

# J. Kumar Infraprojects Ltd.

We dream ... So we achieve...

Regd. Off.: 16-A, Andheri Industrial Estate, Veera Desai Road, Andheri (W), Mumbai - 400053. INDIA  
Ph.: +91-22-6774 3555. Fax+91-22-2673 0814. E-mail : info@jkumar.com Website : www.jkumar.com  
CIN No. : L74210MH1999PLC122886



August 20, 2020

To,

<b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 4000 51  NSE Code – JKIL	<b>BSE Limited,</b> 25 <sup>th</sup> Floor, "Phiroze Jeejeebhoy Towers", Dalal Street, Mumbai – 400001  Script Code – 532940
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**Sub: Investor Presentation for Q1 FY2021**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, please find enclosed herewith **Investor Presentation for Q1FY2021**.

The Investor Presentation shall be uploaded on the website of the Company.

You are requested to kindly take a note of the above.

Thanking you,

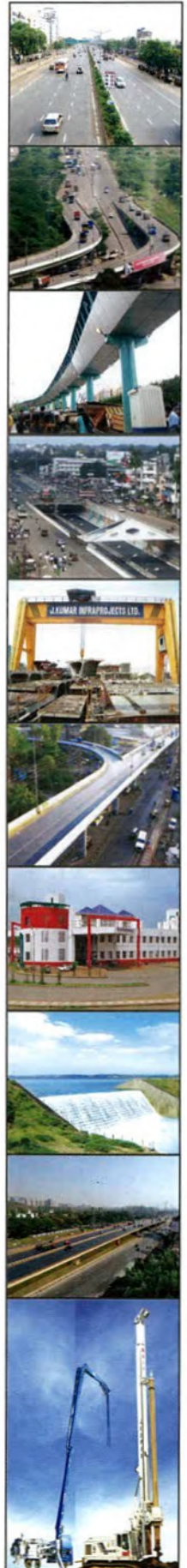
Yours faithfully

For J. Kumar Infraprojects Ltd



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

Encl: As above







# **J. Kumar Infraprojects Ltd.**

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

**August 2020**

*On a Long-term Growth Path...*

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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.





# Contents





## Work Commencement

- Work has commenced on more than 90% of our project sites.
- Proper SOPs & guidelines implemented to ensure health and safety of workmen / employees

## Labour Availability

- Labour availability at more than 60% of the Pre-Covid level
- We are witnessing an uptick in the availability of labour
- Expect situation to substantially normalize by mid September 2020

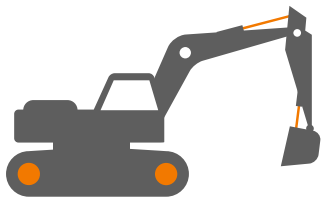
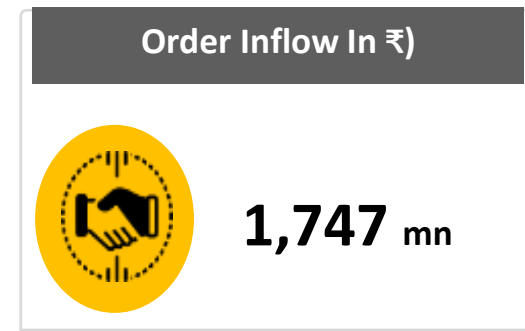
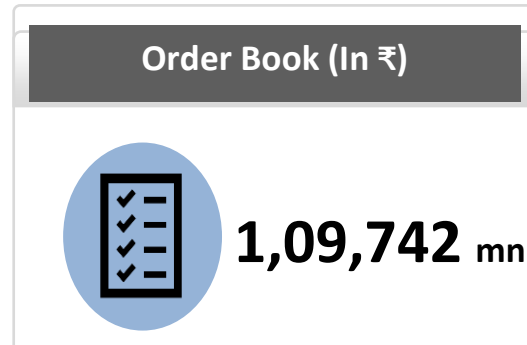
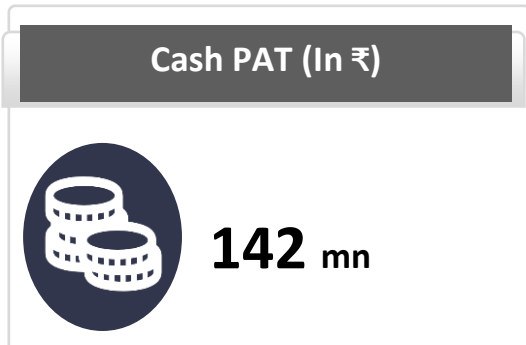
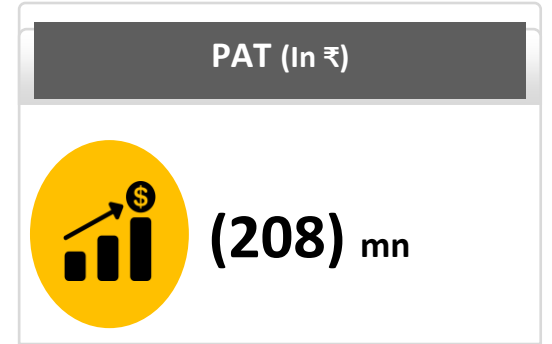
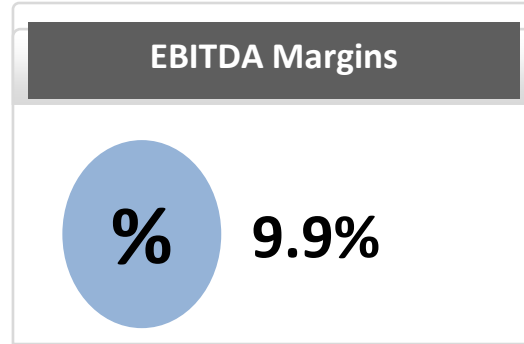
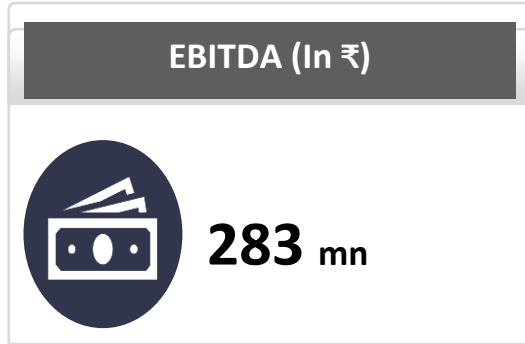
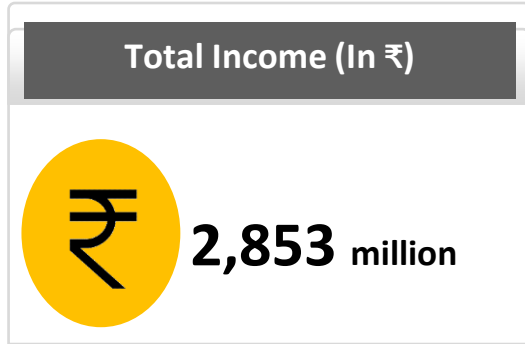
## Balance Sheet Focus

- Strong cash flow management by focusing on collection and improving working capital utilisation
- Cost rationalization measures to help in short to medium term
- Focus on maintaining the Debt levels within broad parameters

## Outlook

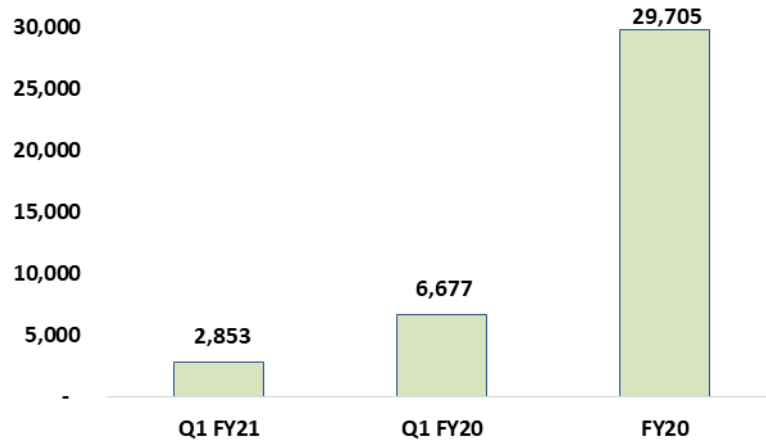
- Order win amidst the pandemic
- We expect increased level of bidding starting Q3 FY21
- Ample liquidity to undertake large projects

# HIGHLIGHTS Q1 FY21

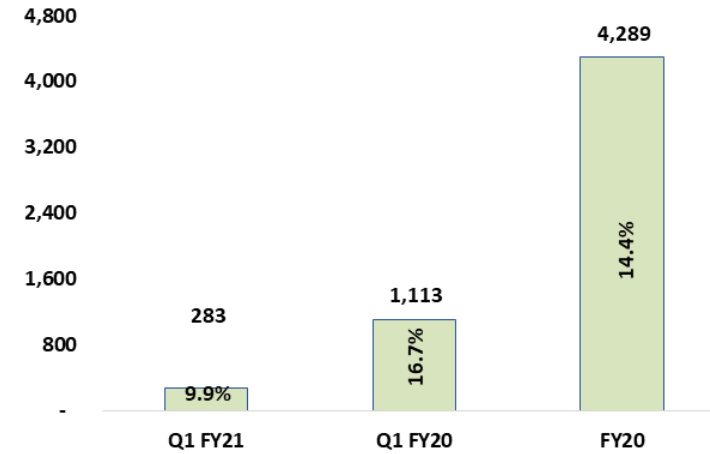


# PERFORMANCE HIGHLIGHTS Q1 FY21

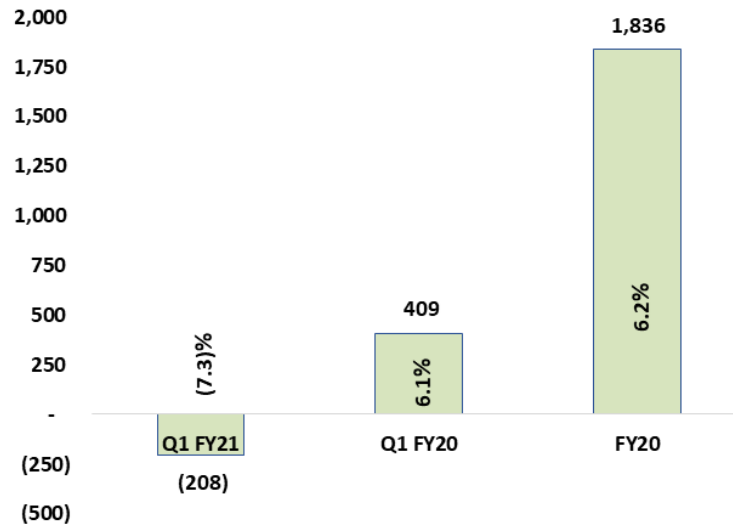
## Revenue from Operations ₹ Mn



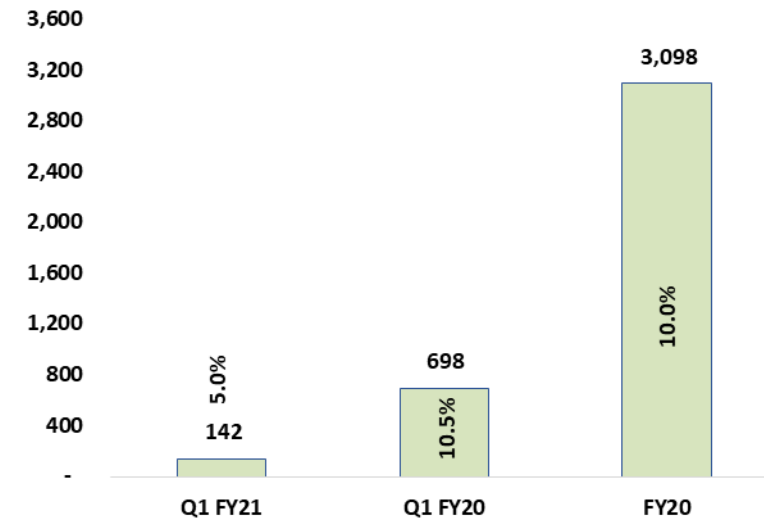
## EBIDTA ₹ Mn



## PAT ₹ Mn



## Cash PAT ₹ Mn



# FINANCIAL Q1 FY21

Particulars (₹ In Mn)	Q1 FY21	Q1 FY20	Y-O-Y	Q4 FY20	FY20
<b>Revenue from Operations</b>	<b>2,853</b>	<b>6,677</b>	-57%	<b>8,778</b>	<b>29,705</b>
Cost of Material Consumed	1,683	4,047		5,702	18,169
Employee Expenses	353	634		823	2,987
Other Expenses	533	883		1,334	4,260
<b>EBIDTA</b>	<b>283</b>	<b>1,113</b>	-75%	<b>919</b>	<b>4,289</b>
<b>EBIDTA Margin</b>	<b>9.9%</b>	<b>16.7%</b>		<b>10.5%</b>	<b>14.4%</b>
Other Income	61	56		80	283
Depreciation	350	289		350	1,263
<b>EBIT</b>	<b>(7)</b>	<b>880</b>	-101%	<b>650</b>	<b>3,310</b>
<b>EBIT Margin</b>	<b>-0.2%</b>	<b>13.2%</b>		<b>7.4%</b>	<b>11.1%</b>
Finance Cost	268	262		247	977
<b>Profit before Tax</b>	<b>(275)</b>	<b>619</b>	-144%	<b>403</b>	<b>2,333</b>
<b>PBT Margin</b>	<b>-9.6%</b>	<b>9.3%</b>		<b>4.6%</b>	<b>7.9%</b>
Tax	(67)	209		93	497
<b>PAT</b>	<b>(208)</b>	<b>409</b>	-151%	<b>311</b>	<b>1,836</b>
<b>PAT Margin %</b>	<b>-7.3%</b>	<b>6.1%</b>		<b>3.5%</b>	<b>6.2%</b>
<b>Cash PAT</b>	<b>142</b>	<b>698</b>	-80%	<b>660</b>	<b>3,098</b>
<b>Cash PAT Margin %</b>	<b>5.0%</b>	<b>10.5%</b>		<b>7.5%</b>	<b>10.4%</b>



# 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 improving net debt equity ratio of ~0.10 as on March 31, 2020, 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, 44 hydraulic piling rigs and 2 Straddle Carriers. 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

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## PERFORMANCE

FY20 has been memorable one and has positively emerged as a year of many 'firsts'. We ended the FY 20 on a bright note, as we created the milestone of ₹ 2,970 Crores in revenue, ₹ 184 Crores in PAT and ₹ 11,644 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 ~₹ -  
1,09,742 mn as on  
June 30, 2020

B



### Projects

~35 Projects  
under various  
stages of  
execution

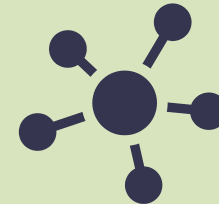
C



### Manpower

Manpower of  
~6,500 helping  
us complete our  
projects

D



### Revenue

CAGR of 23%  
for the period FY  
2017-2020

E



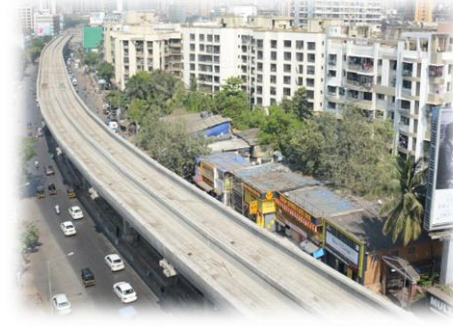
### PAT

CAGR of 20%  
for the period FY  
2017-2020

# WORK WE DO

## Metro

- Metros Elevated
- Metros Underground
- Metro Station & Depot



## Flyovers, Bridges & Roads

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



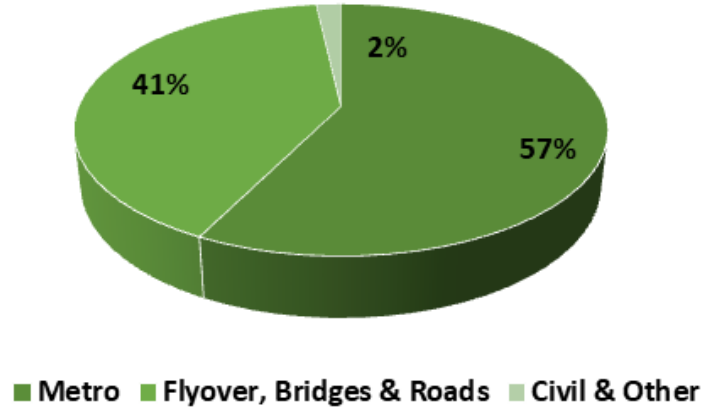
## Civil & Others

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

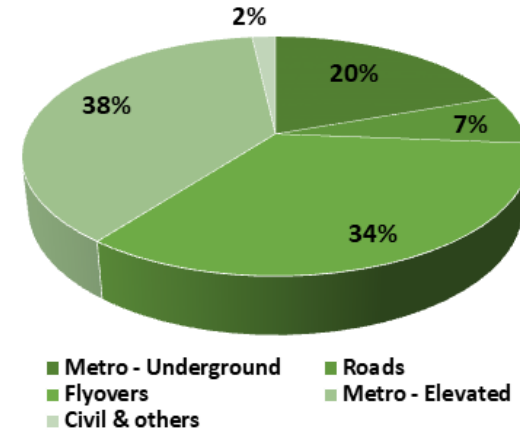


# ORDER BOOK BREAKUP AS ON JUNE 30, 2020

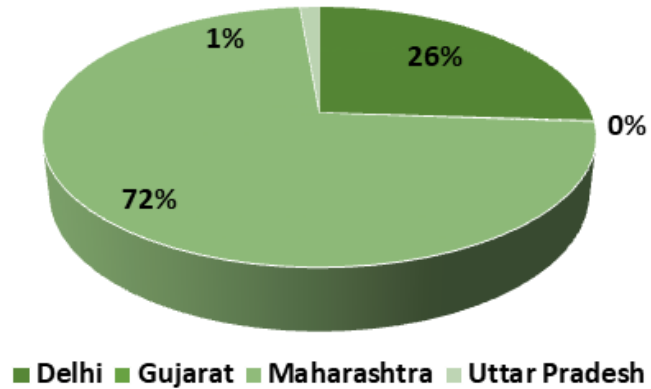
Segment Wise Break-up (%)



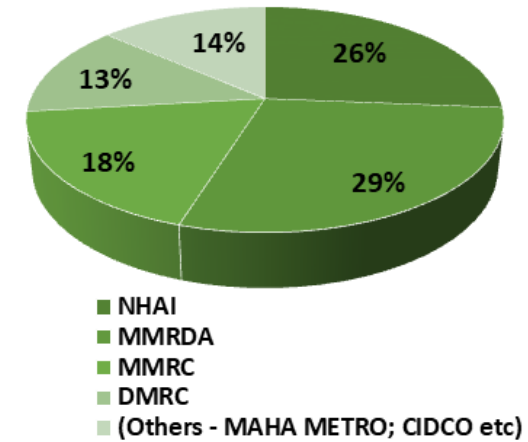
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)





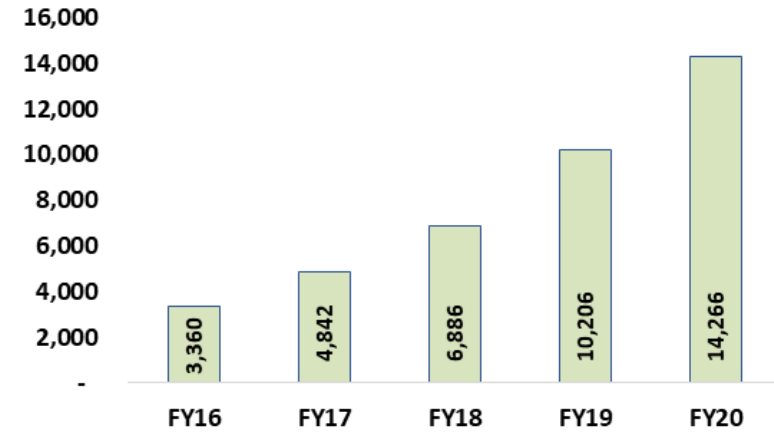
# ORDER BOOK POSITION AS ON JUNE 30, 2020

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	19,787	SCLR FLYOVER	Flyover	MMRDA	1,941
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	7,387	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,330
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,856	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	891
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	3,175	KALWA CREEK BRIDGE	Flyover	TMC	612
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	MAHA METRO	2,288	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	613
PUNE METRO ELEVATED P1C-05	Metro - Elevated	DMRC	2,065	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	973	Others	Flyover	Others	622
MML-7 CA-91	Metro - Elevated	MMRDA	1,748		<b>Sub Total (C)</b>		<b>37,507</b>
Others	Metro - Elevated	Others	193				
	<b>Sub Total (A)</b>		<b>41,471</b>	CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
				JNPT PACKAGE-1, 2, 3	Road	NHAI	342
				Others	Road	Others	2,840
					<b>Sub Total (D)</b>		<b>7,272</b>
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	11,823				
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	8,249				
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,463				
	<b>Sub Total (B)</b>		<b>21,535</b>	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	885
				RML ACADEMY-LUCKNOW	Civil	UPRNNL	616
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	15,058	Others	Others	Others	455
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	13,452		<b>Sub Total (E)</b>		<b>1,956</b>
AIROLI CREEK BRIDGE	Flyover	MMRDA	2,609				
	<b>TOTAL (A+B+C+D+E)</b>						<b>1,09,742</b>

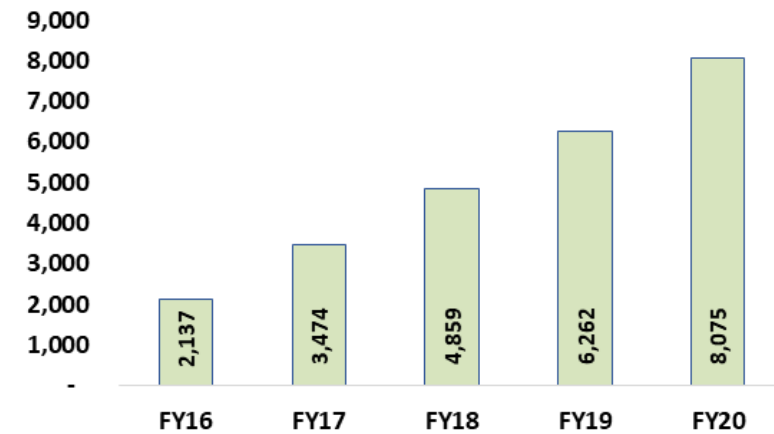
# REVENUE – KEY CONTRIBUTORS



**METRO - UNDERGROUND (₹ mn)**

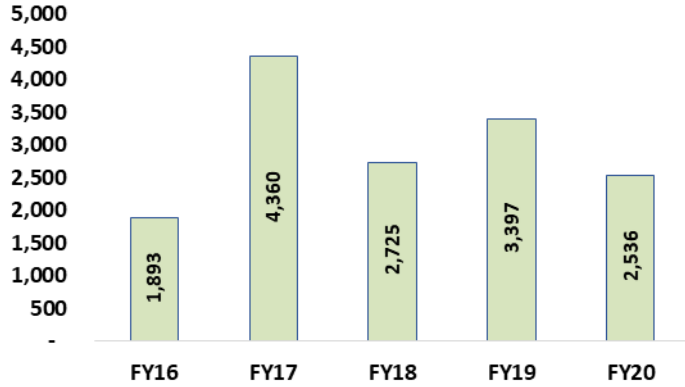


**METRO - ELEVATED (₹ mn)**

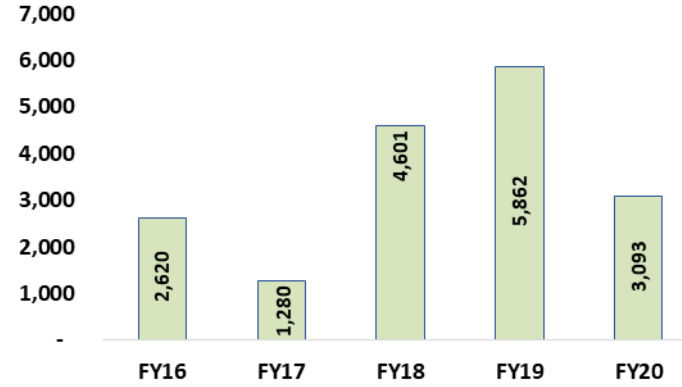


# REVENUE – KEY CONTRIBUTORS

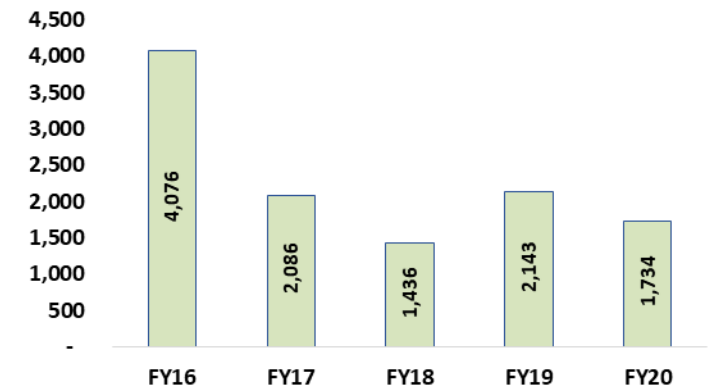
### FLYOVER & BRIDGES (₹ mn)



### 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**

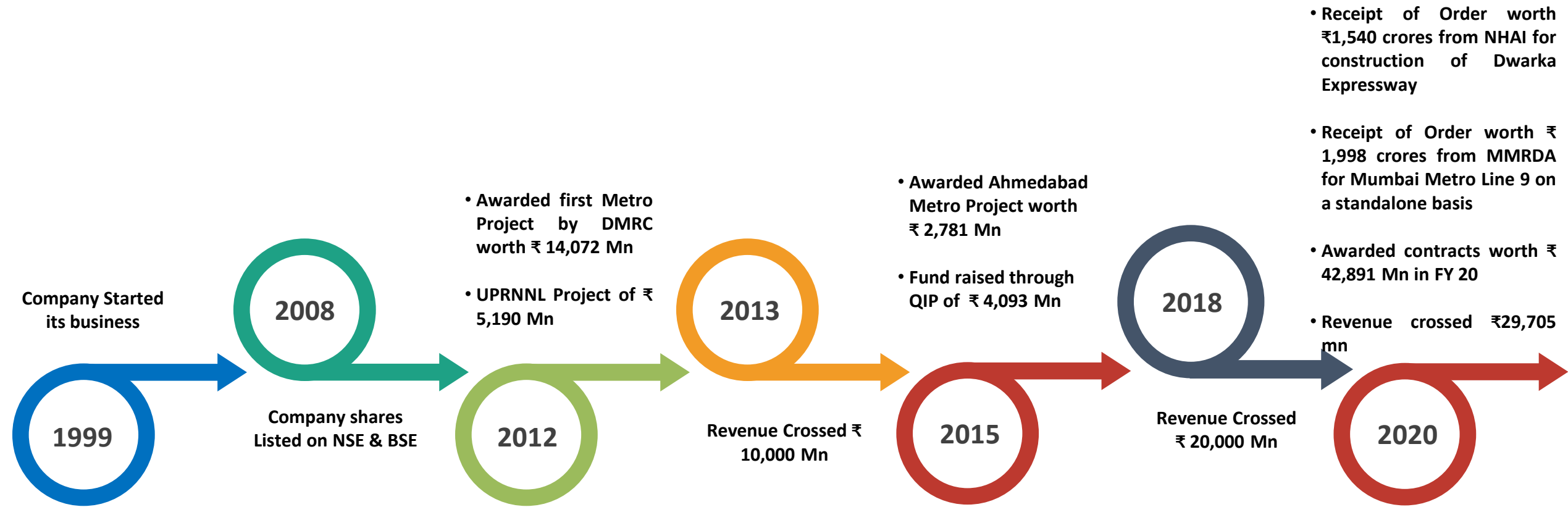


**Launching Gurder**



**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**

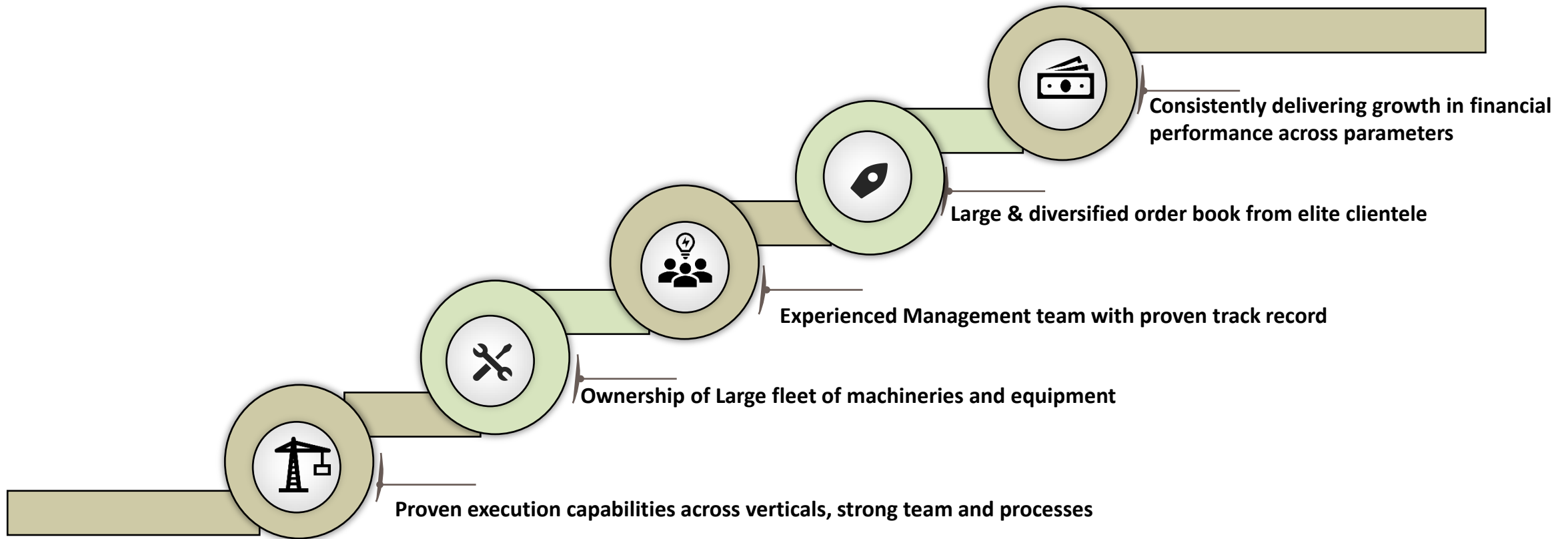


**SCLR**



**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 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.
- 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.
- Serving 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. 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.



**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

## **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.

## **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

## **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

## **Rajan Sharma**

### **Regional Head , Delhi Metro**

- He holds MBA degree and also Project Management Professional
- He has 26 years of techno commercial experience
- He has been associated with the group since 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.

## **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

## **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.

## **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.

# 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.

## **Iftekhar Ahmed** **Senior General Manager** **(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.

## **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

## **Somesh Pandey** **General Manager**

- He holds post graduate degree in Civil engineering
- He has 31 years of experience.
- He has been associated with the group since 2017.

## **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.

## **Dinesh Kumar Misra** **(Sr. General Manager)**

- He is B.Tech (Civil) and also hold Civil Engineering degree and has over 30 years of experience.
- Prior to joining our Company, he was associated with L&T for 20 years.
- He is associated with our company since 2017.

# 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**

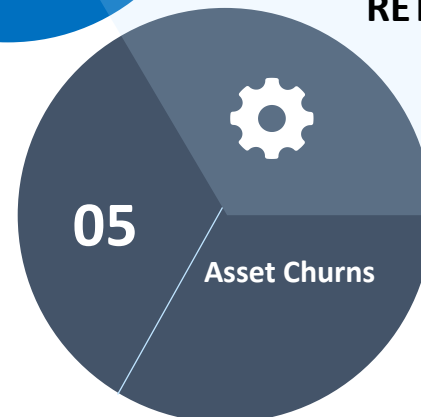


**PROFITABLE GROWTH**  
**ENHANCE SHAREHOLDERS RETURN**



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

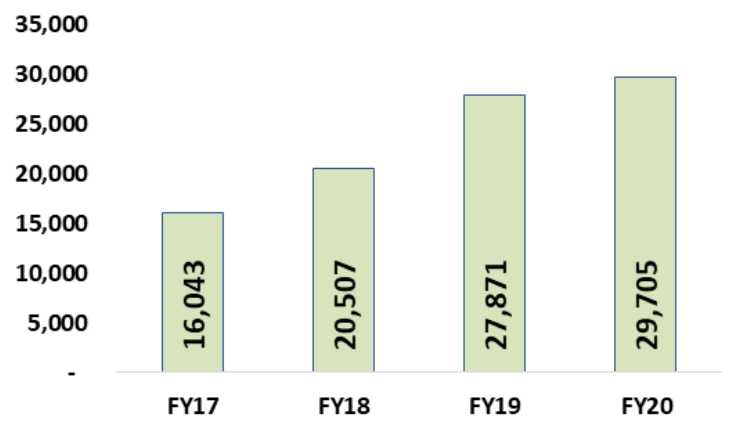


To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

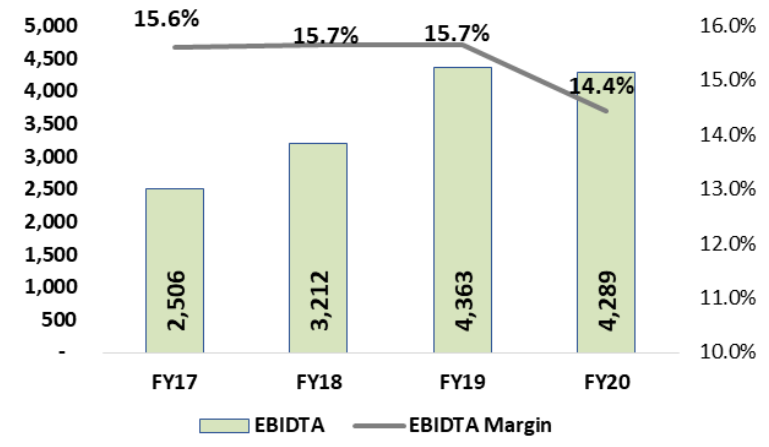


# KEY FINANCIAL INDICATORS

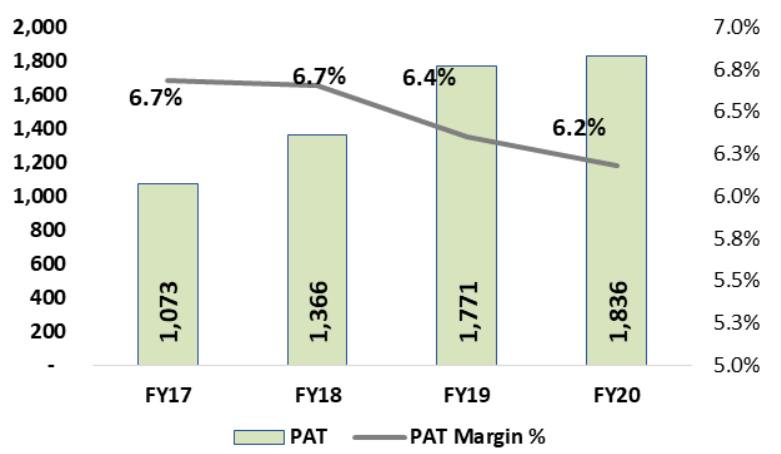
**Revenue from Operations ₹ Mn**



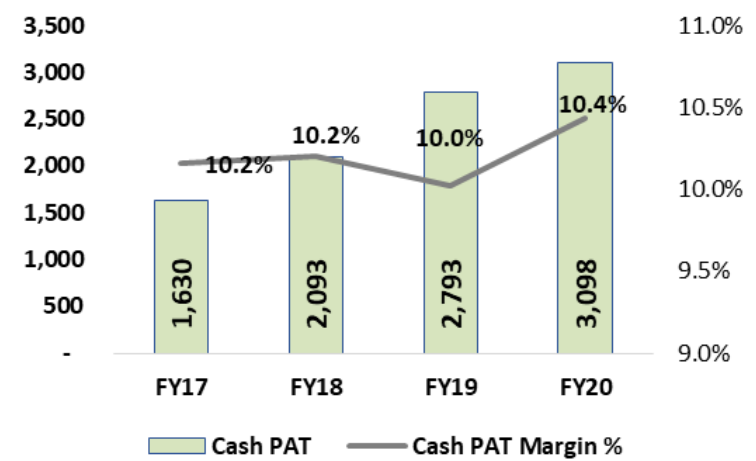
**EBIDTA ₹ Mn**



**PAT ₹ Mn**



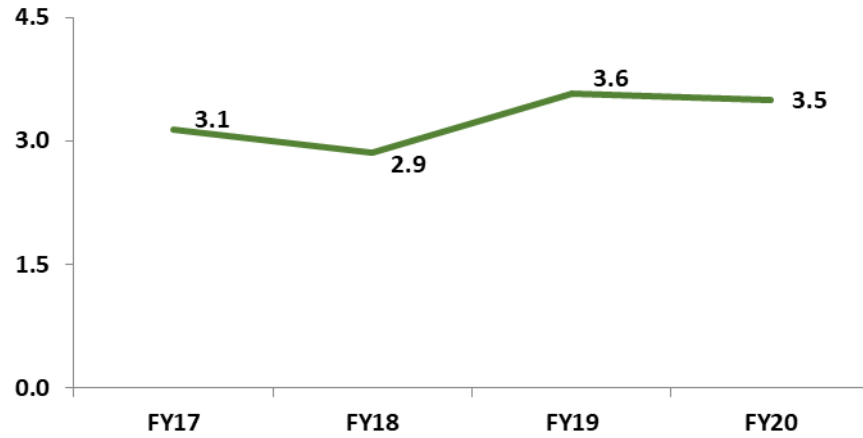
**Cash PAT ₹ Mn**



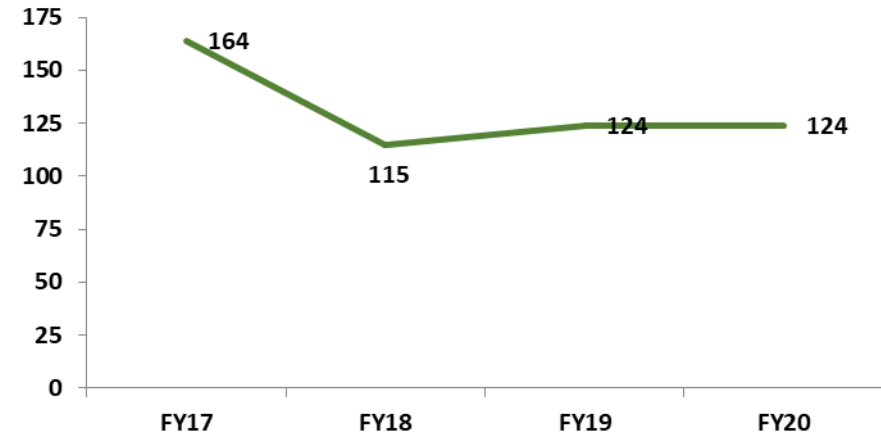
# KEY RATIOS



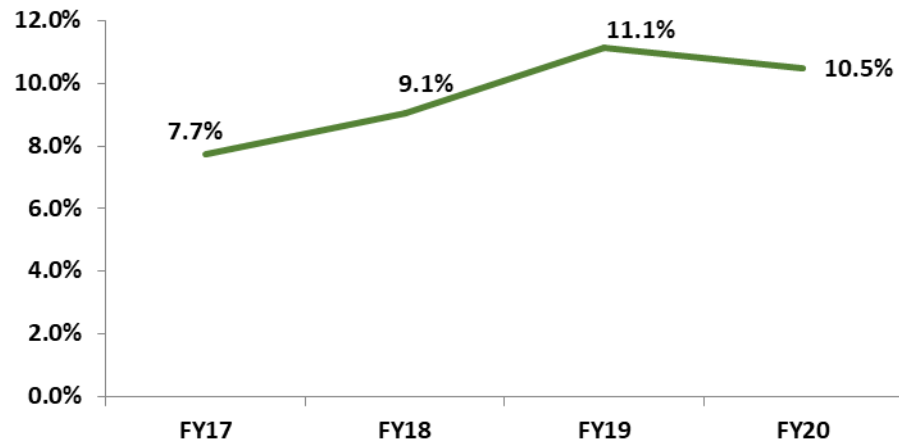
### Asset Turnover Ratio



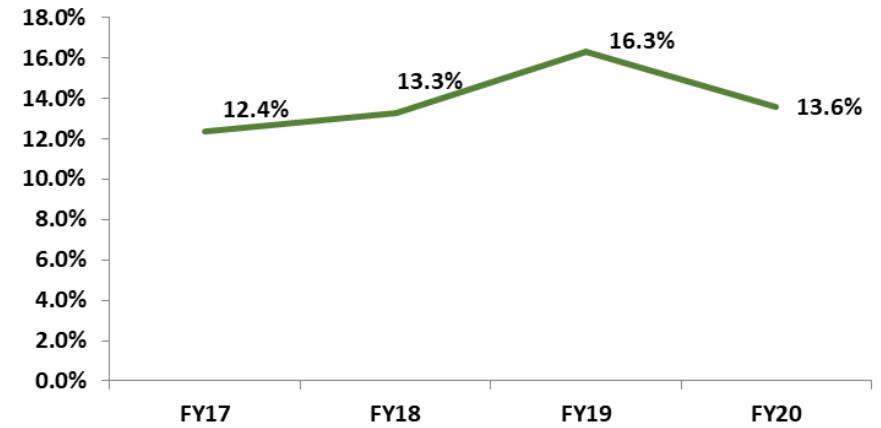
### Working Capital Days



### ROE



### ROCE



# PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	FY20
<b>Revenue from Operations</b>	<b>16,043</b>	<b>20,507</b>	<b>27,871</b>	<b>29,705</b>
Cost of Material Consumed	9,659	12,087	17,203	18,169
Employee Expenses	1,267	1,971	2,477	2,987
Other Expenses	2,611	3,237	3,828	4,260
<b>EBIDTA</b>	<b>2,506</b>	<b>3,212</b>	<b>4,363</b>	<b>4,289</b>
<b>EBIDTA Margin</b>	<b>15.6%</b>	<b>15.7%</b>	<b>15.7%</b>	<b>14.4%</b>
Other Income	311	285	281	283
Depreciation	556	727	1,022	1,263
<b>EBIT</b>	<b>2,260</b>	<b>2,770</b>	<b>3,622</b>	<b>3,310</b>
<b>EBIT Margin</b>	<b>14.1%</b>	<b>13.5%</b>	<b>13.0%</b>	<b>11.1%</b>
Finance Cost	662	703	939	977
<b>Profit before Tax</b>	<b>1598</b>	<b>2,067</b>	<b>2,683</b>	<b>2,333</b>
<b>PBT Margin</b>	<b>10.0%</b>	<b>10.1%</b>	<b>9.6%</b>	<b>7.9%</b>
Tax	525	701	912	497
<b>PAT</b>	<b>1073</b>	<b>1366</b>	<b>1,771</b>	<b>1,836</b>
<b>PAT Margin %</b>	<b>6.7%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>6.2%</b>
<b>Cash PAT</b>	<b>1,630</b>	<b>2,093</b>	<b>2,793</b>	<b>3,098</b>
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>10.2%</b>	<b>10.0%</b>	<b>10.4%</b>

**CAGR**

**23%**

**20%**

**20%**

# BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2020	As at Mar 2019
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	8,545	7,788
Capital work-in-progress	987	798
Financial Assets		
Investments	12	316
Other Financial Assets	3,003	3,054
Other Non Current Assets	484	304
<b>Sub-total - Non-Current Assets</b>	<b>13,031</b>	<b>12,259</b>
<b>Current Assets</b>		
Inventories	3,126	9,187
Financial Assets		
Trade Receivables	6,448	4,986
Cash and Cash Equivalents	591	704
Bank balances other than Cash and Cash equivalents	4,359	4,009
Loans	105	106
Other Financial Assets	660	1,064
Other Current Assets	8,475	2,659
<b>Sub-total - Current Assets</b>	<b>23,764</b>	<b>22,715</b>
<b>TOTAL - ASSETS</b>	<b>36,795</b>	<b>34,974</b>

Particulars (₹ in Mn)	As at Mar 2020	As at Mar 2019
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	378	378
Other Equity	17,931	16,297
<b>Sub-total - Shareholders' funds</b>	<b>18,310</b>	<b>16,675</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	978	1,407
Lease Liability	192	-
Provisions	9	4
Deferred Tax Liabilities (Net)	274	366
<b>Sub-total - Non-Current Liabilities</b>	<b>1,452</b>	<b>1,777</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	4,787	4,625
Trade Payables	4,604	3,029
Lease Liabilities	146	-
Other Financial Liabilities	3,655	3,388
Other Current Liabilities	3,841	5,322
Current Tax Liabilities (Net)	-	158
<b>Sub-total - Current Liabilities</b>	<b>17,033</b>	<b>16,522</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>36,795</b>	<b>34,974</b>



**For further information, please contact**



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**Company :**

**J Kumar Infraprojects Ltd.**

**Mr. Arvind Gupta (Chief Financial Officer)**

Ph: +91-22-67743555

Email: [arvind.gupta@jkumar.com](mailto:arvind.gupta@jkumar.com)

[www.jkumar.com](http://www.jkumar.com)

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**Investor Relation Advisors:**

**Marathon Capital Advisory Private Limited**

**Dr. Rahul Porwal**

Tel : +91-22-40030610

Email : [rahul@marathoncapital.in](mailto:rahul@marathoncapital.in)

[www.marathoncapital.in](http://www.marathoncapital.in)

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