

**J. KUMAR INFRAPROJECTS LIMITED**

**Regd. Off: Unit no 16-A, Andheri Industrial Estate, Veera Desai Road, Andheri (West), Mumbai: - 400 053**

**Corp. Off: J. Kumar House, CTS No. 448, 448/1, 449, Subhash Road, Vile Parle (East), Mumbai - 400 057, Maharashtra. Phone: +91 22 67743555, Fax: +91 22 26730814, Email: [info@jkumar.com](mailto:info@jkumar.com), Website: [www.jkumar.com](http://www.jkumar.com), CIN No: L74210MH1999PLC122886**

8<sup>th</sup> February, 2022

To,

The General Manager  
Department of Corporate Services  
BSE Ltd  
Mumbai Samachar Marg  
Mumbai - 400 001  
Fax: 2272 2037 / 39 /41/61  
Scrip Code: 532940

The Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, Plot No .C/1, G- Block  
Bandra- Kurla Complex, Bandra East  
Mumbai-400 051  
Fax No.26598237/8238  
Scrip Name: JKIL

**Sub:** Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

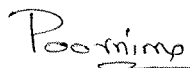
Dear Sir's,

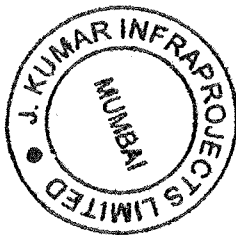
Pursuant to the provisions of the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation for the Un-Audited Financial Statements, for the third quarter and nine months ended as on 31<sup>st</sup> December, 2021.

The said presentation will also be put up on the website of the Company.

Yours faithfully,

For J. Kumar Infraprojects Ltd

  
Poornima  
Company Secretary



Enclosures: As Above



**J. Kumar Infraprojects Ltd.**

*We dream... So we achieve...*

**Q3 & 9M FY22 Result Update**

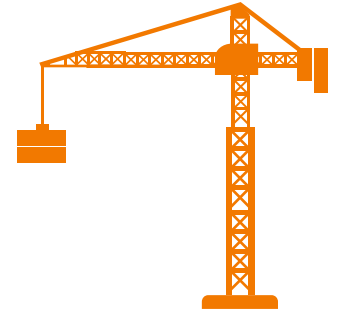


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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

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01



## Financial & Operational Performance

- Revenue up by 18% in Q3FY22 & 53% in 9MFY22 despite operational constraints in the wake of Covid 19 second /third wave.
- Robust execution capabilities reflected in strong growth in revenue.
- On the trajectory of higher growth

02



## Balance Sheet Focus

- Strong cash flow management by focusing on collection and improving working capital utilisation
- Committed to improve return ratio
- Focus on maintaining the Debt levels within broad parameters.

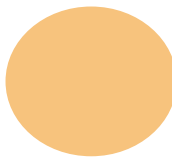
03



## Order Book

- Order Book at the end of Q3FY22 stood at ₹ 1,06,363 million
- Awarded project totalling ₹ 18,111 mn during 9M FY22 & ₹ 2,710 mn in Q3FY22
- Strict discipline in selecting and executing order translating into robust margin and return profile

04



## Outlook

- All the sites have sufficient labour availability leading to further improvement in executions
- We are seeing increased level of tendering and bidding across our focus areas. We are hopeful that the same will translate into increased order awarding in Q4 FY22.

# KEY FINANCIAL HIGHLIGHTS

01



Total Income

₹ 9,657 million ↑ +18%

₹ 24,127 million ↑ +53%

02



EBITDA

₹ 1,386 million ↑ +20%  
14.3%

₹ 3,454 million ↑ +67%  
14.3%

03



PAT

₹ 587 million ↑ +31%  
6.1%

₹ 1,319 million ↑ +323%  
5.5%

4



Cash PAT

₹ 955 million ↑ +18%  
9.9%

₹ 2,410 million ↑ +75%  
10.0%

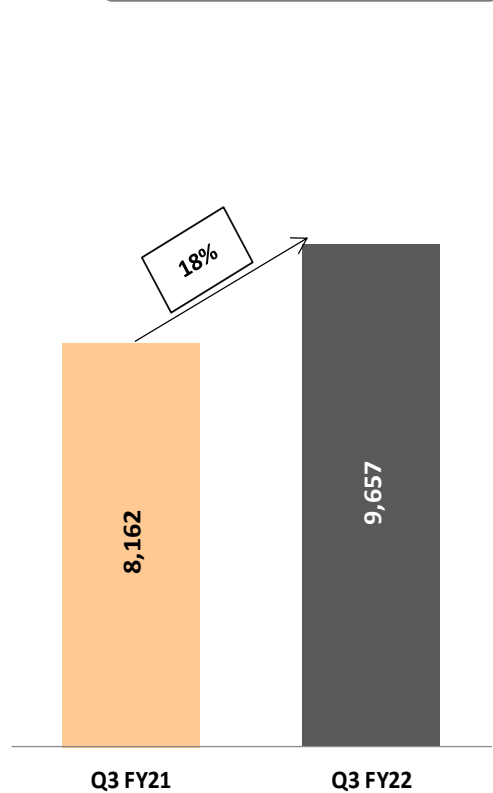
Q3FY22

9MFY22

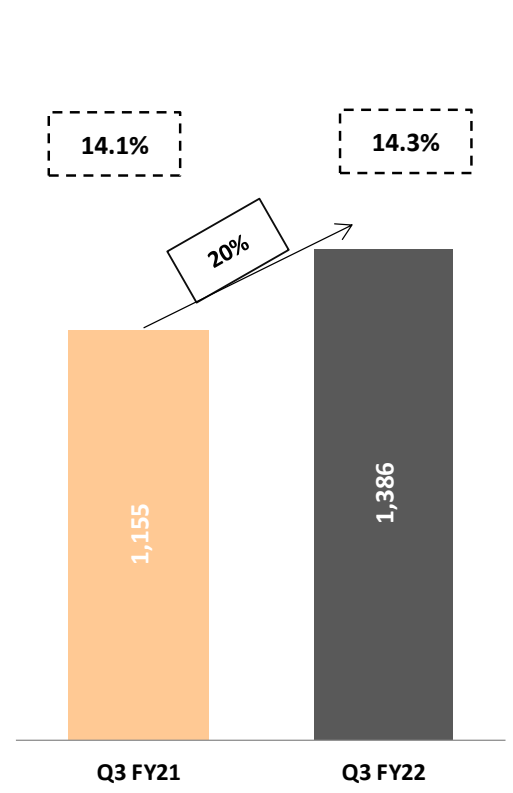


# PERFORMANCE HIGHLIGHTS Q3 FY22

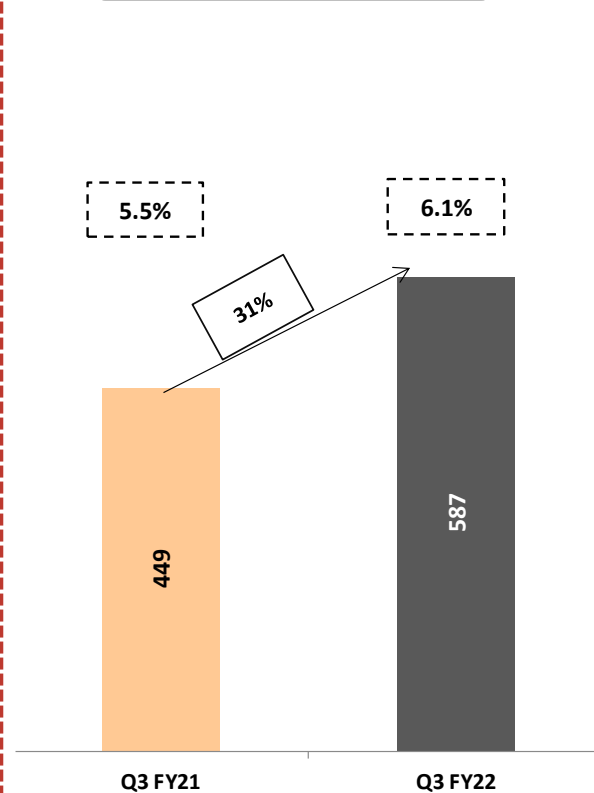
Revenue ₹ Mn



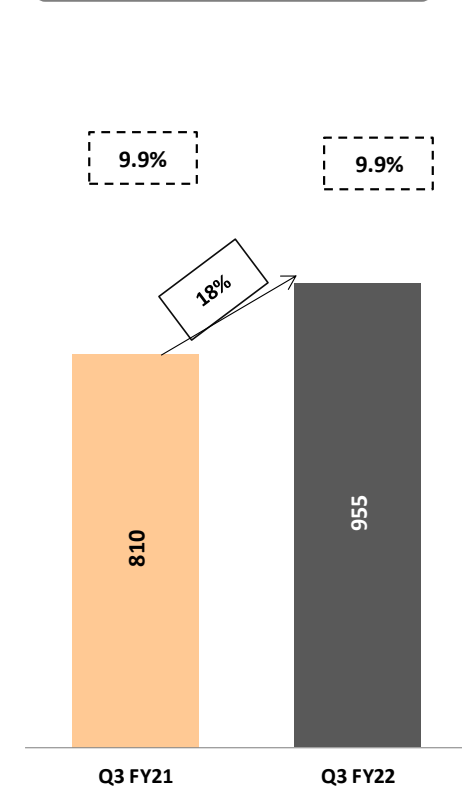
EBIDTA ₹ Mn



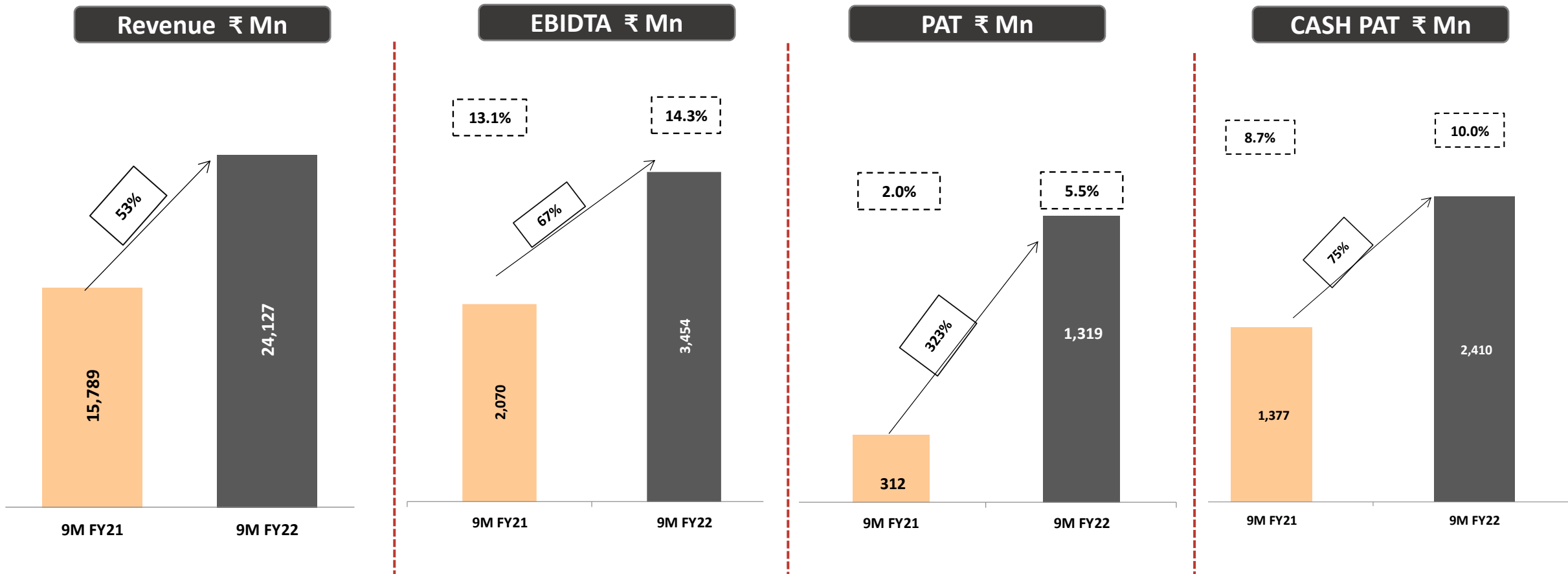
PAT ₹ Mn



CASH PAT ₹ Mn



# PERFORMANCE HIGHLIGHTS 9M FY22



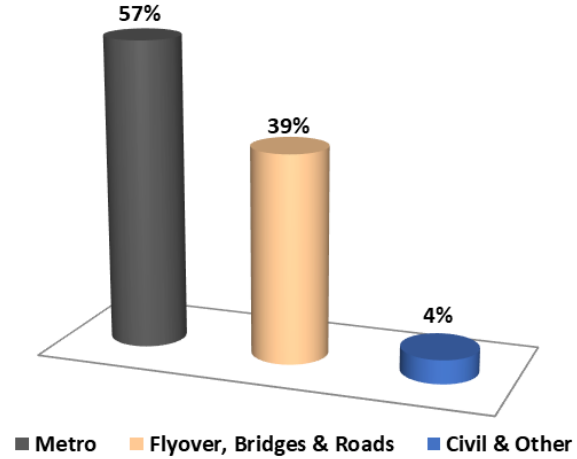


# FINANCIAL Q3 FY22 & 9M FY22

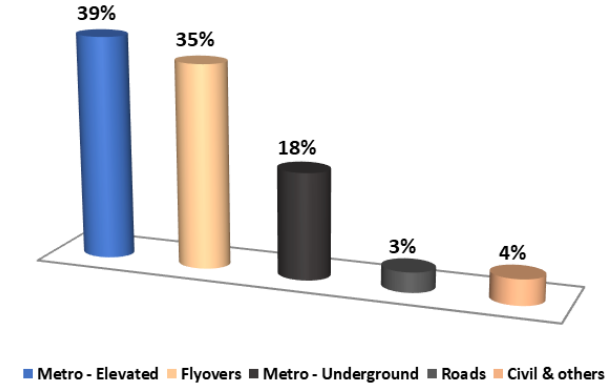
Particulars (₹ In Mn)	Q3 FY22	Q3 FY21	Y-O-Y	Q2 FY22	9M FY22	9M FY21	Y-O-Y	FY21
<b>Revenue from Operations</b>	<b>9,657</b>	<b>8,162</b>	18%	<b>7,720</b>	<b>24,127</b>	<b>15,789</b>	53%	<b>25,708</b>
Cost of Material Consumed	6,258	5,125		4,799	15,307	9,554		16,121
Employee Expenses	703	658		703	2,082	1,514		2,312
Other Expenses	1,310	1,224		1,118	3,285	2,651		4,162
<b>EBIDTA</b>	<b>1,386</b>	<b>1,155</b>	20%	<b>1,100</b>	<b>3,454</b>	<b>2,070</b>	67%	<b>3,114</b>
<b>EBIDTA Margin</b>	<b>14.3%</b>	<b>14.1%</b>		<b>14.3%</b>	<b>14.3%</b>	<b>13.1%</b>		<b>12.1%</b>
Other Income	59	69		56	166	188		253
Depreciation	368	361		353	1,091	1,065		1,437
<b>EBIT</b>	<b>1,076</b>	<b>862</b>		<b>803</b>	<b>2,528</b>	<b>1,193</b>	112%	<b>1,930</b>
<b>EBIT Margin</b>	<b>11.1%</b>	<b>10.6%</b>		<b>10.4%</b>	<b>10.5%</b>	<b>7.6%</b>		<b>7.5%</b>
Finance Cost	253	245		260	736	752		1,044
<b>Profit before Tax</b>	<b>823</b>	<b>617</b>	33%	<b>543</b>	<b>1,793</b>	<b>441</b>	306%	<b>886</b>
<b>PBT Margin</b>	<b>8.5%</b>	<b>7.6%</b>		<b>7.0%</b>	<b>7.4%</b>	<b>2.8%</b>		<b>3.4%</b>
Tax	236	168		132	474	129		247
<b>PAT</b>	<b>587</b>	<b>449</b>	31%	<b>411</b>	<b>1,319</b>	<b>312</b>	323%	<b>639</b>
<b>PAT Margin %</b>	<b>6.1%</b>	<b>5.5%</b>		<b>5.3%</b>	<b>5.5%</b>	<b>2.0%</b>		<b>2.5%</b>
<b>Cash PAT</b>	<b>955</b>	<b>810</b>	18%	<b>763</b>	<b>2,410</b>	<b>1,377</b>	75%	<b>2,076</b>
<b>Cash PAT Margin %</b>	<b>9.9%</b>	<b>9.9%</b>		<b>9.9%</b>	<b>10.0%</b>	<b>8.7%</b>		<b>8.1%</b>

# REVENUE BREAKUP Q3 FY22

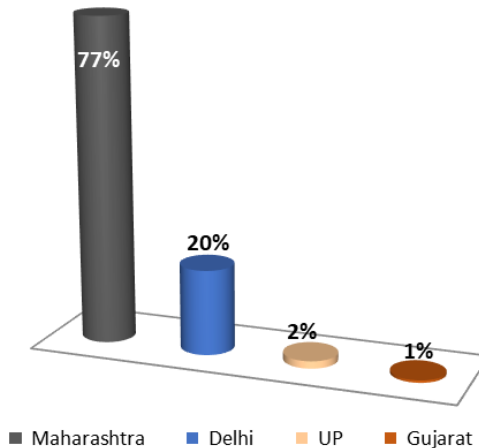
## Segment Wise Break-up (%)



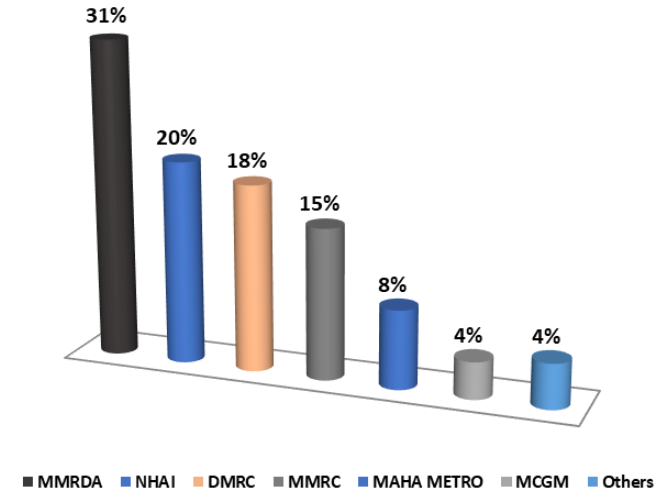
## Sub-segment wise Break-up (%)



## Geographical Break-up (%)

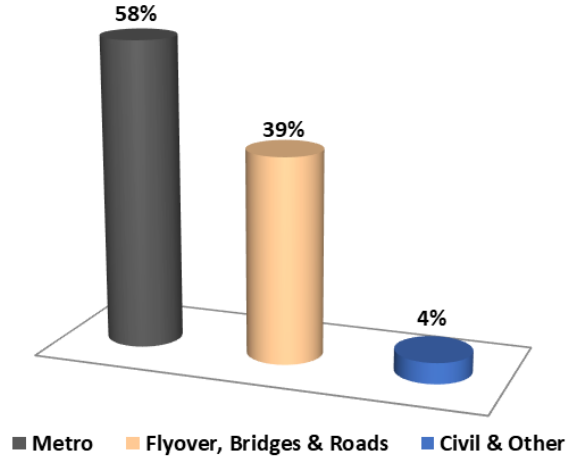


## Client wise Break-up (%)

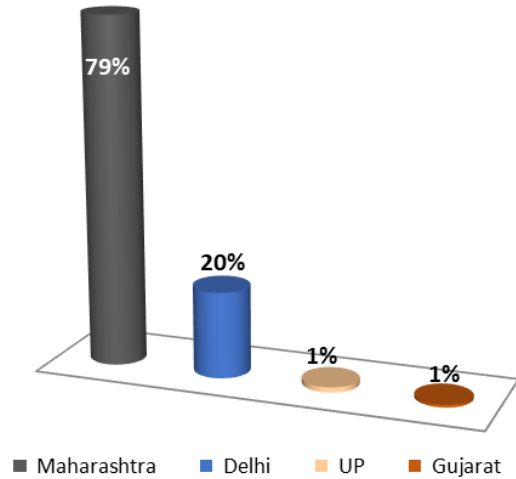


# REVENUE BREAKUP 9M FY22

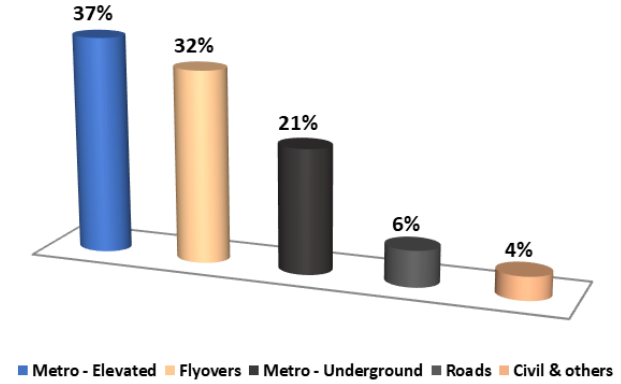
## Segment Wise Break-up (%)



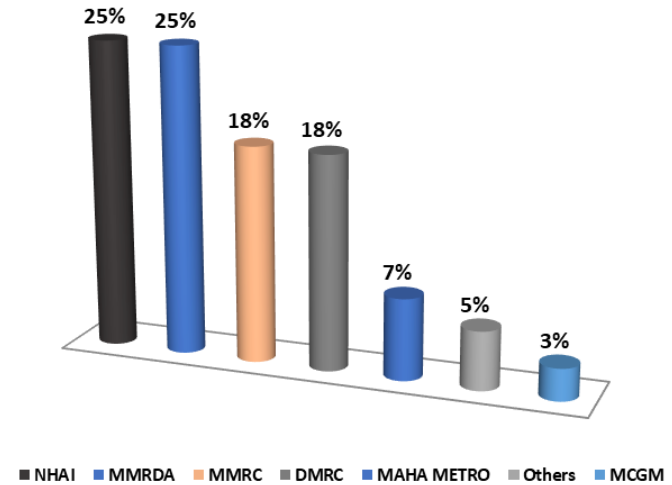
## Geographical Break-up (%)



## Sub-segment wise Break-up (%)

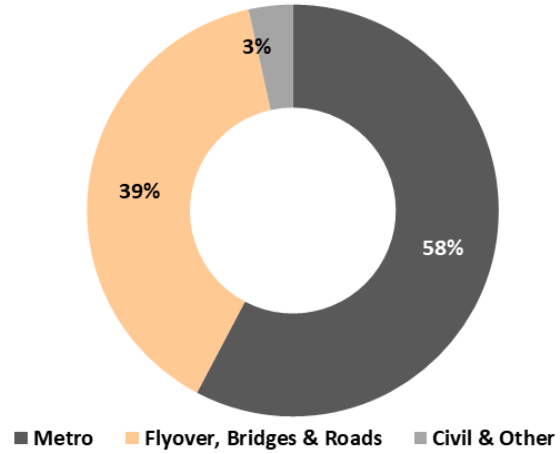


## Client wise Break-up (%)

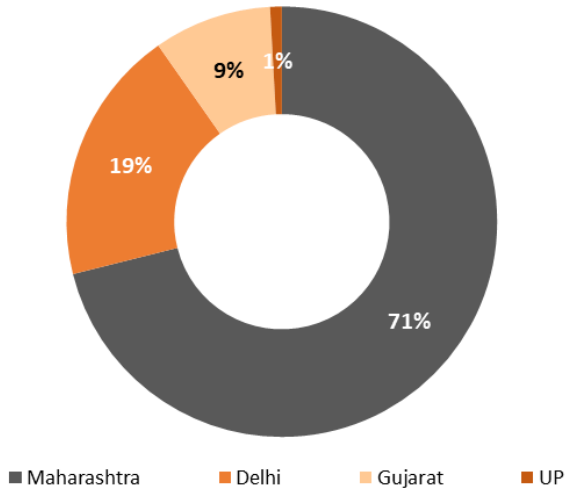


# ORDER BOOK BREAKUP AS ON DECEMBER 31, 2021

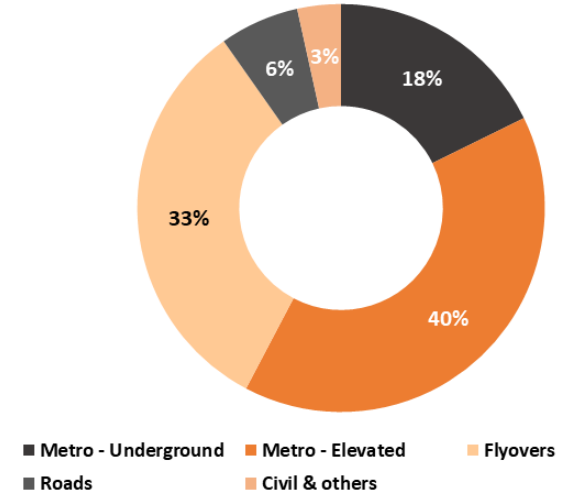
## Segment Wise Break-up (%)



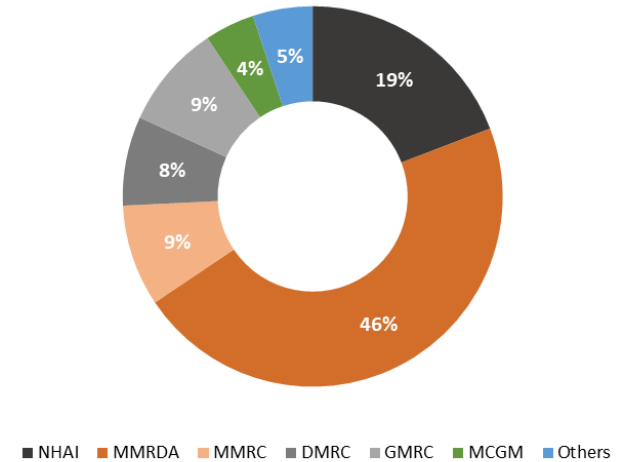
## Geographical Break-up (%)



## Sub-segment wise Break-up (%)



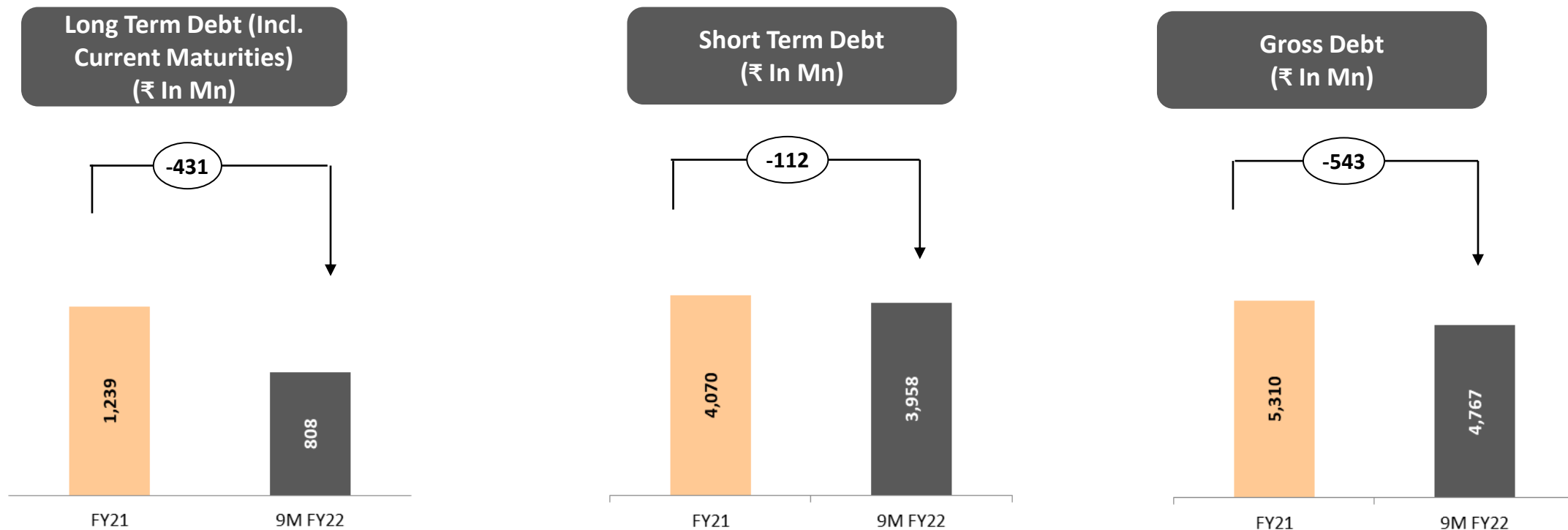
## Client wise Break-up (%)



# ORDER BOOK POSITION AS ON DECEMBER 31, 2021

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	16,535	SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	9,768
MUMBAI METRO LINE-2B C101	Metro - Elevated	MMRDA	12,497	AIROLI CREEK BRIDGE	Flyover	MMRDA	1,759
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	5,052	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	750
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	2,771	SCLR FLYOVER	Flyover	MMRDA	428
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	2,340	KALWA CREEK BRIDGE	Flyover	TMC	503
NAVI MUMBAI METRO LINE-1	Metro - Elevated	CIDCO	1,680	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	234
MUMBAI METRO LINE-2 AC02	Metro - Elevated	DMRC	231	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
PUNE METRO ELEVATED P1C-05	Metro - Elevated	MAHA METRO	278	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	34
MUMBAI METRO LINE-2 AC14	Metro - Elevated	MMRDA	412	Others	Flyover	Others	321
Others	Metro - Elevated	Others	730				
	<b>Sub Total (A)</b>		<b>42,526</b>		<b>Sub Total (C)</b>		<b>34,584</b>
SURAT METRO PH-1 UG-02 PKG-CS3	Metro-Underground	GMRC	9,318	CIDCO COASTAL ROAD PKG 01	Road	CIDCO	4,090
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	5,758	CIDCO COASTAL ROAD PKG 02	Road	CIDCO	1,030
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	3,432	JNPT PACKAGE-1, 2, 3	Road	MCGM	
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	358	Others	Road	Others	1,587
	<b>Sub Total (B)</b>		<b>18,866</b>		<b>Sub Total (D)</b>		<b>6,707</b>
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	11,272	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	379
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	9,137	RML ACADEMY-LUCKNOW	Civil	UPRNNL	551
				MITHI PACKAGE IV	Others	MCGM	2,322
				Others	Others	Others	428
					<b>Sub Total (E)</b>		<b>3,680</b>
<b>TOTAL (A+B+C+D+E)</b>							<b>1,06,363</b>

# REDUCING DEBT LEVEL



- Company achieved a 53% Y-o-Y increase in 9 months turnover despite Covid related disruptions and labour shortages
- Reduced debt level despite Covid related disruptions due to second/third wave and higher turnover
- Committed to our strategy to reduce debt in medium to long term and improve profitability and return ratio

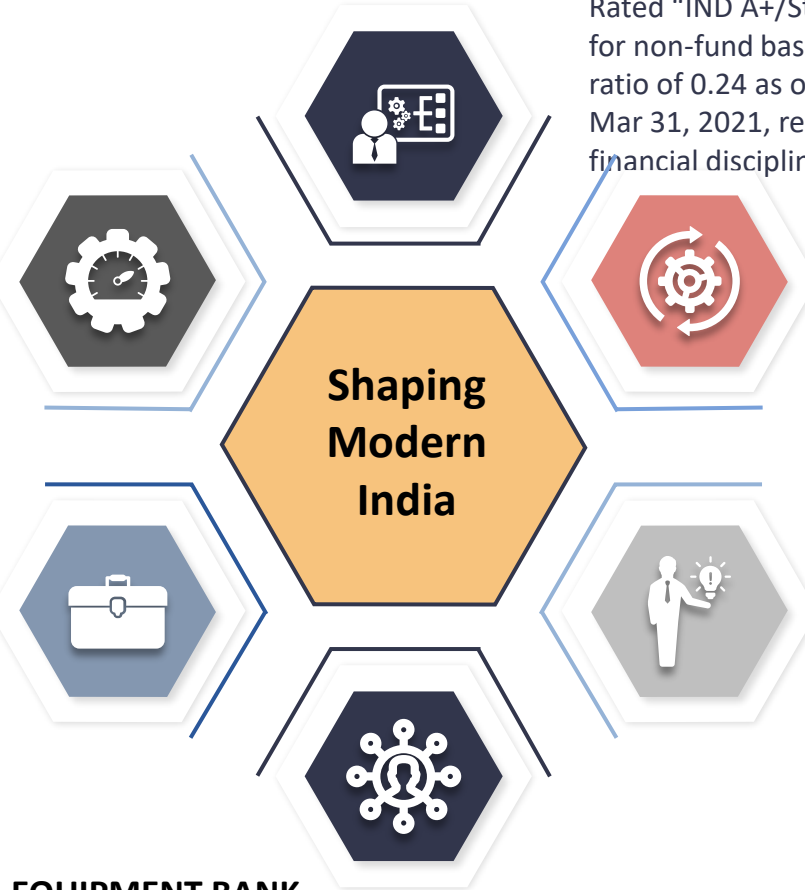
# CORPORATE OVERVIEW

## 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.

## CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. We are today amongst few construction companies qualified to undertake large Metro Projects.



## EQUIPMENT BANK

Ownership of large fleet of construction equipment and machinery including 7 TBM, 44 hydraulic piling rigs and 2 Straddle Carriers. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.

## FINANCIAL DISCIPLINE

Rated “IND A+/Stable” for Fund based limit and “IND A1” for non-fund based limit. A improving gross debt equity ratio of 0.24 as on Dec 31, 2021 compared to 0.28 as on Mar 31, 2021, reinforces our commitment towards financial discipline.

## 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.

## PERFORMANCE

Despite the pandemic condition and resultant lockdown and labour exodus, we emerged much stronger and were able to further improve our balance sheet during FY21. During 9MFY22 achieved revenue of ₹ 2,413 Crores and PAT of ₹ 132 Crores. As on Dec 31, 2021, our order book stands at ₹ 10,636 Crores

**“Responsible bidding, better planning and efficient resource deployment...  
the way we do business ”**

**On A LONG TERM  
GROWTH PATH ...**

# WORK WE DO



## METRO

- Metros Elevated
- Metros Underground
- Metro Station & Depot

## Flyovers, Bridges & Roads

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



## Civil & Others

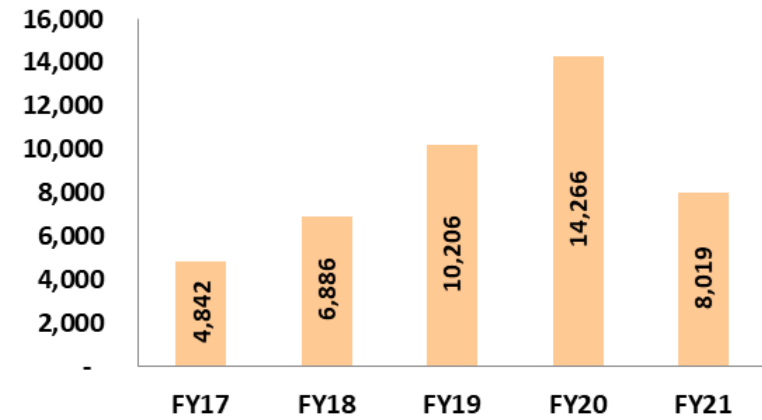
- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions



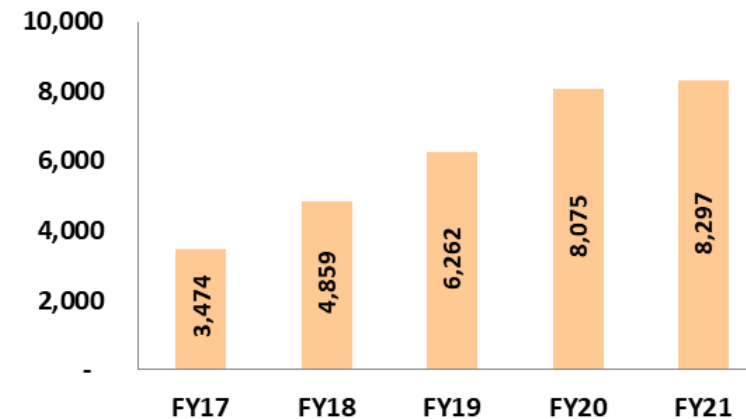
# REVENUE – KEY CONTRIBUTORS



## METRO - UNDERGROUND (₹ mn)

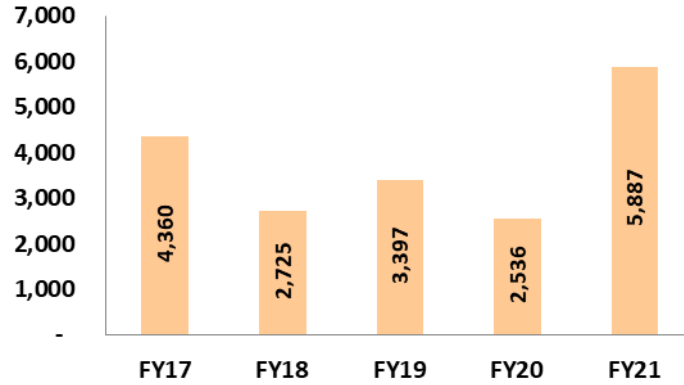


## METRO - ELEVATED (₹ mn)

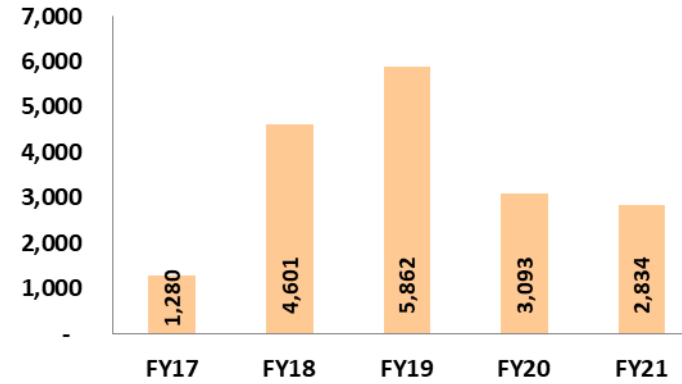


# REVENUE – KEY CONTRIBUTORS

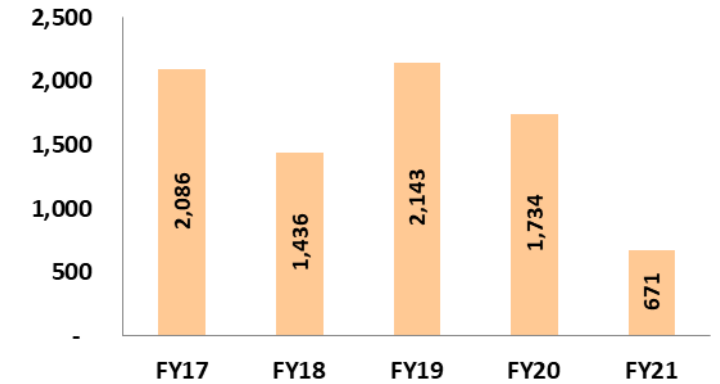
## FLYOVER & BRIDGES (₹ mn)



## 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**

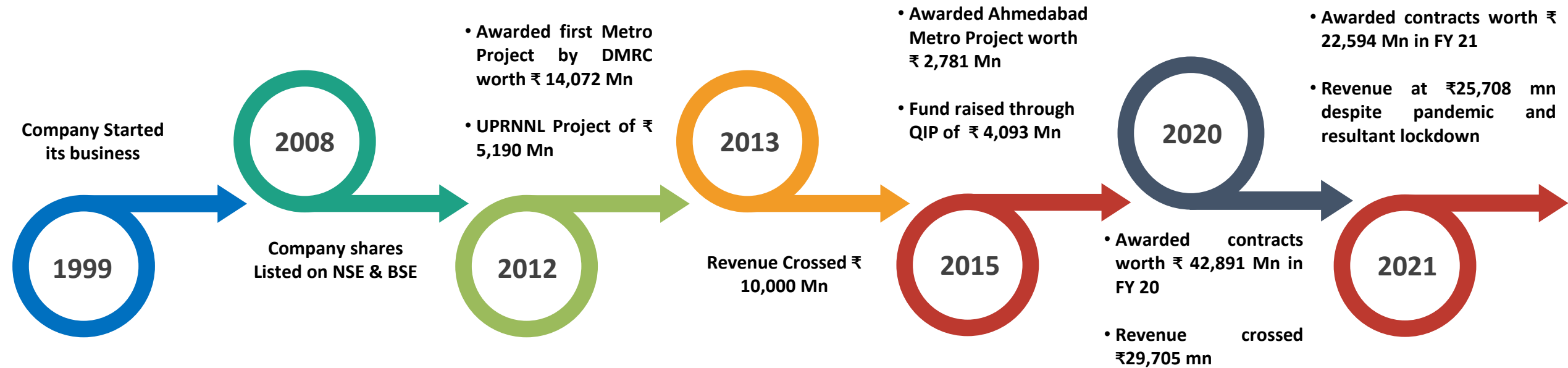


**Launching Girder**



**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**



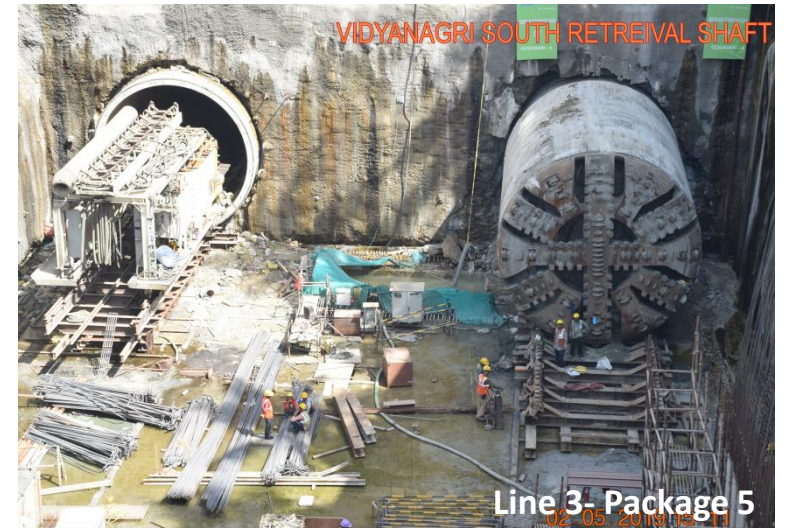
**Ahmedabad Metro**



**BKC- Chunabhatti Flyover**



# KEY ONGOING PROJECTS – MUMBAI METRO





# KEY ONGOING PROJECTS



**RML, Lucknow**



**Pune Elevated Metro**



**Chhedanagar Flyover**



**Kalwa Bridge Thane**

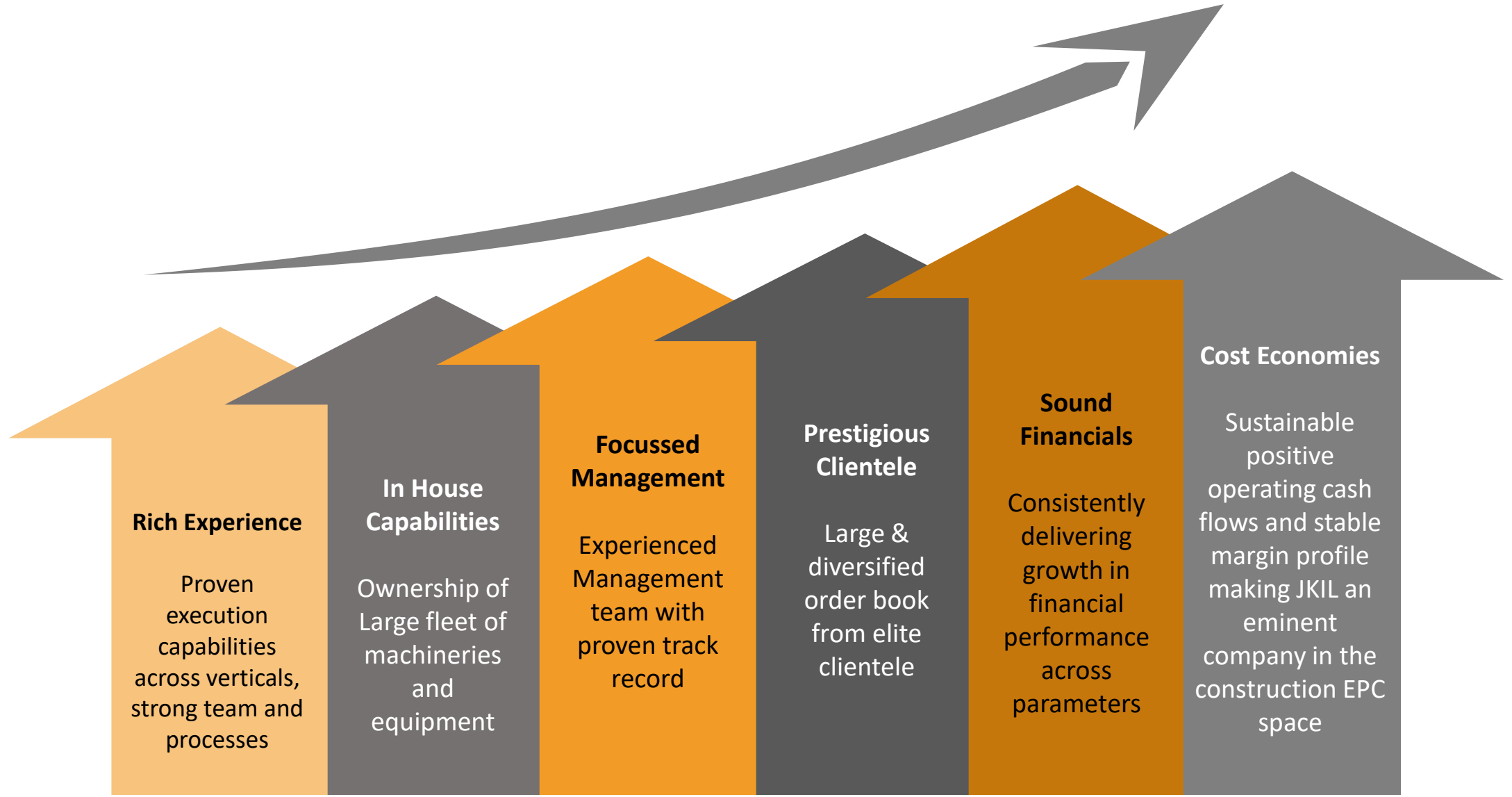


**SCLR Flyover**



**JNPT**

# KEY STRENGTH



# EXECUTIVE DIRECTORS



**Mr. Jagdishkumar Gupta**  
**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. He is associated with JKIL since inception. Has an experience of more than 23 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**

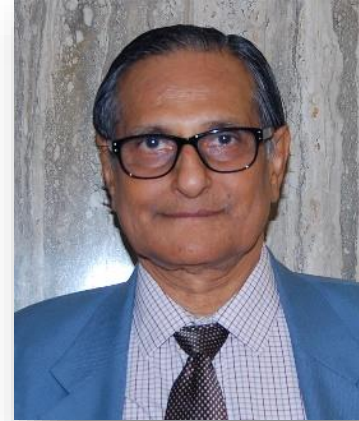
A commerce graduate and Member of Indian Institution of Bridge Engineer. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Instrumental in setting and developing the piling business. He looks after construction of subway, elevated metro, underground 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.
- Served on board of several companies focused on software, pharmaceuticals, gems & jewellery, tea, paint in addition to mutual fund industry.



## Mr. 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.



## Mr. Sidharath Kapoor

- Chartered Accountant, Company Secretary and GAMP from ISB.
- He is currently on the Board of Noida International Airport; Strategic Advisor-AIF SBI MF & Senior Advisor and Consultant in Airport & Infrastructure Sector.
- Track record of over two decades in strategic leadership and leading complex businesses.
- Successfully led complex infrastructure businesses including Airports, Renewable Energy, Oil & Gas, Pipelines, etc.



## Ms. 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



**Praveen Kumar Bhandari**  
*Chief Financial Officer*



**Poornima Reddy**  
*Company Secretary &  
Compliance Officer*



**Mayank Kumar Jain**  
*Head Transportation-Project*



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



**Ravindra M Kulkarni**  
*Vice President (IT, Admin & HR)*



**R. B. Singh**  
*Regional General Manager*



**Rajendra Kumar Sharma**  
*Head – Central Planning &  
Monitoring*



**Dharmendra Singh**  
*QAQC Head*



**Puneet Srivastava**  
*Head Planning*



**Iftekhar Ahmed**  
*Senior General Manager*



**Dinesh Kumar Misra**  
*Sr. General Manager*



**Praveen S Dongre**  
*(Sr. General Manager – Safety)*



**Somesh Pandey**  
*General Manager*



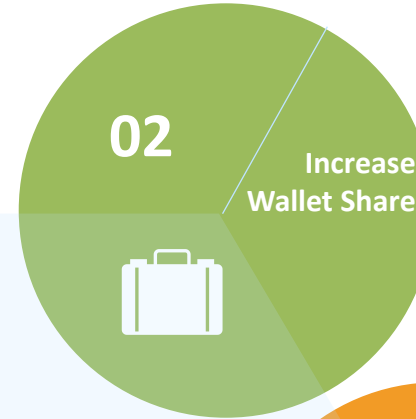
**Rajan Sharma**  
*AVP – Projects*



**Urin Wanbanterng**  
*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**



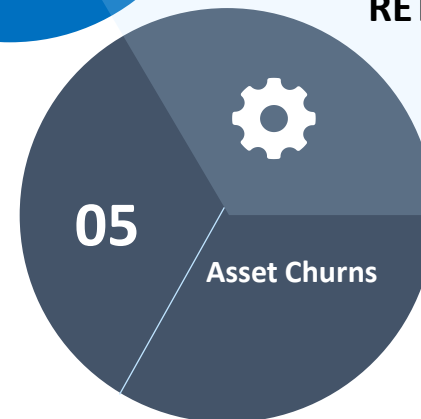
PROFITABLE GROWTH

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

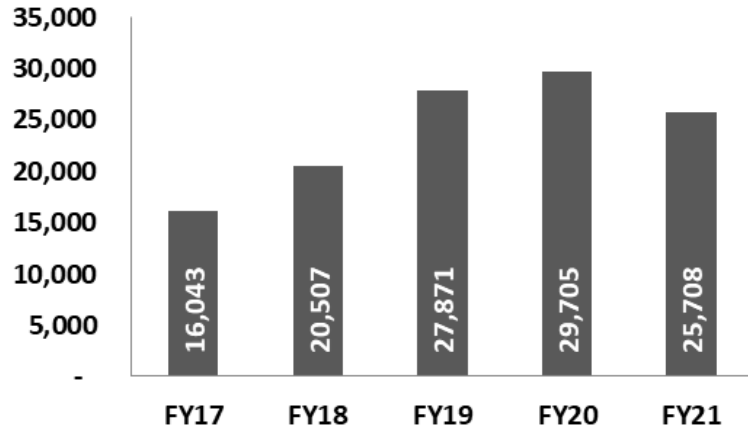
We have made sustained investment in cutting-edge technologies and equipment over years. **Higher asset churn will help reduce our future capex investments, leads to better absorption** of fixed cost thereby enhancing the returns



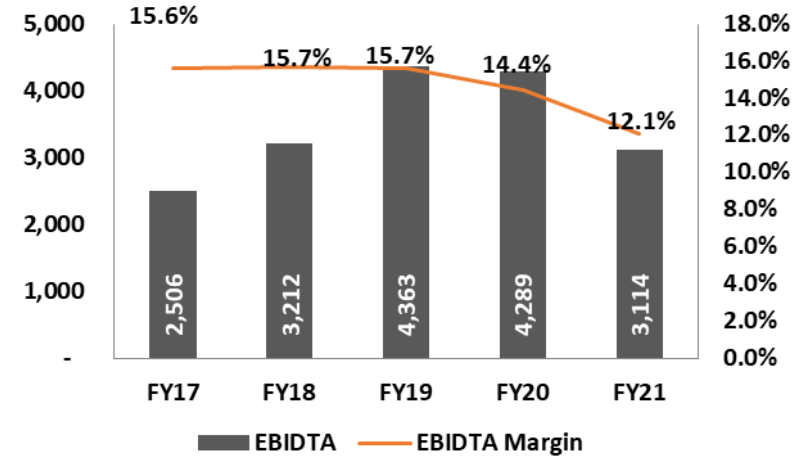
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

# KEY FINANCIAL INDICATORS

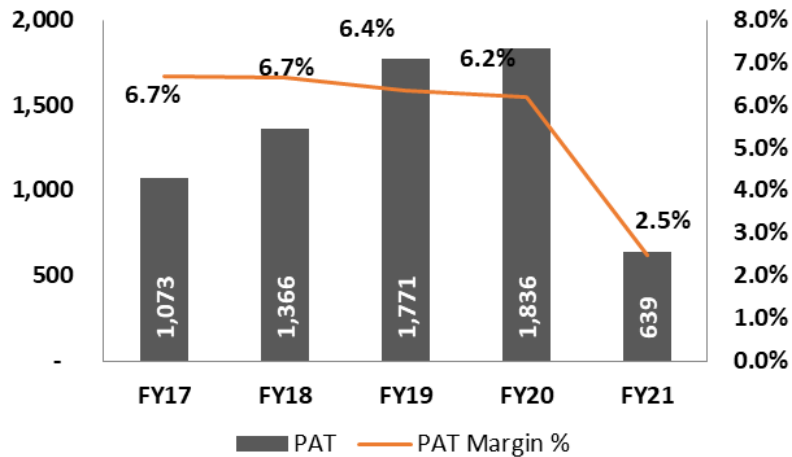
## Revenue from Operations ₹ Mn



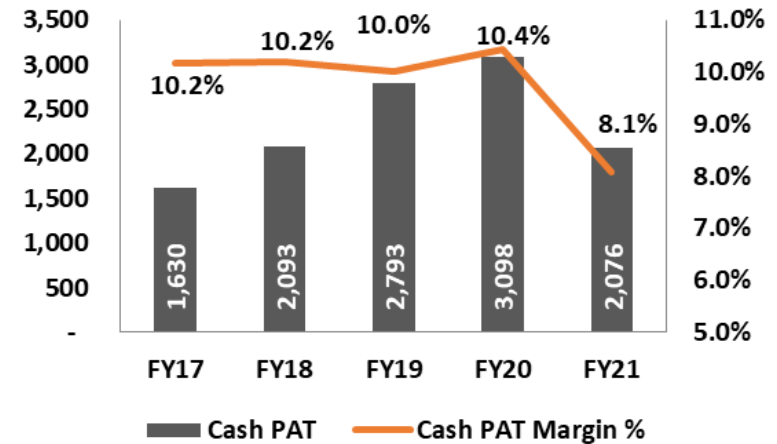
## EBIDTA ₹ Mn



## PAT ₹ Mn

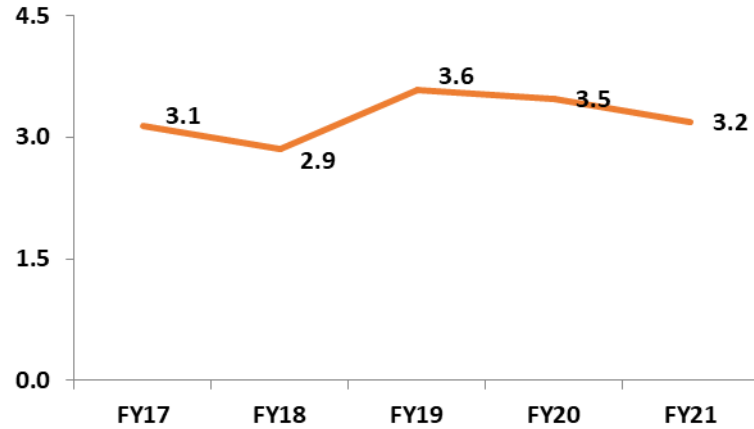


## Cash PAT ₹ Mn

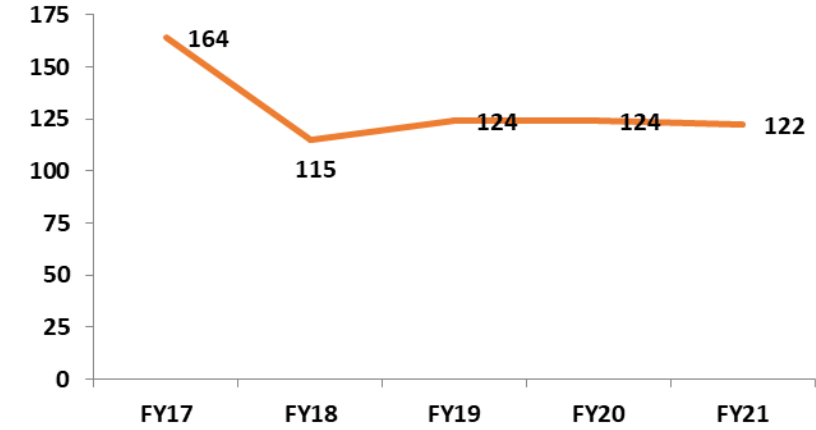


# KEY RATIOS

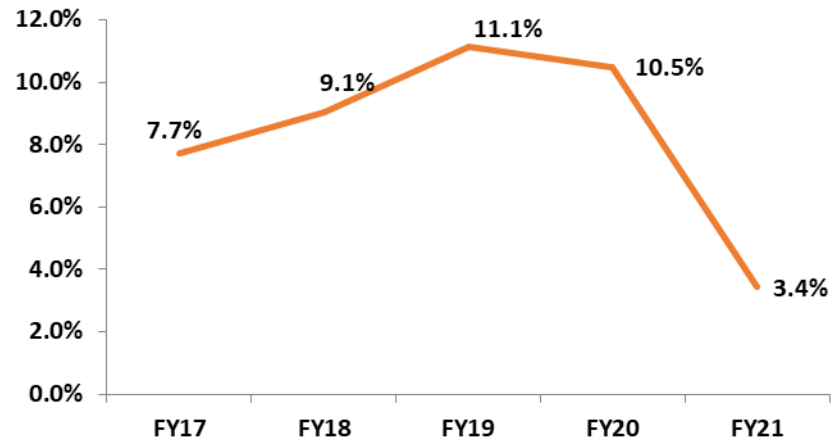
## Asset Turnover Ratio



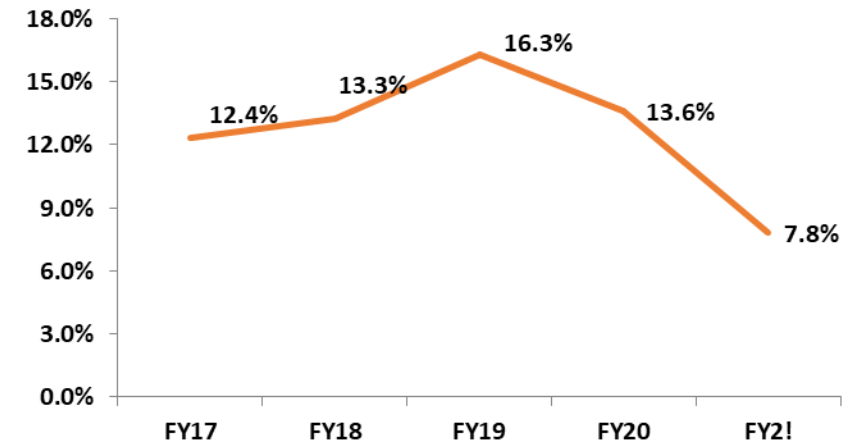
## Working Capital Days



## ROE



## ROCE





# PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	FY20	FY21
<b>Revenue from Operations</b>	<b>16,043</b>	<b>20,507</b>	<b>27,871</b>	<b>29,705</b>	<b>25,708</b>
Cost of Material Consumed	9,659	12,087	17,203	18,169	16,121
Employee Expenses	1,267	1,971	2,477	2,987	2,312
Other Expenses	2,611	3,237	3,828	4,260	4,162
<b>EBIDTA</b>	<b>2,506</b>	<b>3,212</b>	<b>4,363</b>	<b>4,289</b>	<b>3,114</b>
<b>EBIDTA Margin</b>	<b>15.6%</b>	<b>15.7%</b>	<b>15.7%</b>	<b>14.4%</b>	<b>12.1%</b>
Other Income	311	285	281	283	253
Depreciation	556	727	1,022	1,263	1,437
<b>EBIT</b>	<b>2,260</b>	<b>2,770</b>	<b>3,622</b>	<b>3,310</b>	<b>1,930</b>
<b>EBIT Margin</b>	<b>14.1%</b>	<b>13.5%</b>	<b>13.0%</b>	<b>11.1%</b>	<b>7.5%</b>
Finance Cost	662	703	939	977	1,044
<b>Profit before Tax</b>	<b>1,598</b>	<b>2,067</b>	<b>2,683</b>	<b>2,333</b>	<b>886</b>
<b>PBT Margin</b>	<b>10.0%</b>	<b>10.1%</b>	<b>9.6%</b>	<b>7.9%</b>	<b>3.4%</b>
Tax	525	701	912	497	247
<b>PAT</b>	<b>1,073</b>	<b>1,366</b>	<b>1,771</b>	<b>1,836</b>	<b>639</b>
<b>PAT Margin %</b>	<b>6.7%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>2.5%</b>
<b>Cash PAT</b>	<b>1,630</b>	<b>2,093</b>	<b>2,793</b>	<b>3,098</b>	<b>2,076</b>
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>10.2%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>8.1%</b>

# BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	8,056	8,545
Capital work-in-progress	1,498	987
Financial Assets		
Investments	16	12
Other Financial Assets	2,668	3,003
Other Non Current Assets	609	484
<b>Total - Non-Current Assets</b>	<b>12,847</b>	<b>13,031</b>
<b>Current Assets</b>		
Inventories	2,861	3,126
Financial Assets		
Trade Receivables	6,198	6,448
Cash and Cash Equivalents	457	591
Bank balances other than Cash and Cash equivalents	5,528	4,359
Loans	107	105
Other Financial Assets	430	660
Other Current Assets	8,021	8,475
<b>Total - Current Assets</b>	<b>23,603</b>	<b>23,764</b>
<b>TOTAL - ASSETS</b>	<b>36,450</b>	<b>36,795</b>

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	378	378
Other Equity	18,491	17,931
<b>Total - Shareholders' funds</b>	<b>18,869</b>	<b>18,310</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	580	978
Lease Liability	189	192
Provisions	16	9
Deferred Tax Liabilities (Net)	246	274
<b>Total - Non-Current Liabilities</b>	<b>1,032</b>	<b>1,452</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	4,070	4,787
Trade Payables	4,578	4,604
Lease Liabilities	172	146
Other Financial Liabilities	3,129	3,655
Other Current Liabilities	4,600	3,841
<b>Total - Current Liabilities</b>	<b>16,550</b>	<b>17,033</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>36,450</b>	<b>36,795</b>

For further information, please contact



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