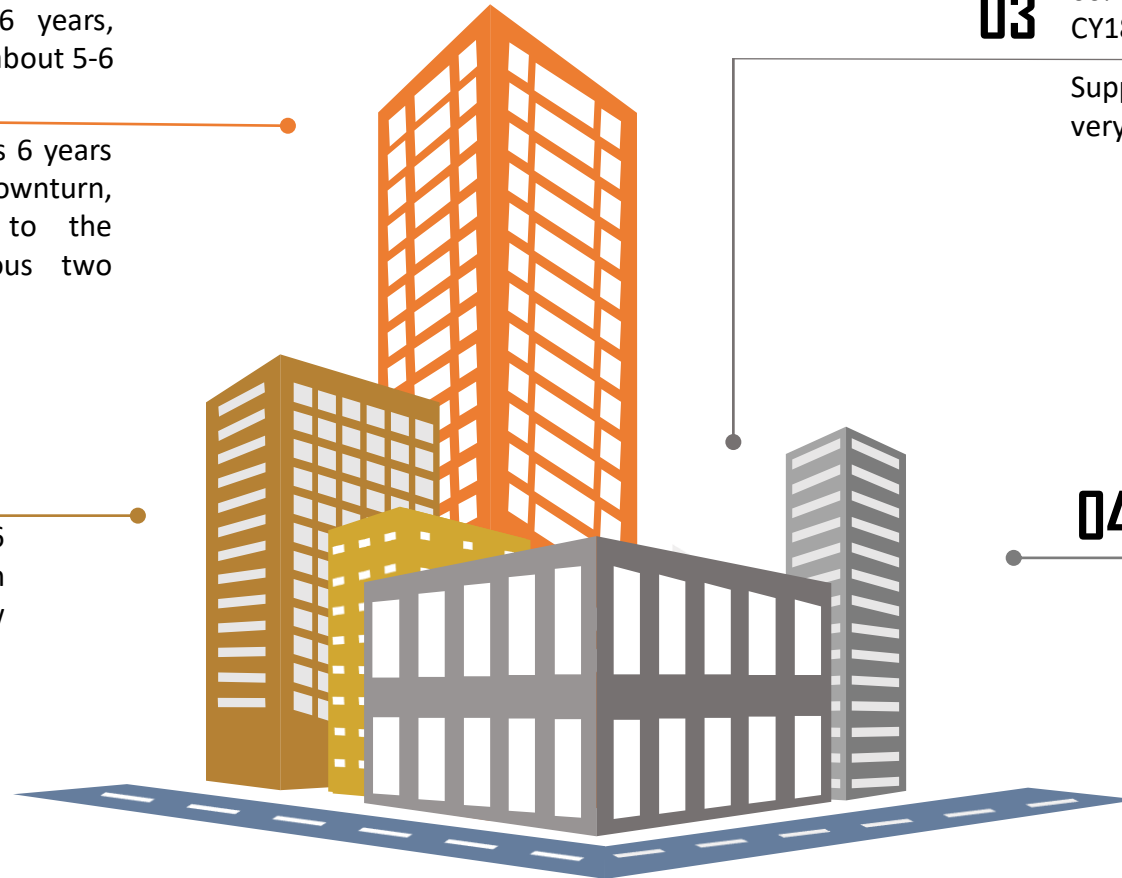
New launches concentrated in 'Affordable homes' (40-60% of new launches in CY18)

Supply now targeted towards very high demand.

04

Prices have remained stagnant - time correction has led to improved affordability

Mumbai affordability is down to 7.8x (of average annual salary) from 11x seven years ago



Opportunities in Navi Mumbai

Real estate at **Affordable** rates than in Mumbai Metropolitan Region

Strong connectivity through Mumbai-Pune Highway, NH-48, NH-66 & Panvel Railway Station.

Mumbai Trans Harbour link is an under-construction – a 21.8 km freeway grade road bridge connecting Mumbai with Navi Mumbai

Geographically advantageous location at close proximity to Mumbai and Pune. Under construction **Navi Mumbai International Airport**

Navi Mumbai is also known as the Satellite city, owing to its growing footprint of **grade-A and superior grade-A office** developments

Paucity of land and rapid urbanisation in Mumbai, resulting in a roll-on effect and directing investors to turn towards emerging areas

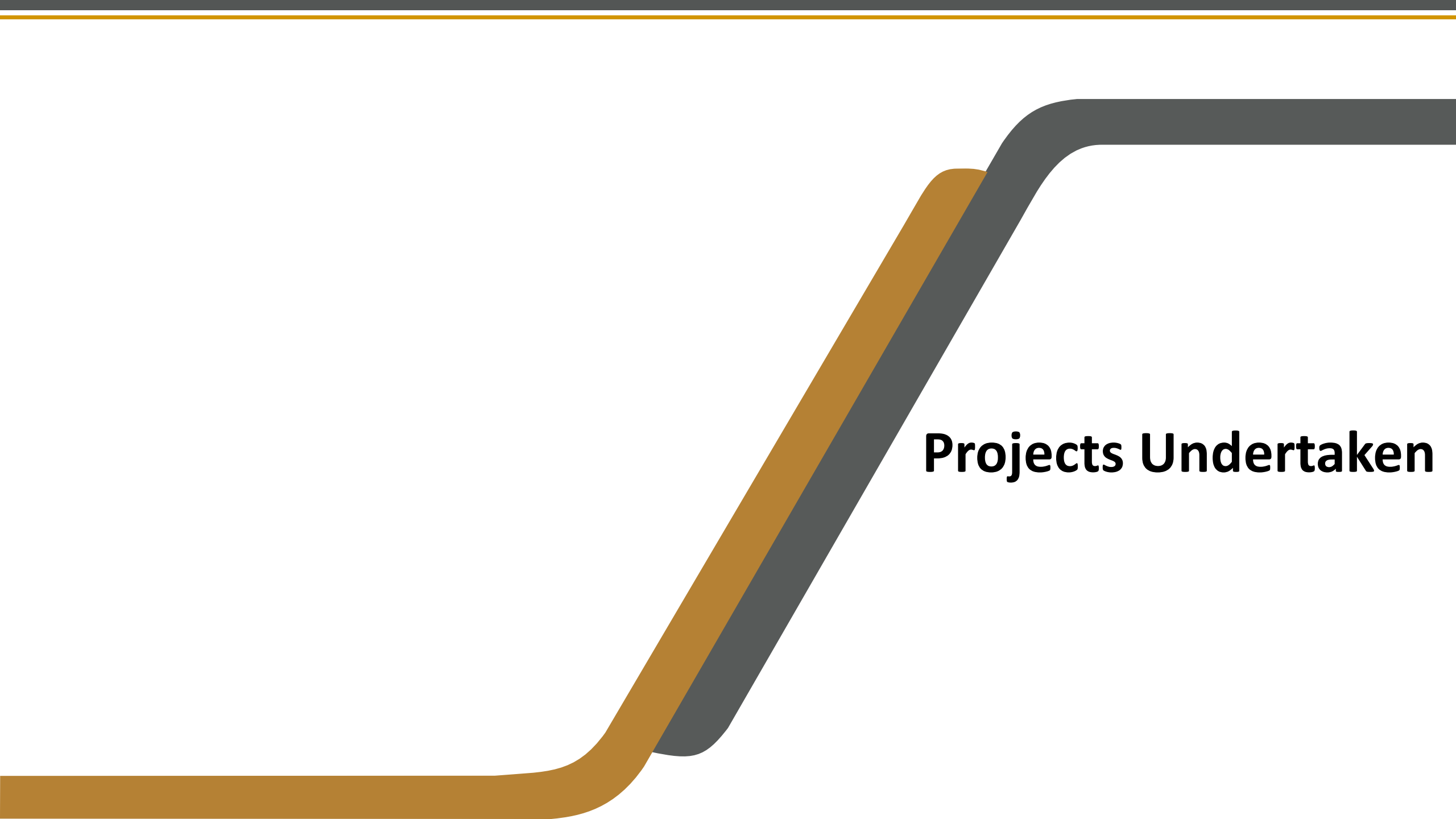
Proximity to workplaces of CBD Belapur, Taloja, Turbhe, Kopar Khairane, Ghansoli and Airoli

SEZ with particular attention to IT and financial services is all set to create a pool of **job opportunities**

According to new IT laws, Data Storage Centres of Indian consumers needs to be present within the Indian geography. This has led to many players planning to develop **new data storage centres** in Navi Mumbai area.

Navi Mumbai graded the second-best city to reside, in the 'Ease of Living Index 2018'





Projects Undertaken

Our Creations - Commercial Places



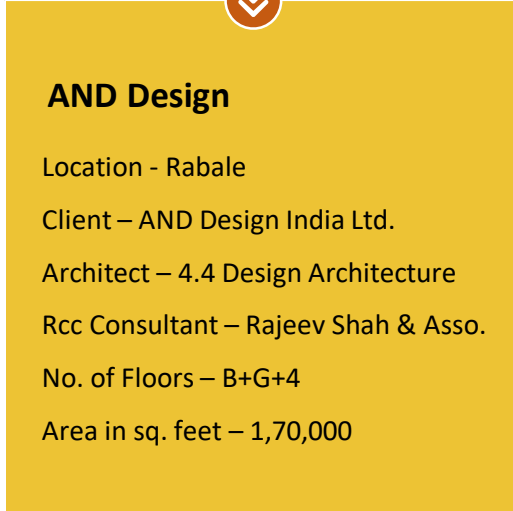
Bengal Finance IT Park

Location – Turbhe, Navi Mumbai
Client – Himalayan Developers
Architect – Mathur Sir
Rcc Consultant – Structural Concept
No. of Floors - G+4 & Extension
Area in sq. feet - 72,000



National India Bullion Refinery

Location – Andheri Kurla Road
Client - NIBR
Architect – Structcon Consultants
Rcc Consultant – Crescent Engineers
No. of Floors – B2+B1+G+9
Area in sq. feet – 3,50,000



AND Design

Location - Rabale
Client – AND Design India Ltd.
Architect – 4.4 Design Architecture
Rcc Consultant – Rajeev Shah & Asso.
No. of Floors – B+G+4
Area in sq. feet – 1,70,000



CtrlS Data Center

Location – Mahape, MIDC
Client – CtrlS Datacenter Ltd.
Architect – P G Patki
Rcc Consultant – Mahimtura
No. of Floors – B+G+6
Area in sq. feet – 2,48,000



Our Creations - Commercial Places



Reliable Plaza

Location – Rabale, MIDC
Client – Reliable Group
Architect – K. Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - G+7
Area in sq. feet – 2,25,000



S K Elite

Location – Navi Mumbai
Client – S K Elite
Architect - K. Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - B+G+7
Area in sq. feet – 1,10,000



Reliable Techpark

Location - Airoli
Client – Reliable Group
Architect - Dimension Architect
Rcc Consultant – Structural Concept
No. of Floors - G+12
Area in sq. feet – 5,00,000



Shree Sawan Knowledge Park

Location - Turbhe
Client – Nandkamal Infotech Pvt. Ltd.
Architect - Soyuz Talib Architect
Rcc Consultant – Structural Concept
No. of Floors - B+G+6
Area in sq. feet – 2,25,000



Our Creations - Residential Projects



Mikonic - Emerald Bay

Location – Nerul
Client – Maithili Group
Architect - Soyuz Talib Architect
Rcc Consultant – Dr. Agrawal Conslt.
No. of Floors - G+1P+29
Area in sq. feet - 2,65,000



Akshar Green World

Location - Airoli
Client - Akshar Group
Architect - Satish Ahuja
Rcc Consultant – Structural Concept
No. of Floors - G+22 – 11 Tower
Area in sq. feet – 10,50,000



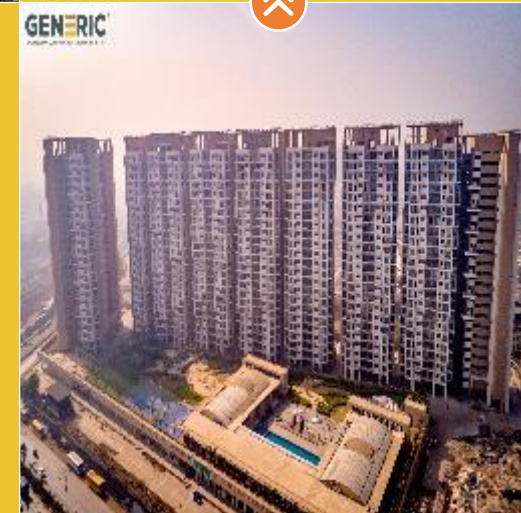
Bhoomi Paradise

Location – Sanpada
Client – Gajra Group
Architect - Dimensions Architect
Rcc Consultant – Adharshila Conslt.
No. of Floors - G+32 Floors (Twin Tower)
Area in sq. feet - 4,25,000



Allure

Location - Kanjurmarg
Client - Aadi Properties LLP
Architect - Mandiwala Kutub Assoc.
Rcc Consultant – R C Tipnis & Assoc.
No. of Floors – B+G+22
Area in sq. feet – 6,50,000



Our Creations - Residential Projects and Educational Institutions



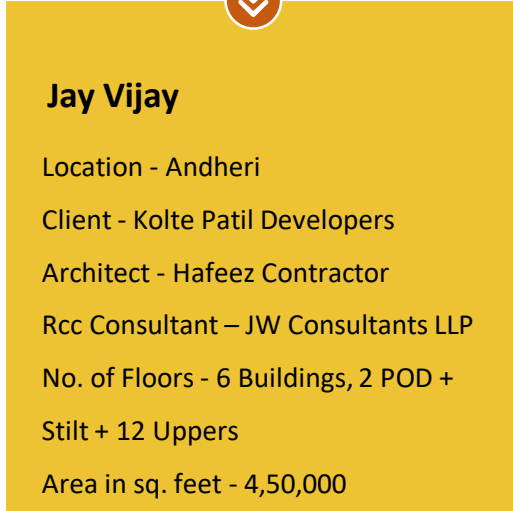
Kesar Harmony

Location - Kharghar
Client – Kesar Group
Architect - Soyuz Talib Arcitects
Rcc Consultant – Structural Concept
No. of Floors – G+14
Area in sq. feet – 4,25,000



BP Marine College

Location - Panvel
Client - BP Marine Academy
Architect - Dimension Architect
Rcc Consultant – Structural Concept
No. of Floors - G+5
Area in sq. feet - 95,000



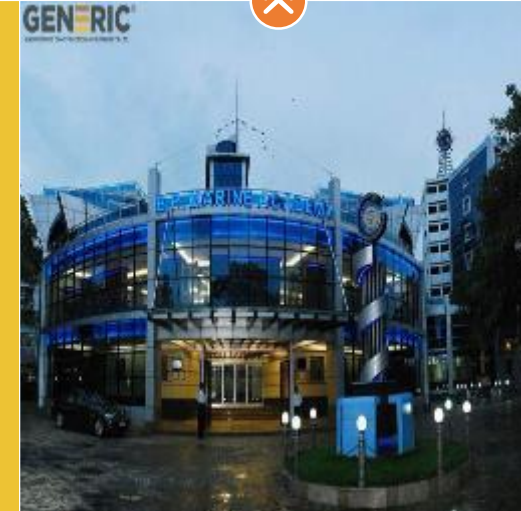
Jay Vijay

Location - Andheri
Client - Kolte Patil Developers
Architect - Hafeez Contractor
Rcc Consultant – JW Consultants LLP
No. of Floors - 6 Buildings, 2 POD +
Stilt + 12 Uppers
Area in sq. feet - 4,50,000



Krishna Tower

Location - Thane
Client - Neelkanth Palms Realty
Architect - Hafeez Contractor
Rcc Consultant – Mahimtura & Assoc.
No. of Floors - 2 POD.+ 28 Floors
Area in sq. feet – 2,32,000



Our Creations - Industrial and Automobile Workshop Projects



AVI Industrial Building

Location – Pawane, Navi Mumbai
Client – AVI Worldwide
Architect - K Thomas & Associates
Rcc Consultant – Advance Creative
Design Consultants
No. of Floors - G + Mezzanine + 1
Area in sq. feet – 22,898



Forstar Frozen Food Project (-40° C)

Location – Taloja
Client - Forstar Frozen Foods
Architect - K Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors – B+G+2
Area in sq. feet - 68,000



Aarti Industries (Research & Development Centre)

Location – Mahape, Navi Mumbai
Client – Aarti Industries Ltd.
Architect - Knexir Consultants
Rcc Consultant – Eco-Safe Consulting
Engineers
No. of Floors – B+G+5
Area in sq. feet – Under Construction



BMW Service Centre

Location – Pawane
Client – Infinity Cars
Architect - K Thomas & Associates
Rcc Consultant – Eco-Safe Consulting
Engineers
No. of Floors – B+G+2
Area in sq. feet - 60,000



Our Creations - Industrial and Automobile Workshop Projects

GENERIC



SK Wheels

Location – Turbhe
Client - S K Wheels Pvt. Ltd
Architect - K Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - G+5
Area in sq. feet - 80,000



GENERIC



Toyota Service Centre

Location – Pawane
Client - Wasan Brothers
Architect - Mr Amol Dandekar
Rcc Consultant – Epicons Consultant
No. of Floors – B+G+2
Area in sq. feet - 50,000



Himadri Food

Location – Pawane, Navi Mumbai
Client - Mr. Sanjay Karan
Architect - Dhumal Associates
Rcc Consultant – R. S. Consultants
No. of Floors - G+4
Area in sq. feet – 1,38,288

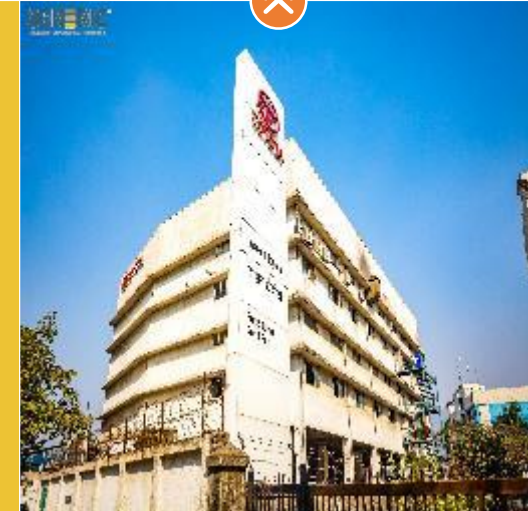
GENERIC



Stulz Industrial Project

Location – Koparkhairne
Client - Stulz - CHSPL India
Architect - K Thomas & Associates
Rcc Consultant – Eco-Safe Consulting
Engineers
No. of Floors - G+Mezzanine
Area in sq. feet - 24,501

GENERIC



Our Creations - Health & Leisure Projects

GENERIC



Panacea Biotech

Location – Mahape MIDC
Client – Panacea Biotech
Architect - K Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - G+5
Area in sq. feet - 85,000



Glenmark Pharmaceuticals

Location – Sanpada
Client - Glenmark
Architect - K Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - G+2
Area in sq. feet - 15,000

GENERIC



GENERIC



Reliance - Akola

Location – Akola
Client – Mandke Foundation
Architect - MIFIS
Rcc Consultant – Clancy Global
No. of Floors - Ground + 1
Area in sq. feet – 25,000



Reliance – Koparkhairane

Location – Sanpada, Navi Mumbai
Client - Reliance Health Solutions
Architect - MIFIS
Rcc Consultant – Clancy Global
No. of Floors - 2 Basements + Ground
+ 6 Floors
Area in sq. feet – 2,21,575



Reliance - Gondia

Location – Gondia
Client - Reliance Health Solutions
Architect – Mandke Foundation
Rcc Consultant – Clancy Global
No. of Floors - Ground + 1
Area in sq. feet – 25,000



Our Creations - Special Projects

GENERIC



Elaf Cold Storage

Location – Taloja
Client – Elaf Cold Storage
Architect – K. Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors - Basement + Ground +
4 Uppers
Area in sq. feet – 62,000



GENERIC

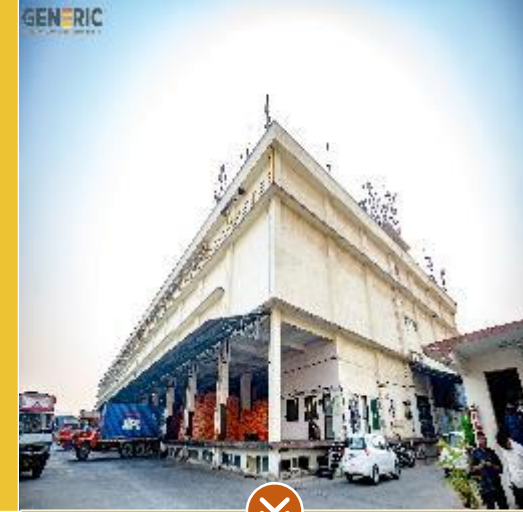


Merwans

Location – Mahape, Navi Mumbai
Client – Merwans Confectioners
Architect – SAS Architects
Rcc Consultant – Strescon Constt.
No. of Floors – B+G+4
Area in sq. feet – 70,000



GENERIC



Bhanu Cold

Location – Turbhe, MIDC
Client – Mr. Shailesh Nanda
Architect – K. Thomas & Associates
Rcc Consultant – S R Rege
No. of Floors - 5
Area in sq. feet – 45,000

GENERIC



Kotak Agro Cold Storage

Location – Turbhe, Navi Mumbai
Client – Mr. Kotak
Architect – K. Thomas & Associates
Rcc Consultant – Eco-Safe Consulting
Engineers
No. of Floors - 8
Area in sq. feet – 29,000

GENERIC



Rishi Ice & Cold Storage

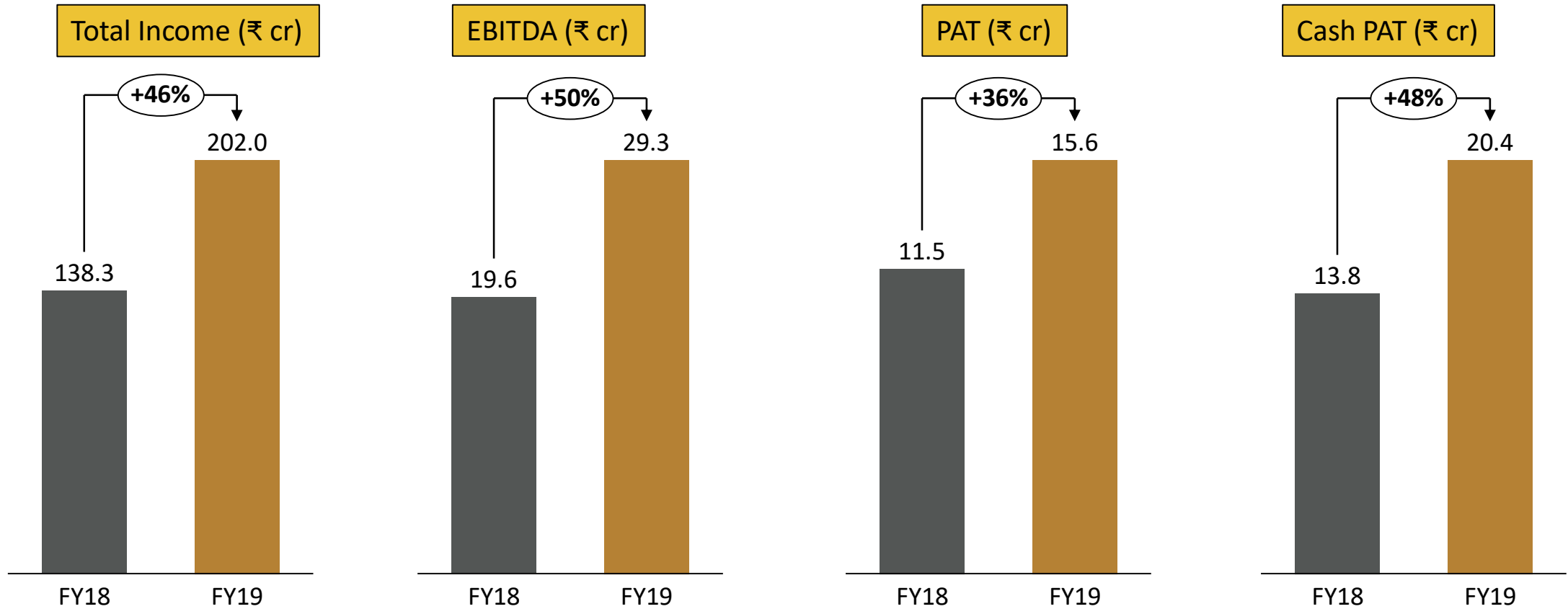
Location – Turbhe, Navi Mumbai
Client – Rishi Ice & Cold Storage
Architect – K. Thomas & Associates
Rcc Consultant – Structural Concept
No. of Floors – B+G+3
Area in sq. feet – 4,00,000





**Financials &
Orderbook**

Key Financial Highlights of FY19



Profit & Loss Statement

Particulars (₹ In Crs)	FY19	FY18
Revenue from Operations	202.0	138.3
Cost of Material Consumed (Incl. Construction Expenses)	164.0	112.7
Employee Expenses	5.7	3.2
Other Expenses	3.0	2.8
EBITDA	29.3	19.6
EBITDA Margin (%)	14.5%	14.2%
Other Income	1.6	0.6
Depreciation	4.1	2.3
Finance Cost	4.2	2.2
Profit before Tax	22.7	15.7
Tax	7.1	4.2
Profit After Tax	15.6	11.5
PAT Margin (%)	7.7%	8.3%
Cash PAT	20.4	13.8
Cash PAT Margin (%)	10.1%	10.0%



Balance Sheet

ASSETS (₹ In Crs)	Mar'19	Mar'18
NON-CURRENT ASSETS	64.8	43.6
Plant Property and Equipments	33.2	27.9
Capital Work in Progress	-	-
Goodwill	-	-
Other Tangible Assets		
Investments	0.0	0.0
Trade Receivable	18.1	10.4
Loans	0.0	3.3
Others	13.4	1.9
Deferred Tax Assets	-	-
Other Non Current Assets	-	-
CURRENT ASSETS	145.9	122.0
Inventories	14.8	16.4
Investments	-	-
Trade Receivable	73.7	39.9
Cash & Cash Equivalents	27.6	55.8
Bank Balances Other than above	6.5	1.8
Loans	1.4	-
Others	22.0	8.0
Current Tax Assets (net)	-	-
Other Current Assets	-	-
TOTAL ASSETS	210.7	165.5

EQUITY & LIABILITIES (₹ In Crs)	Mar'19	Mar'18
EQUITY	150.9	114.7
Equity Share Capital	20.2	18.2
<u>Other Equity</u>	-	-
Reserves & Surplus	126.4	75.6
Money received against share warrants	4.3	0.5
Share Application Money pending for allotment	-	20.4
NON-CURRENT LIABILITIES	5.2	0.9
Borrowings	0.2	-
Trade Payables	-	-
Other Financial Liabilities	-	-
Provisions	-	-
Deffered Tax Liabilities	1.4	0.7
Other Non Current Liabilities	3.6	0.3
CURRENT LIABILITIES	54.7	50.0
Borrowings	14.1	12.2
Trade Payables	36.8	35.8
Other Financial liabilities	-	-
Other Current Liabilities	0.3	0.8
Provisions	2.4	1.0
Current Tax Liabilities	1.2	0.1
TOTAL - EQUITY & LIABILITIES	210.7	165.5

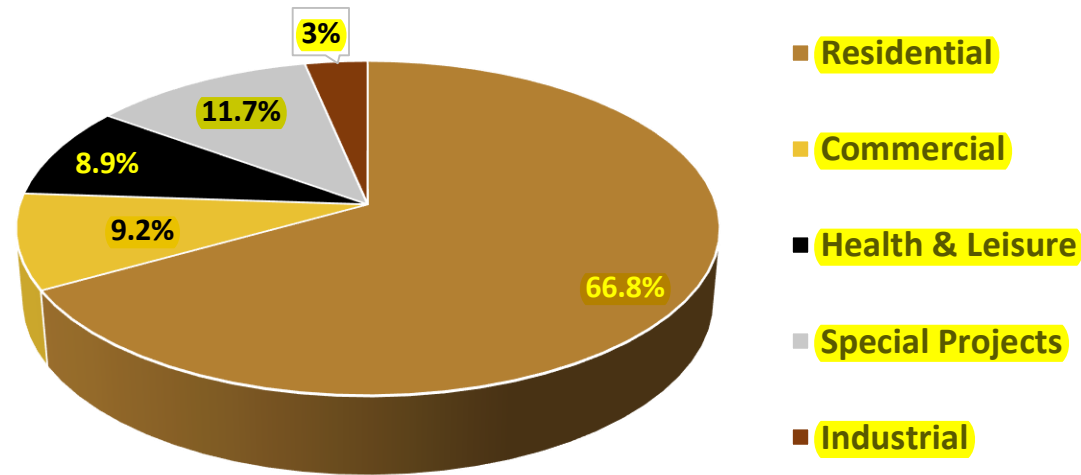


Revenue Contribution of Key Orders in FY19

Performance Commentary

- 34 orders contributed to the Revenue in FY19
- Top 5 orders contributed Rs. 107.62 crore to the Revenues in FY19

Segmental Breakup of Revenue



Order Book as on 31st March 2019

Performance Commentary

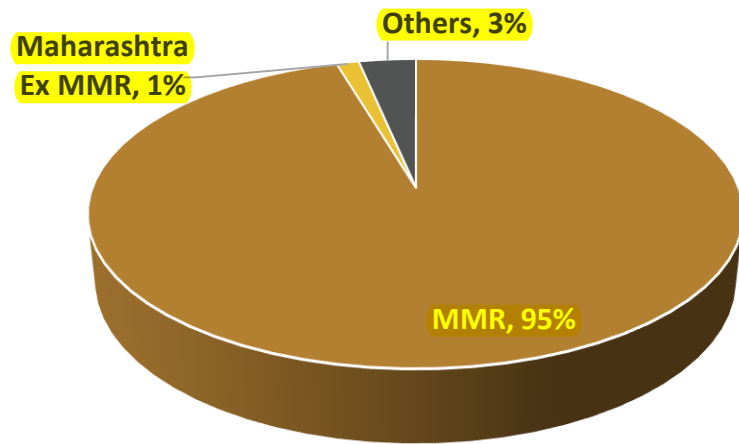
- Gross Order Book stands at over Rs. 1,050 crore as at March 31, 2019
- Top 5 orders contribute Rs. 566 crore to our order book representing 69.7% of the outstanding orderbook as on 31st March 2019
- Bill to Book ratio as at end of 31st March 2019 stands at ~4x
- New customers added in FY19 include Cancare Trust, Indian Education Society (IES), Bharat Electronics Limited

Average Order Size (Rs. Crs.)

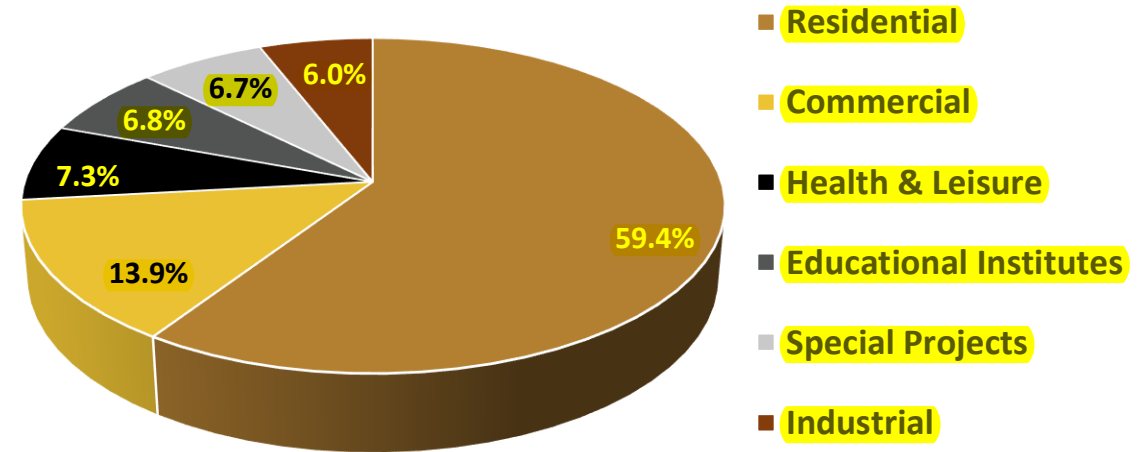
Sr. No.	Region	Outstanding Value	No. Of Orders	Average Ticket size
1	MMR	737.6	26	28.4
2	Maharashtra excl MMR	47.8	2	23.9
3	Others	27.1	1	27.1
Total		812.2	29	28.0

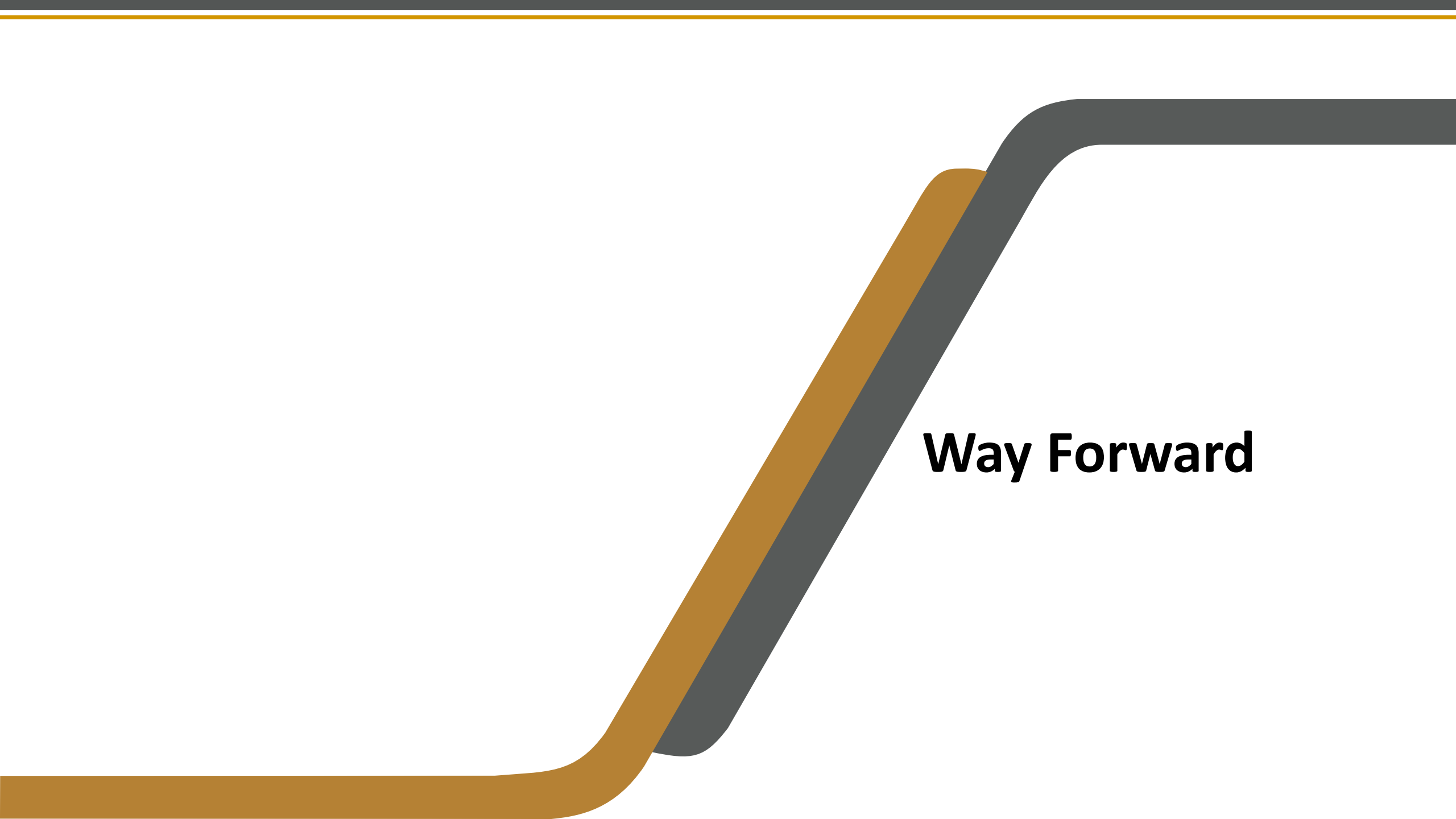


Geographic Breakup



Segmental Breakup





Way Forward

Way Forward

Company will continue to **focus on small ticket-size projects** of Rs. 25 to 100 crore.



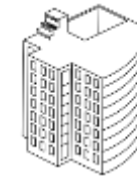
The **project pipeline** in MIDC has increased **manifold**. We are dominant player in this micro market.



Achieve **geographical diversification**, while undertaking projects for present clients migrating to other regions. Many high-value projects await the company especially in verticals, namely, IT, Pharma and Data Centres.



Mass Affordable Housing is an emerging vertical which the company will target, as it is the fastest growing segment in real estate.



Target **government projects** in industrial segment from the likes of DRDO, Defence etc. wherein the execution involves **complexity** and requires **specialized skills**.



Enter into **pre-cast engineering** to scale up and bring higher efficiency in project execution.



Procure **latest technology** for construction activities.



Develop a **franchise type model** wherein other contractors can work under the company's banner.



Over the next 3-5 years, we plan to undertake **larger sized projects** with significant complex engineering requirements.



Awards & Accolades



Contact us

For further information, please contact:

Company :

Investor Relations Advisors :



Generic Engineering Construction and Projects Ltd.

CIN - L45100MH1994PLC082540

geninfo@gecpl.com

www.gecpl.com



Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

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