



J. Kumar Infraprojects Ltd.

We dream... So we achieve...

On a Long-term Growth Path...

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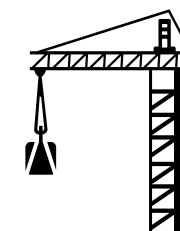
Contents



HIGHLIGHTS Q3 FY20

₹ 7,930_{mn} ↑ 16% YoY

Revenue (In ₹)



Order Book

~₹ 1,24,433 mn

As on Dec 31, 2019



1,180_{mn} ↑ 6% YoY

EBITDA (In ₹)

% 14.9 ↓ 135 Bps

EBITDA Margin



557_{mn} ↑ 26% YoY

PAT (In ₹)

% 7.0 ↑ 58 BPS

PAT Margin



868_{mn} ↑ 23% YoY

Cash PAT (In ₹)

% 10.9 ↑ 67 BPS

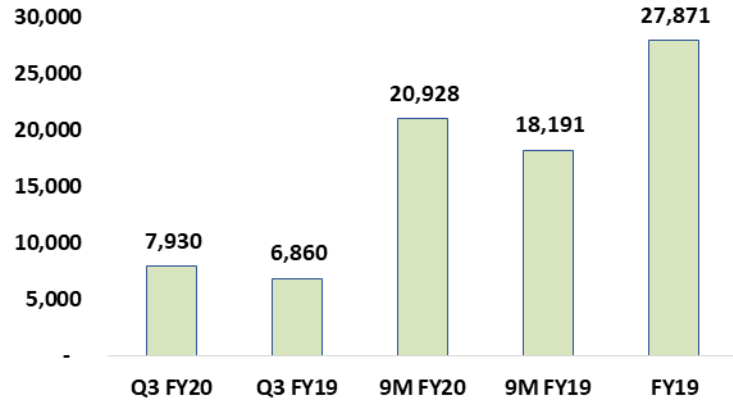
Cash Pat Margin

Shareholding Pattern as on Dec 31, 2019

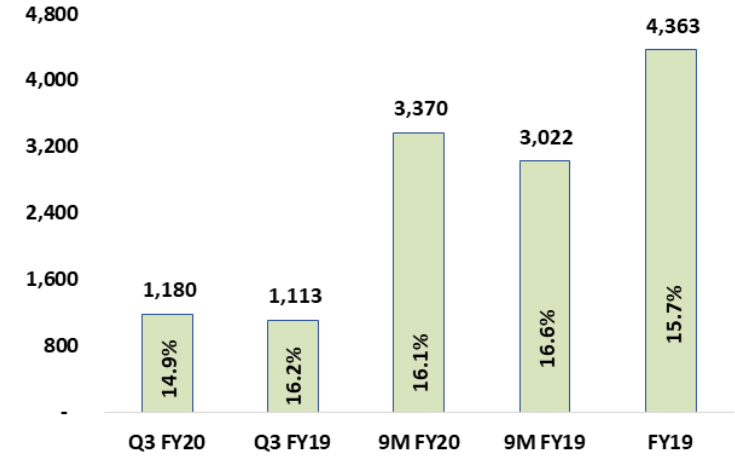
| Category | % Holding |
|-------------------------------|-----------|
| Promoter & Promoter Group | 44.7% |
| Mutual Funds | 10.6% |
| Foreign Portfolio Investors | 10.7% |
| AIF | 0.9% |
| Financial Institutions/ Banks | 0.9% |
| QIB | 0.2% |
| Other Public | 32.0% |

PERFORMANCE HIGHLIGHTS Q3 FY20 & 9M FY20

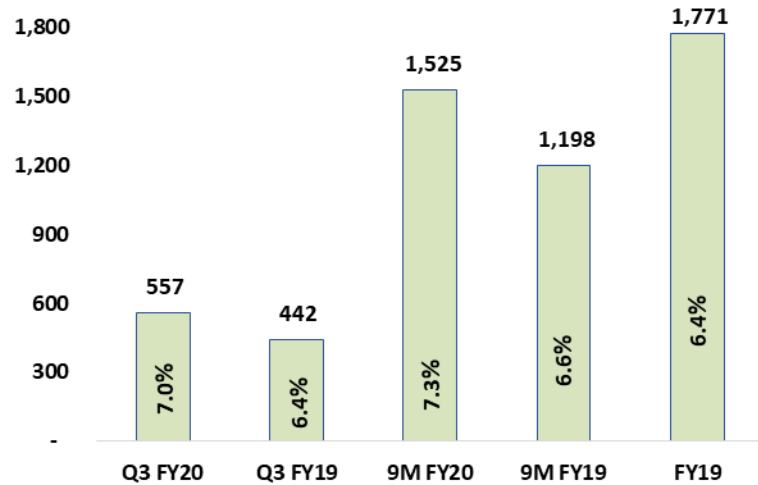
Revenue from Operations ₹ Mn



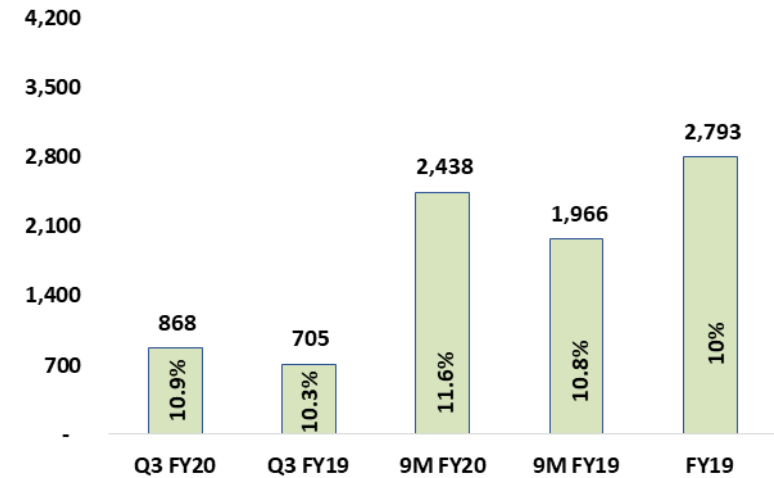
EBIDTA ₹ Mn



PAT ₹ Mn



Cash PAT ₹ Mn



FINANCIAL Q3 FY20 & 9M FY20

| Particulars (₹ In Mn) | Q3 FY20 | Q3 FY19 | Y-O-Y | Q2 FY20 | 9M FY20 | 9M FY19 | Y-O-Y | FY19 |
|--------------------------------|--------------|--------------|-------|--------------|---------------|---------------|-------|---------------|
| Revenue from Operations | 7,930 | 6,860 | 16% | 6,320 | 20,928 | 18,191 | 15% | 27,871 |
| Cost of Material Consumed | 4,854 | 3,946 | | 3,567 | 12,468 | 10,886 | | 17,203 |
| Employee Expenses | 841 | 774 | | 690 | 2,164 | 1,843 | | 2,477 |
| Other Expenses | 1,056 | 1,027 | | 987 | 2,926 | 2,440 | | 3,828 |
| EBIDTA | 1,180 | 1,113 | 6% | 1,076 | 3,370 | 3,022 | 11% | 4,363 |
| EBIDTA Margin | 14.9% | 16.2% | | 17.0% | 16.1% | 16.6% | | 15.7% |
| Other Income | 89 | 30 | | 58 | 203 | 185 | | 281 |
| Depreciation | 311 | 263 | | 312 | 913 | 768 | | 1,022 |
| EBIT | 957 | 880 | 9% | 822 | 2,660 | 2,439 | 9% | 3,622 |
| EBIT Margin | 12.1% | 12.8% | | 13.0% | 12.7% | 13.4% | | 13.0% |
| Finance Cost | 218 | 207 | | 251 | 730 | 631 | | 939 |
| Profit before Tax | 740 | 673 | 10% | 571 | 1930 | 1,808 | 7% | 2,683 |
| PBT Margin | 9.3% | 9.8% | | 9.0% | 9.2% | 9.9% | | 9.6% |
| Tax | 183 | 232 | | 12 | 404 | 610 | | 912 |
| PAT | 557 | 442 | 26% | 559 | 1525 | 1198 | 27% | 1,771 |
| PAT Margin % | 7.0% | 6.4% | | 8.8% | 7.3% | 6.6% | | 6.4% |
| Cash PAT | 868 | 705 | 23% | 871 | 2438 | 1,966 | 24% | 2,793 |
| Cash PAT Margin % | 10.9% | 10.3% | | 13.8% | 11.6% | 10.8% | | 10.0% |

BALANCE SHEET AS AT SEPTEMBER 30, 2019

| Particulars (₹ in Mn) | As at Sep 2019 | As at Mar 2019 |
|--|----------------|----------------|
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 7,862 | 7,788 |
| Capital work-in-progress | 912 | 798 |
| Financial assets | | |
| Investments | 320 | 316 |
| Other financial assets | 2,441 | 3,054 |
| Other Non Current Assets | 325 | 304 |
| Sub-total - Non-Current Assets | 11,860 | 12,259 |
| Current assets | | |
| Inventories | 8,545 | 9,187 |
| Financial assets | | |
| Trade receivables | 6,023 | 4,986 |
| Cash and cash equivalents | 525 | 704 |
| Bank balances other than Cash and Cash equivalents | 3,479 | 4,009 |
| Loans | 106 | 106 |
| Other financial assets | 945 | 1,064 |
| Other current assets | 3,077 | 2,659 |
| Sub-total - Current Assets | 22,700 | 22,715 |
| TOTAL - ASSETS | 34,560 | 34,974 |

| Particulars (₹ in Mn) | As at Sep 2019 | As at Mar 2019 |
|--|----------------|----------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity Share capital | 378 | 378 |
| Other equity | 17,051 | 16,297 |
| Sub-total - Shareholders' funds | 17,429 | 16,675 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 1,117 | 1,407 |
| Provisions | 17 | 4 |
| Deferred tax liabilities (net) | 266 | 366 |
| Sub-total - Non-current liabilities | 1,399 | 1,777 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 5,112 | 4,625 |
| Trade payables | 1,956 | 3,029 |
| Other financial liabilities | 3,685 | 3,388 |
| Other current liabilities | 4,776 | 5,322 |
| Current tax liabilities (net) | 203 | 158 |
| Sub-total - Current liabilities | 15,732 | 16,522 |
| TOTAL - EQUITY AND LIABILITIES | 34,560 | 34,974 |

KEY UPDATES FY 20



Revocation of SEBI Interim Order to appoint forensic Auditor

01



Receipt of Order worth ₹ 1,540 crores from National Highway Authority for construction of Dwarka Expressway

02



Receipt of Order worth ₹ 1,998 crores from MMRDA for Mumbai Metro Line 9 on a standalone basis

03



Receipt of Order worth ₹ 409 crores from CIDCO for construction of coastal road

04



Removal of Company's name from Suspect List / Confirmed List of Database of Shell Companies by SFIO

05

CORPORATE OVERVIEW

1

INCORPORATION

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.

3

CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. Within 2 decades of our existence, we have developed a niche in the field of Urban Infrastructure. We are today amongst few construction companies qualified to undertake large Metro Projects.

5

FINANCIAL DISCIPLINE

Rated "IND A/Stable+" for Fund based limit and "IND A1" for non-fund based limit. A net debt equity ratio of ~0.15, reinforces our commitment towards financial discipline.

7

EQUIPMENT BANK

Our Company owns a large fleet of construction equipment and machinery including 7 Tunnel Boring Machines and 44 hydraulic piling rigs. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.

2

TRACK RECORD

We have a track record of efficaciously completing 85+ projects, demonstrating our operation efficiency and capability to undertake complex projects.

4

OUR PRESENCE

With established presence in major states namely Maharashtra, Delhi, Gujarat, Rajasthan and Uttar Pradesh, we are on continuous lookout for opportunity to expand in other part of the country. It's our endeavor to be a Company with a PAN India presence

6

PERFORMANCE

FY19 has been memorable one and has positively emerged as a year of many 'firsts'. We ended the year on a bright note, as we created the milestone of ₹ 2,787 Crores in revenue, ₹ 177 Crores in PAT and ₹ 10,372 Crores in order book

"Responsible bidding, better planning and efficient resource deployment.... the way we do business"

Shaping Modern India

A



Order Book

Order Book of ~₹ -
1,24,433 mn as on
Dec 31, 2019.

B



Projects

~35 Projects
under various
stages of
execution

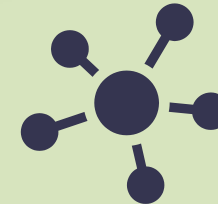
C



Manpower

Manpower of
~7,800 helping
us complete our
projects

D



Revenue

CAGR of 32%
for the period FY
2017-2019

E



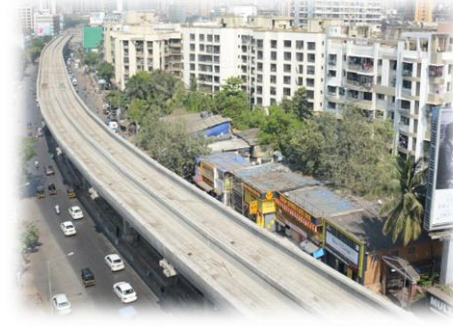
PAT

CAGR of 28%
for the period FY
2017-2019

WORK WE DO

Metro

- Metros Elevated
- Metros Underground
- Metro Station & Depot



Flyovers & Bridges

- Flyovers, Bridges & Roads
- Pedestrian Subways
- Airport Runways



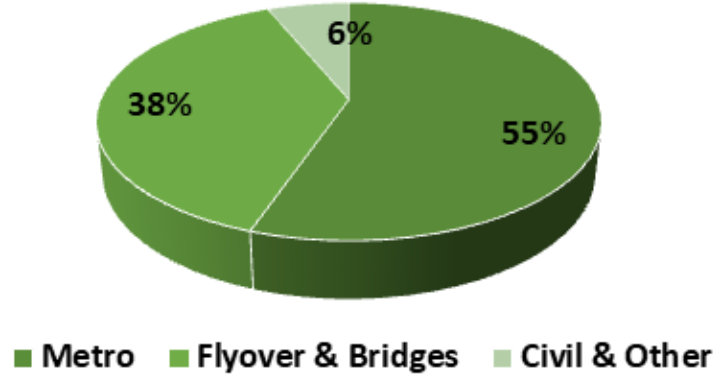
Civil & Others

- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions

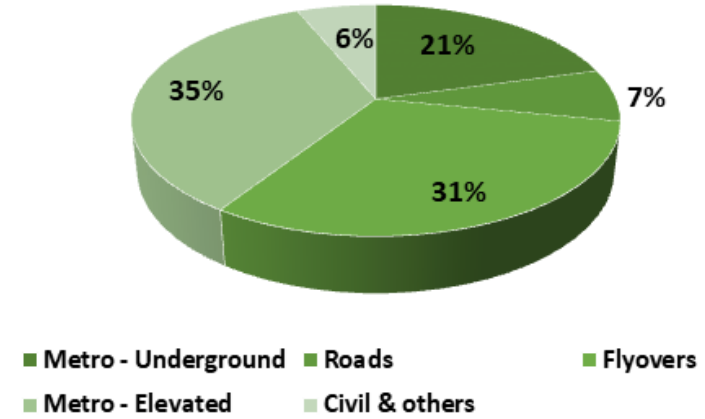


ORDER BOOK BREAKUP AS ON DECEMBER 31, 2019

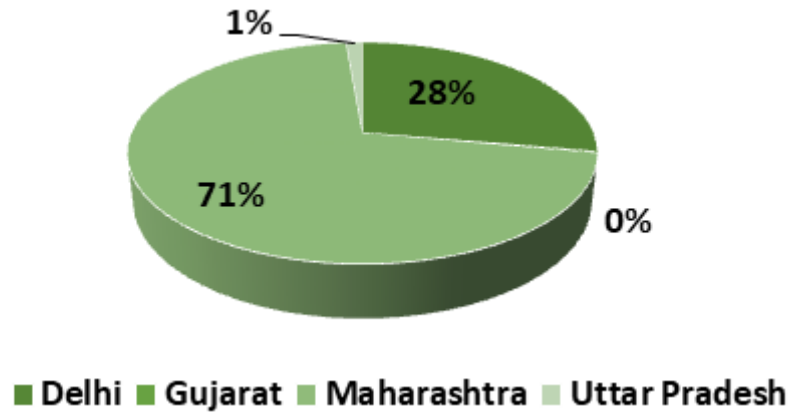
Segment Wise Break-up (%)



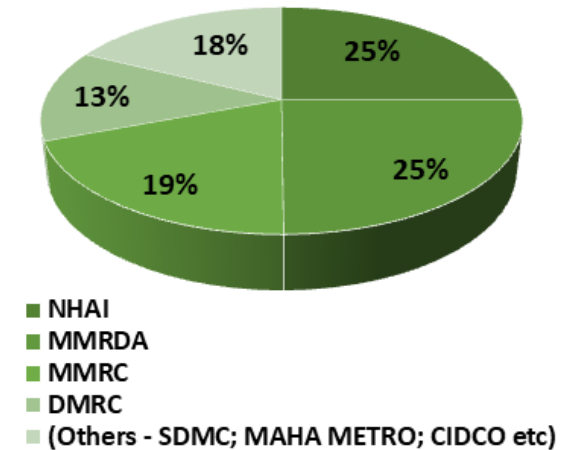
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)



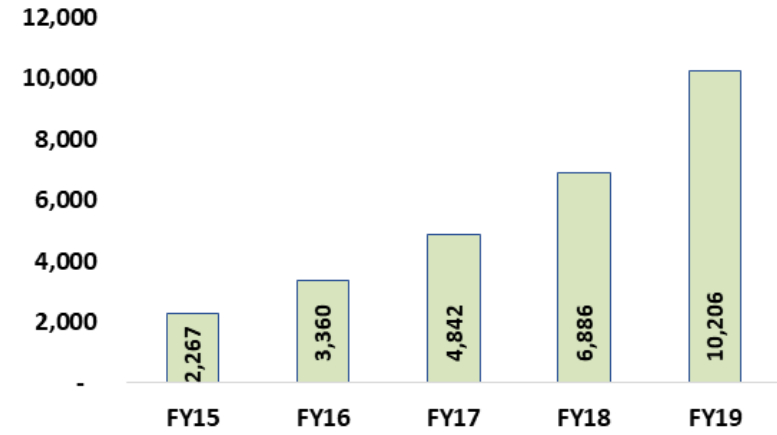
ORDER BOOK POSITION AS ON DECEMBER 31, 2019

| Name of the Project | Sub Segment | Client Name | Order Backlog (₹ mn) | Name of the Project | Sub Segment | Client Name | Order Backlog (₹ mn) |
|---------------------------------|--------------------------|-------------|-------------------------|--------------------------------|----------------------|-------------|-------------------------|
| MUMBAI METRO LINE-09-07A (CA48) | Metro - Elevated | MMRDA | 19,980 | CHHEDA NAGAR FLYOVER | Flyover | MMRDA | 1,553 |
| MUMBAI METRO LINE-6 BC03 | Metro - Elevated | DMRC | 7,752 | TELLI GALLI GRADE SEPARATOR | Flyover | MCGM | 995 |
| MUMBAI METRO LINE-6 BC01 | Metro - Elevated | DMRC | 4,178 | KALWA CREEK BRIDGE | Flyover | TMC | 770 |
| MUMBAI METRO LINE-4A CA54 | Metro - Elevated | MMRDA | 3,421 | MOTAGAON CREEK BRIDGE | Flyover | MMRDA | 673 |
| MUMBAI METRO LINE-2 AC02 (JKIL) | Metro - Elevated | MAHA METRO | 2,673 | JOGESHWARI (SOUTH) ROB | Flyover | MCGM | 379 |
| PUNE METRO ELEVATED P1C-05 | Metro - Elevated | DMRC | 2,631 | Others | Flyover | Others | 480 |
| MUMBAI METRO LINE-2 AC01 (JKIL) | Metro - Elevated | DMRC | 1,730 | | Sub Total (C) | | 38,709 |
| MUMBAI METRO LINE-7 | Metro - Elevated | MMRDA | 372 | | | | |
| Others | Metro - Elevated | Others | 273 | CIDCO COASTAL ROAD CA02 | Road | CIDCO | 4,090 |
| | Sub Total (A) | | 43,011 | JNPT PACKAGE-1, 2, 3 | Road | NHAI | 2,191 |
| | | | | Others | Road | Others | 2,840 |
| MUMBAI METRO LINE-3 PKG05 | Metro-Underground | MMRC | 14,161 | | Sub Total (D) | | 9,121 |
| MUMBAI METRO LINE-3 PKG06 | Metro-Underground | MMRC | 9,924 | | | | |
| MAHA METRO UG-01 PUNE | Metro-Underground | MAHA METRO | 1,731 | | | | |
| | Sub Total (B) | | 25,816 | SDMC HEAD QUARTER-NBCC DELHI | Civil | SDMC | 681 |
| | | | | SGPGI MEDICAL SCIENCES-LUCKNOW | Civil | UPRNNL | 5,598 |
| DWARKA EXPRESSWAY-PKG-02 | Flyover | NHAI | 15,400 | RML ACADEMY-LUCKNOW | Civil | UPRNNL | 997 |
| DWARKA EXPRESSWAY-PKG-01 | Flyover | NHAI | 13,490 | Others | Others | Others | 500 |
| AIROLI CREEK BRIDGE | Flyover | MMRDA | 2,659 | | Sub Total (E) | | 7,777 |
| SCLR FLYOVER | Flyover | MMRDA | 2,311 | | | | |
| | | | | | | | |
| | TOTAL (A+B+C+D+E) | | | | | | 1,24,433 |

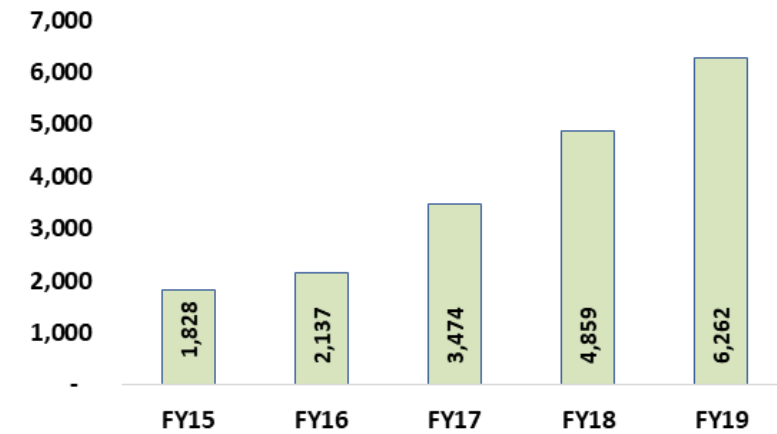
REVENUE – KEY CONTRIBUTORS



METRO - UNDERGROUND (₹ mn)

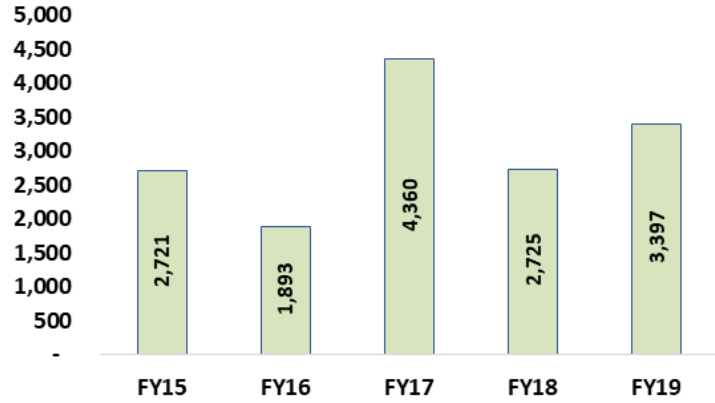


METRO - ELEVATED (₹ mn)

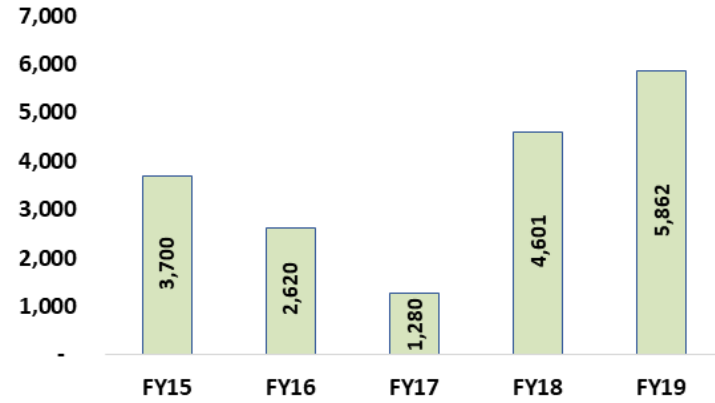


REVENUE – KEY CONTRIBUTORS

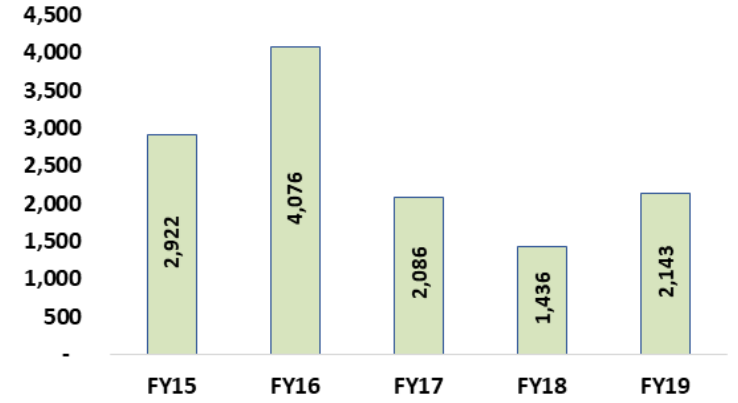
FLYOVER & BRIDGES (₹ mn)



ROADS (₹ mn)



CIVIL & OTHERS (₹ mn)



OUR MARQUEE CLIENTS

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



EQUIPMENT BANK



TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling

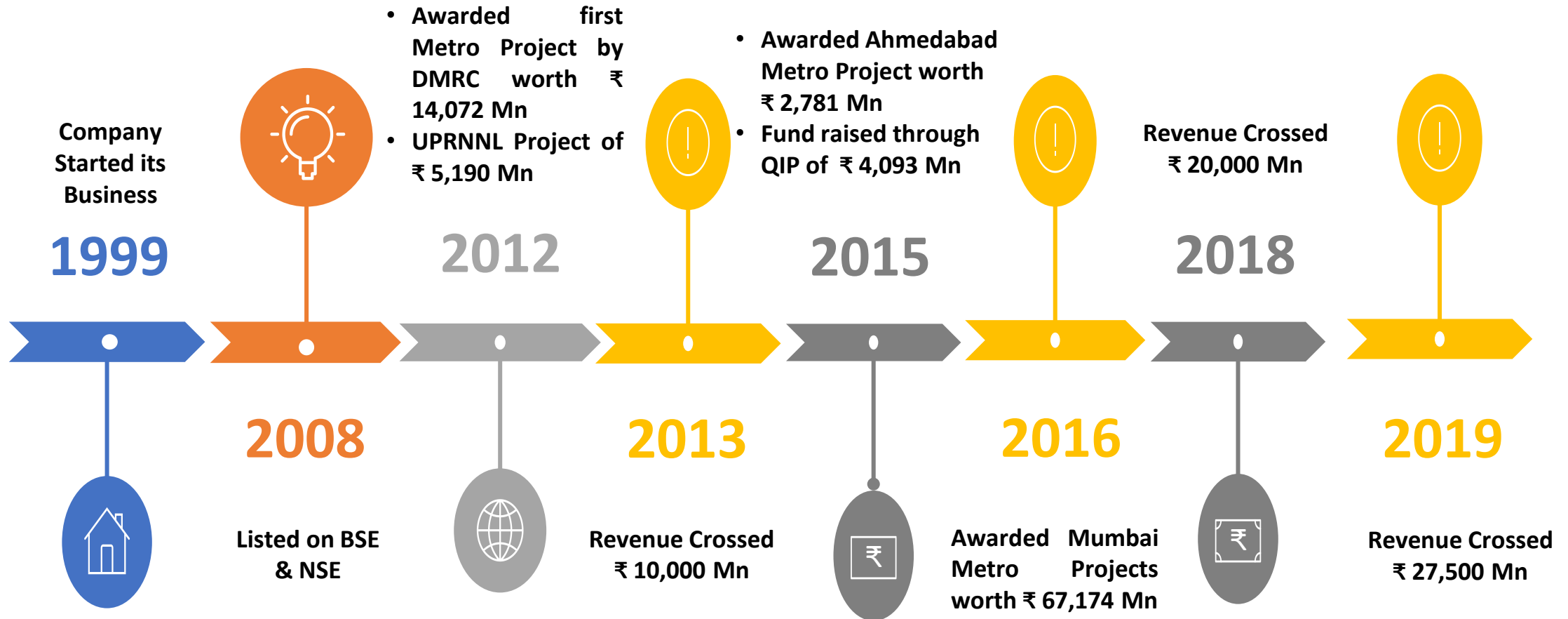


Launching Gurder



Bitumen Plant

OUR JOURNEY SO FAR



SOME OF OUR COMPLETED PROJECTS



ESIC Alwar



KSB Underpass, Pune



Sky Walk – Mumbai Project



Delhi Underground Metro



SOME OF OUR COMPLETED PROJECTS....1

Delhi Elevated Metro



Amar Mahal Flyover



Meenatai Thakre Flyover



BKC- Chunabhatti Flyover



KEY ONGOING PROJECTS – MUMBAI METRO



KEY ONGOING PROJECTS



JNPT



Thane Belapur



Ahmedabad Metro



Kalwa Bridge Thane

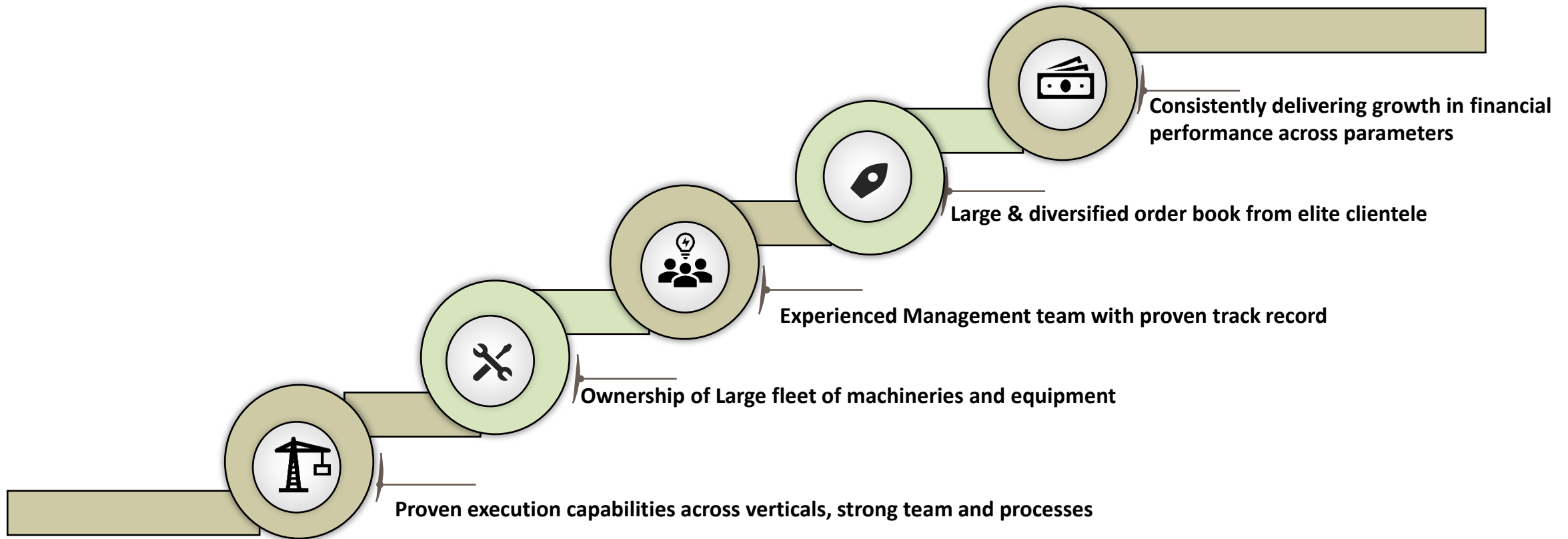


SCLR



JNPT

KEY STRENGTH



Provides visibility of robust financial performance, with sustainable positive operating cash flows and stable margin profile making JKIL an eminent company in the construction EPC space

EXECUTIVE DIRECTORS



Mr. Jagdishkumar Gupta – Promoter & Executive Chairman

Mr. Jagdishkumar Gupta, the architect of JKIL, is a first generation entrepreneur and 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.



Mr. Kamal Gupta – Managing Director

- Graduated with Bachelors in Civil Engineering.
- Associated with JKIL since inception. Has an experience of more than 22 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. Nalin Gupta – Managing Director

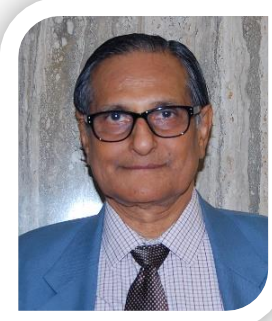
- A commerce graduate and Member of Indian Institution of Bridge Engineer.
- Associated with JKIL since inception. Has an experience of more than 22 years in construction field.
- Instrumental in setting and developing the piling business.
- He looks after construction of subway, elevated metro, underground metro, flyovers, rail over bridges etc.

INDEPENDENT DIRECTORS



Dr. R. Srinivasan

- Holds a Doctorate in Banking and Finance
- Served as CMD of Bank of India and Allahabad Bank.
- Serving on board of several companies focused on software, pharmaceuticals, gems & jewellery, tea, paint in addition to mutual fund industry.



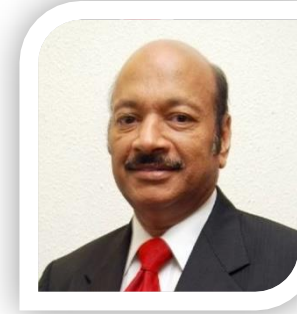
Padmanabh P. Vora

- 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.



Ajit Singh Chatha

- Graduate with Honour's in Electrical Engineering.
- Joined the I.A.S cadre of Punjab in 1963 and held wide range of assignments such as Deputy Commissioner, Managing Director, Joint Secretary, Principal Secretary and Chief Secretary



Padam Prakash Jain

- M. Com and Diploma in Management from FMS, Delhi. Besides, he is an Associate of Indian Institute of Bankers and Chartered Institute of Bankers, London.
- He has been a senior commercial banker /Investment banker with more than 39 years.



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 TEAM

Pradeep K. Kulshrestha **Chief Operating Officer**

- He hold M Tech degree in Engineering
- He has 35 year's of experience .
- He has been associated with the Company since March, 2019.

Mayank Kumar Jain **Head Transportation-Project**

- Hold B Tech & M Tech degree in Civil Engineering.
- He has 33 year's of experience
- He has been associated with the Company since January, 2019.
- He is responsible for Metro Line 2, 4, 6 and 9

Arvind Gupta **Chief Financial Officer**

- A Chartered Accountant and has over 17 years of experience in Accounting, Taxation and Auditing.
- He has been associated with our Company since April, 2010.

Ravinder Kulkarni **Vice President-Projects, IT, HR and Administration**

- Holds a Diploma in civil engineering
- Over 42 years of experience. He has been associated with various government & private institutions including Maharashtra Irrigation department.
- He has been associated with the Company since 2011.

Dharmendra Singh **QAQC Head**

- He hold degree in B. Sc. and B E (Civil Engineering) First Class Honors
- He has 27 years of experience in Infrastructure construction projects & building construction projects. International work experience of 15 years in Singapore.

Poornima Reddy **Company Secretary & Compliance Officer**

- She is a Company Secretary, LLB and P.G. Diploma in Financial Management having more than 17 years of experience.
- She has been associated with our Company since July, 2007

S.M. Thorat **Vice President (Projects)**

- Holds bachelor's degree in civil engineering
- Over five decades of experience in planning and execution of various bridges, roads, flyovers and multi storied buildings and administration.
- He has been associated with the group since 1995 and responsible for project monitoring

OUR CORE TEAM...1



Dhiman Majumdar **Project Head**

(Dwarka Express Way Pkg-01 Project)

- He is a Bachelor in Engineering in Civil and has over 28 Years of experience in Civil Project Planning & cost control, Tendering, etc
- He is associated with our company since 2012.

Dinesh Kumar Misra **MML-3, Package 06,** **(Sr. General Manager)**

- He holds a Diploma in civil engineering and has over 37 years of experience. He has been associated with various government & private institutions including junior engineer with the Maharashtra Irrigation department.
- He has been associated with the Company since 2011.

P K Prabhakaran **DGM Tender**

- He holds a diploma in civil engineering .
- He is retired Deputy Executive Engineer of PWD, Maharashtra. He has extensive of 37 years experience in planning and execution various
- He has been associated with us since 2004.
- He is responsible for identifying and quoting for new projects

Iftekhar Ahmed **(JNPT Projects)**

- He has degree in B.E. (Civil) and has total experience of 15 years.
- He has Expertise in Planning, Execution or Contract Management with in Construction of Flyovers / Bridges, Construction of Roads etc.

R. B. Singh **General Manager (Projects)**

- He holds a bachelor's degree in civil engineering and also has a masters in construction, and has over 25 years of experience in project planning & management etc.
- He has been associated with our Company since 2011.

I. Haluk Emre **Project Manager MML-03 P06**

- He hold Civil Engineering degree and has over 37 years of experience.
- He is associated with our company since 2017. He currently handles M M L-3 P06 Project.

Urin Wanbanterng **Manager Tunnel**

- He hold Bachelor Degree in Faculty of Civil Engineering.
- Has 17 years underground Construction Experience.
- He is currently working at package 5 as Manager Tunnel.

STRATEGIC PRIORITIES

At JKIL, we are attractively placed to carve out larger projects. We would bid for and undertake large projects which meets internal profitability benchmark, **thereby strengthening our Revenue Visibility**



Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

Most sustainable companies have less debt and high net worth; we expect to **remain low net debt across the foreseeable future**

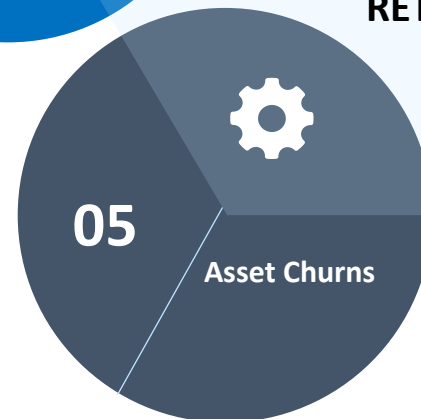


PROFITABLE GROWTH
ENHANCE SHAREHOLDERS RETURN



Though we have amassed large qualifications, we are open for entering into any strategic alliance which enhances our pre-qualification strengths, wherever required

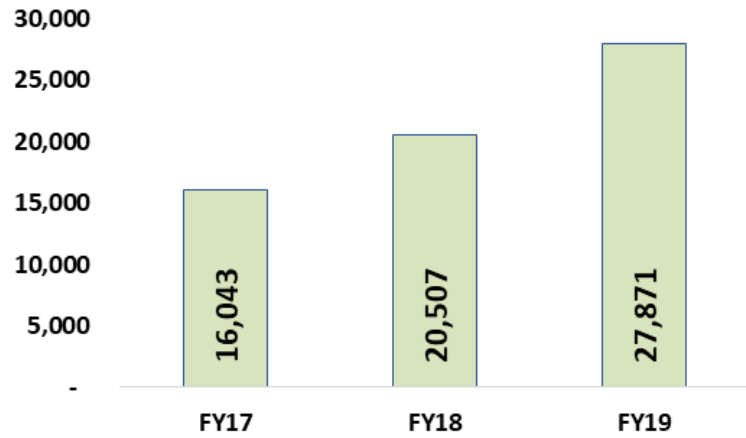
We have made sustained investment in cutting-edge technologies and equipment over years. **Higher asset churn will help reduce our future capex investments, leads to better absorption** of fixed cost thereby enhancing the returns



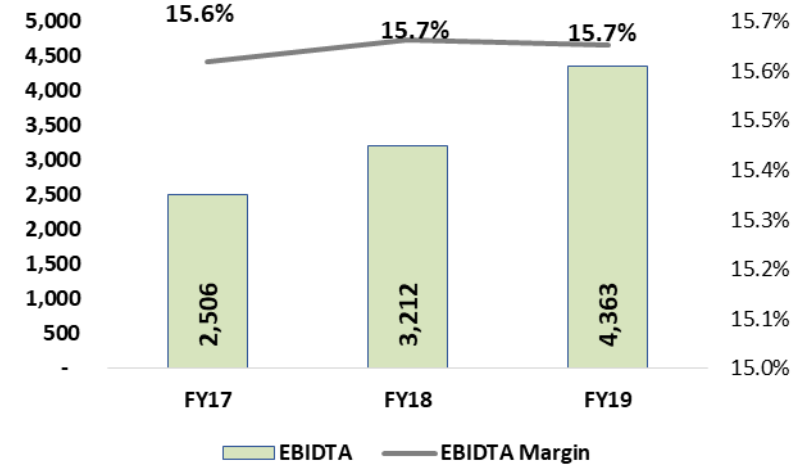
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

KEY FINANCIAL INDICATORS

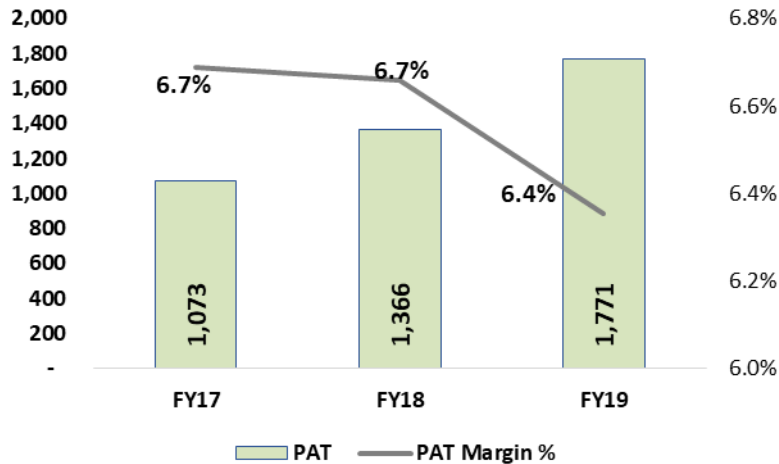
Revenue from Operations ₹ Mn



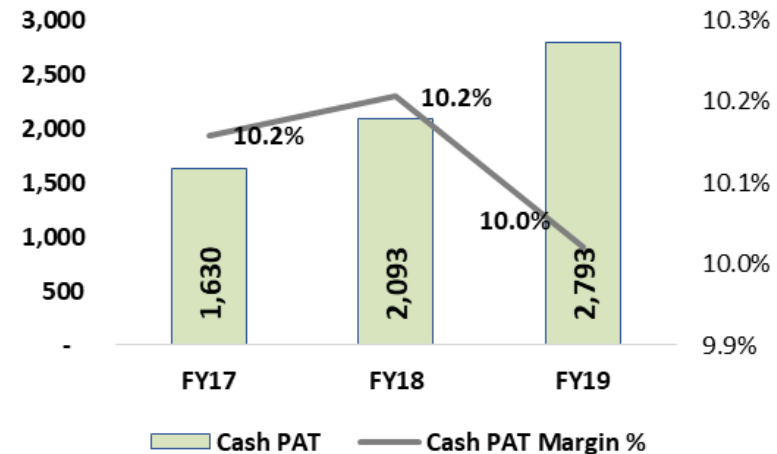
EBIDTA ₹ Mn



PAT ₹ Mn



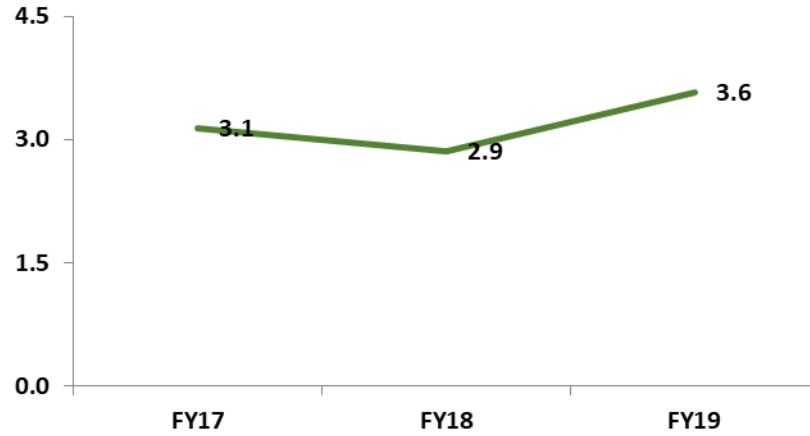
Cash PAT ₹ Mn



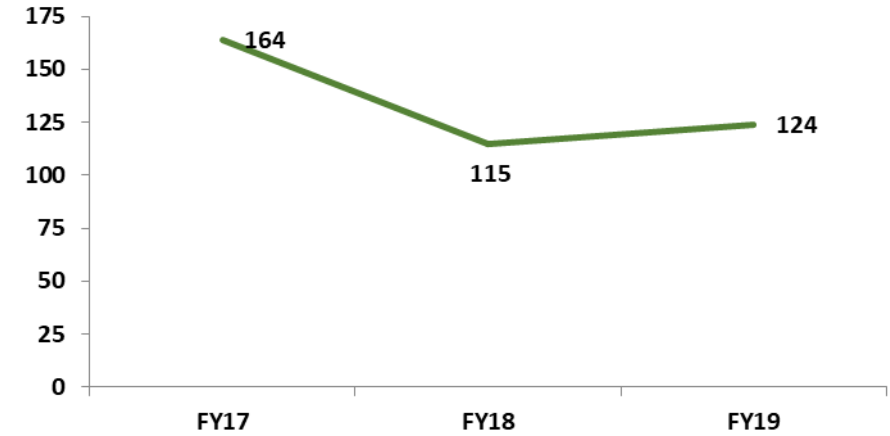
KEY RATIOS



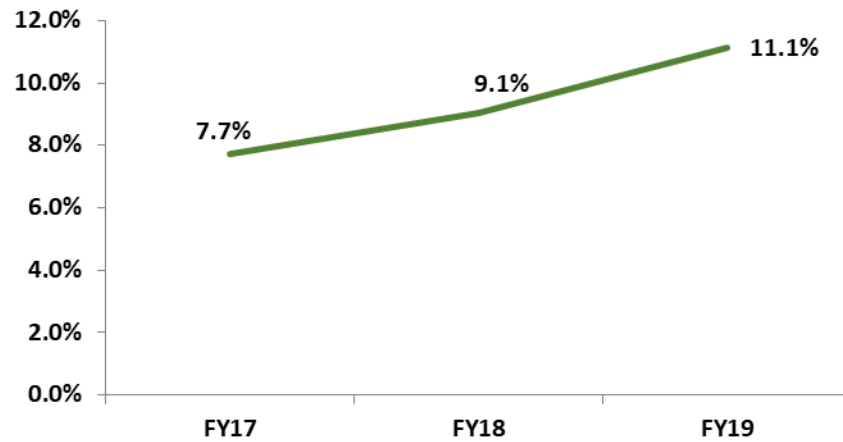
Asset Turnover Ratio



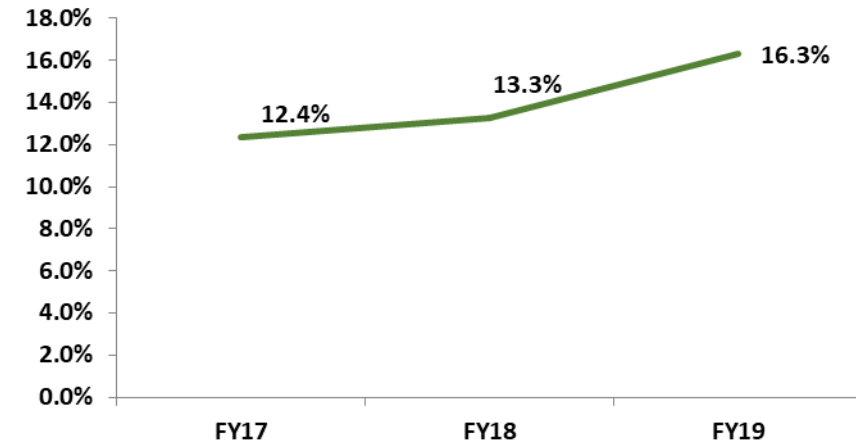
Working Capital Days



ROE



ROCE



PROFIT & LOSS

| Particulars (₹ In Mn) | FY17 | FY18 | FY19 |
|--------------------------------|---------------|---------------|---------------|
| Revenue from Operations | 16,043 | 20,507 | 27,871 |
| Cost of Material Consumed | 9,659 | 12,087 | 17,203 |
| Employee Expenses | 1,267 | 1,971 | 2,477 |
| Other Expenses | 2,611 | 3,237 | 3,828 |
| EBIDTA | 2,506 | 3,212 | 4,363 |
| EBIDTA Margin | 15.6% | 15.7% | 15.7% |
| Other Income | 311 | 285 | 281 |
| Depreciation | 556 | 727 | 1,022 |
| EBIT | 2,260 | 2,770 | 3,622 |
| EBIT Margin | 14.1% | 13.5% | 13.0% |
| Finance Cost | 662 | 703 | 939 |
| Profit before Tax | 1598 | 2067 | 2,683 |
| PBT Margin | 10.0% | 10.1% | 9.6% |
| Tax | 525 | 701 | 912 |
| PAT | 1073 | 1366 | 1,771 |
| PAT Margin % | 6.7% | 6.7% | 6.4% |
| Cash PAT | 1630 | 2093 | 2,793 |
| Cash PAT Margin % | 10.2% | 10.2% | 10.0% |

CAGR

32%

32%

28%

BALANCE SHEET

| Particulars (₹ in Mn) | As at Mar 2019 | As at Mar 2018 |
|--|----------------|----------------|
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 7,788 | 7,161 |
| Capital work-in-progress | 798 | 1,262 |
| Financial assets | | |
| Investments | 316 | 150 |
| Other financial assets | 3,054 | 2,431 |
| Other non current assets | 304 | 286 |
| Sub-total - Non-Current Assets | 12,259 | 11,290 |
| Current assets | | |
| Inventories | 9,187 | 8,143 |
| Financial assets | | |
| Trade receivables | 4,986 | 5,288 |
| Cash and cash equivalents | 704 | 975 |
| Bank balances other than cash & cash equivalents | 4,009 | 4,131 |
| Loans | 106 | 160 |
| Other financial assets | 1,064 | 966 |
| Other current assets | 2,659 | 2,664 |
| Sub-total - Current Assets | 22,715 | 22,325 |
| TOTAL - ASSETS | 34,974 | 33,615 |

| Particulars (₹ in Mn) | As at Mar 2019 | As at Mar 2018 |
|--|----------------|----------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity share capital | 378 | 378 |
| Other equity | 16,297 | 14,709 |
| Sub-total - Shareholders' funds | 16,675 | 15,088 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 1,407 | 1,134 |
| Provisions | 4 | - |
| Deferred tax liabilities (net) | 366 | 289 |
| Sub-total - Non-current liabilities | 1,777 | 1,423 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 4,625 | 3,651 |
| Trade payables | 3,029 | 3,292 |
| Other financial liabilities | 3,388 | 2,747 |
| Other current liabilities | 5,322 | 7,372 |
| Current tax liabilities (net) | 158 | 44 |
| Sub-total - Current liabilities | 16,522 | 17,105 |
| TOTAL - EQUITY AND LIABILITIES | 34,974 | 33,615 |

For further information, please contact



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