

Corp. Off.: J. Kumar House, CTS No. 448, 448/1, 449, Subhash Road, Vile Parle (E), Mumbai - 400 057, Maharashtra, INDIA. Ph.: +91-22-6871 7900 • E-mail : info@jkumar.com • Website : www.jkumar.com CIN : L74210MH1999PLC122886

02<sup>nd</sup> August, 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 ISIN: INE576I01022

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 first quarter ended as on 30<sup>th</sup> June, 2022

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

Yours faithfully,

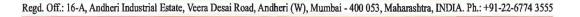
for J. Kumar Infraprojects Ltd

Poornimo

Poornima Company Secretary

Enclosures: As Above







## J. Kumar Infraprojects Limited



Investor Presentation Q1 FY23 Results Update

## **Disclaimer**



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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

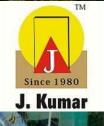
This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.

## **Table of Contents**





# **Company Overview**



VOLDHING!

## About J. Kumar Infraprojects



1999	PAN India Presence	Flyovers & Bridges	Metro Projects	Quality Execution	30+Ongoing Projects	7,000*
Incorporated to undertake specialized work on EPC basis	Established presence in states of Maharashtra, Delhi, Gujarat, Rajasthan & UP; Looking to expand in other states	Constructed most of the flyovers and skywalks in Mumbai	Amongst few construction companies qualified to undertake large Elevated & Underground Metro Projects	Delivering Quality Projects, Timely Completion, Ability to undertake Complex Project	Currently executing 30+ complex projects with an Order book of ₹ 12,095 crores	Strong Employee base * Including ~1,100 Engineers
		Kumar embarked o upta	on its journey in 1980	under the visionary	leadership of Mr. Ja	gdishkumar M.

- Rich legacy of more than 4 decades and strict financial discipline
- Execution marked by timely completion & good quality of projects
- Developed niche in field of urban infrastructure in India
- > Present across Segments like Metros, Flyovers, Subways, Bridges, Roads, Water & Civil Construction

#### > ...42 years of Nation building

Investor Presentation | Q1 FY23 Results Update

## **Our Offerings**



#### Metro

- Metro Underground
- Metro Elevated
- Metro Elevated
   Stations
- Metro Underground Stations
- Depots

#### Flyover & Bridges

- Flyovers
- Bridges
- Pedestrian
  - Subways
- Skywalks
- Road Over Bridges

#### **Roads & Tunnels**

- Roads
- Highways
- Expressways
- Tunnels
- Airport Runways

#### Civil & Others

- Hospital / Medical
- Colleges
- Railway Terminus &
   Stations
- Commercial buildings
- Sports Complex
- Other Civil Constructions

#### Water

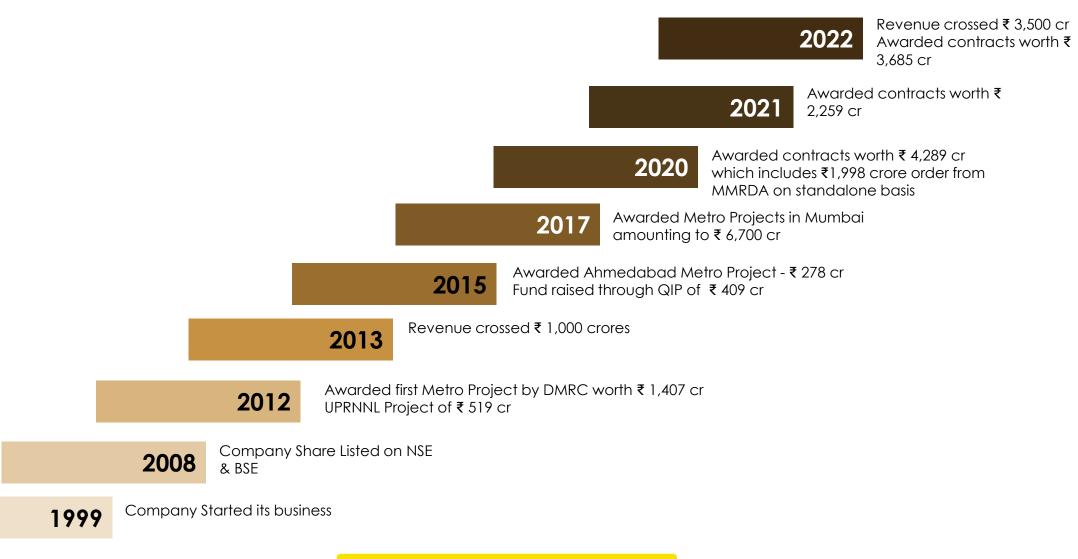
- Sewage Treatment
- Plants
- River Fronts
- Tunnels
- Others

J. Kumar

## **Our Growth Story**







## **Our Major Achievements in FY22**



#### Bringing Pride to Nation - Delivering Project of National Importance



#### Mumbai Metro Line 7

Mumbai Metro Line 7 – Dahisar East and Andheri – 13 proposed stations

9 stations (4 constructed by JKIL) are operational between Aarey to Dahisar. Other station likely to be operationalize soon



#### Mumbai Metro Line 2 A

Mumbai Metro Line 2A – Dahisar and DN Nagar – 17 proposed stations

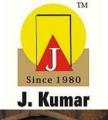
9 stations are operational between Dahisar and Dhanakurwadi. Other station likely to be operationalize soon



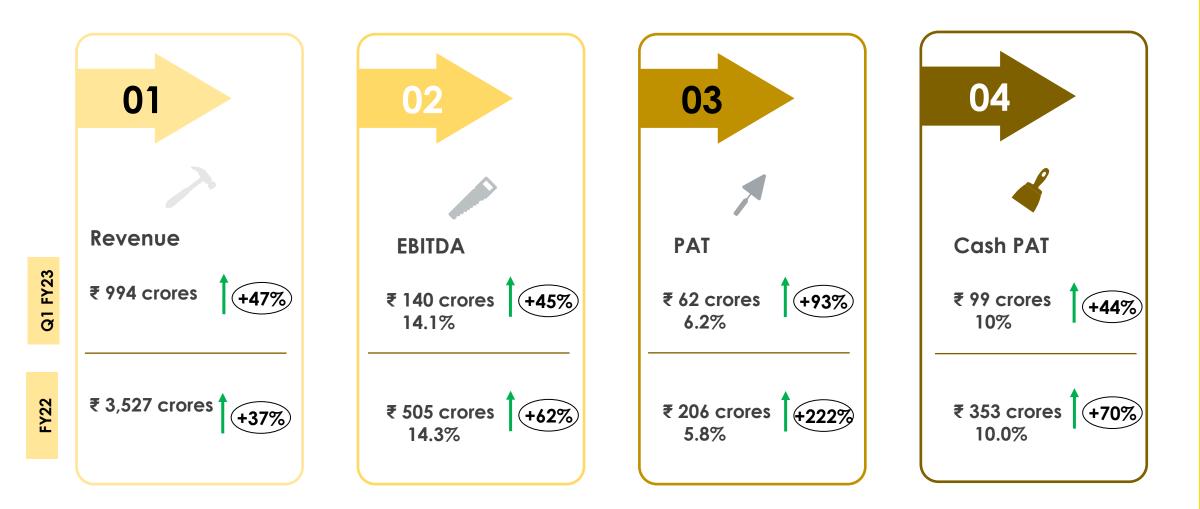
#### **JNPT**

JNPT Port Connectivity between Amra Marg starting from NMC Head Quarter Building to Gavan Fata, Jesai to Karal and Karal to D-Point Panvel and Kalamboli (35 Km) have been operational for Public from April 3<sup>rd</sup>.

## Performance Highlights



## Q1 FY23 Key Financial Highlights





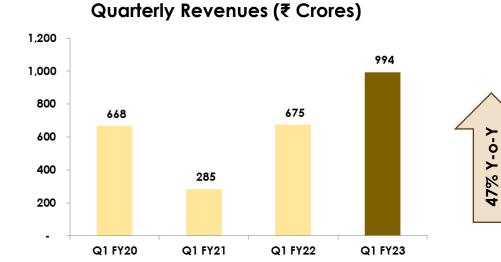
## Q1 FY23 Profit & Loss

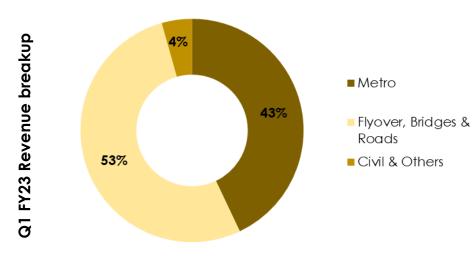


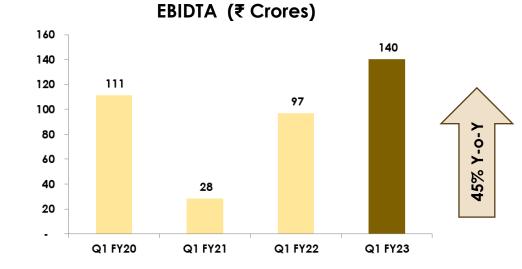
Particulars (₹ In Cr)	Q1 FY23	Q1 FY22	Y-O-Y	Q4 FY22	FY22	FY21	Y-O-Y
Revenue from Operations	993.8	675.1	47%	1,114.5	3,527.2	2,570.8	37%
Cost of Material Consumed	670.0	425.0		737.5	2,268.2	1,612.1	
Construction Expenses	104.6	73.1		124.9	417.6	346.5	
Employee Expenses	68.8	67.6		70.8	278.9	231.2	
Adminsitrative & Other Expenses	10.0	12.6		22.0	57.8	69.7	
EBIDTA	140.4	96.8	45%	159.2	504.6	<b>311.4</b>	62%
EBIDTA Margin	14.1%	14.3%		14.3%	14.3%	1 <b>2</b> .1%	
Other Income	5.7	5.2		8.3	24.9	25.3	
Depreciation	37.4	37.0		37.7	146.8	143.7	
EBIT	108.7	64.9		129.8	382.7	193.0	98%
EBIT Margin	10.9%	<b>9.6</b> %		11.7%	10.8%	7.5%	
Finance Cost	24.8	22.2		26.4	100.0	104.4	
Profit before Tax	83.9	42.7	96%	103.4	282.7	88.6	219%
PBT Margin	<b>8.4</b> %	6.3%		<b>9.3</b> %	8.0%	3.4%	
Тах	22.0	10.6		29.4	76.8	24.7	
PAT	61.9	32.1	93%	74.0	205.9	63.9	222%
PAT Margin %	<b>6.2</b> %	4.8%		6.6%	<b>5.8</b> %	2.5%	
Cash PAT	99.4	69.1	44%	111.7	352.7	207.6	70%
Cash PAT Margin %	10.0%	1 <b>0.2</b> %		10.0%	10.0%	<b>8</b> .1%	

## **Robust Performance**

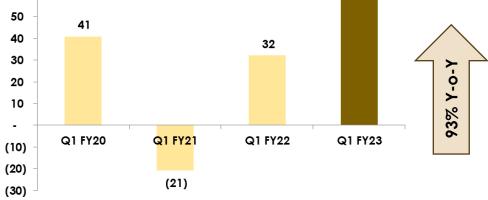










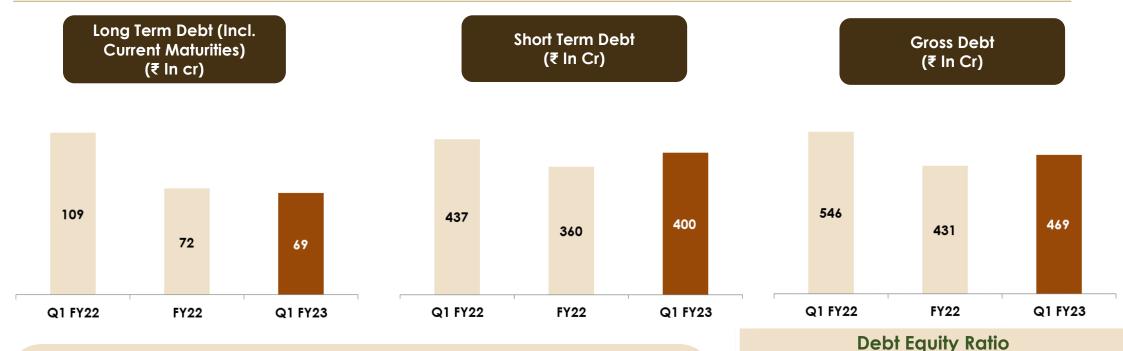


70

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## **Debt Profile**





- Company achieved a 47% Y-o-Y increase in turnover. Maintained debt levels despite increase in turnover and challenging external environment
- Gross debt equity ratio within comfort level at 0.22x as on June 30, 2022
- Rated IND A+/ Stable for Fund based limit and IND A1 for Non Fund Based Limits
- Focus to reduce debt in medium to long term and improve profitability
   and return ratio





#### **Expressway Project**

- Letter of Acceptance from Ircon International Ltd for a contract price of ₹ 1,068 crores (excluding GST)
- Construction of 8 lane access-controlled Expressway from Bhoj to Morbe Section- SPUR of Vadodara Mumbai Expressway, including long twin tube eight-lane tunnel in Matheran Eco-sensitive Zone
- EPC MODE under Bharatmala Pariyojna

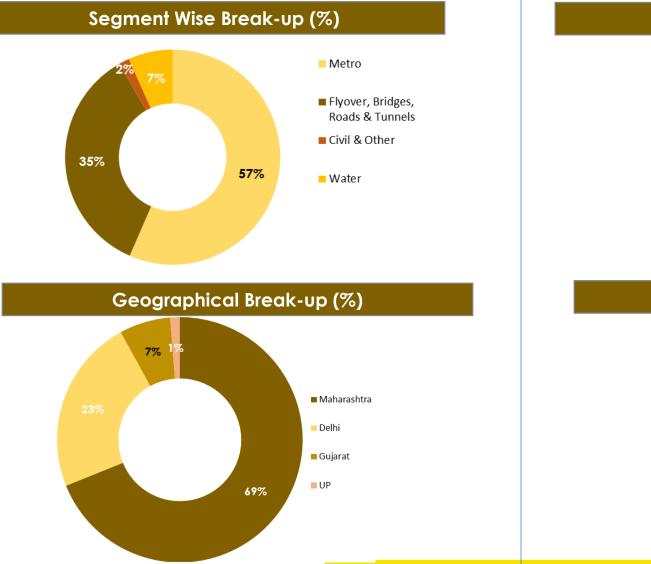
#### Mumbai – Sewage Disposal Project

- Letter of Acceptance from Brihanmumbai
   Municipal Corporation for a contract price of ₹ 510
  - crores (excluding GST)
- JKIL share in the project ₹ 306 crores
- Design, Build and Commissioning of Priority Sewer Tunnel - Phase I from Don Bosco to New Malad IPS with segment lining

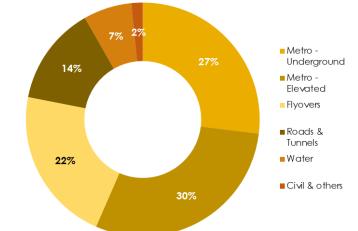
Total Order Inflow during FY 23 - ₹1,374 crores

## Order Book as on June 30, 2022

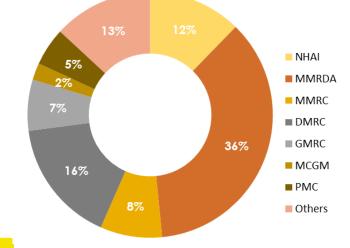




#### Sub-segment wise Break-up (%)



#### Client wise Break-up (%)



## Order Book Breakup as on June 30, 2022



Order Backlog

Name of the Project	Client Name	Order Backlog (₹ Cr)	Name of the Project	Client Name	Order Backlog (₹ Cr)
Mumbai Metro Line-09-07A (CA48)	MMRDA	1,531	Dwarka Expressway-Pkg-01	NHAI	826
Mumbai Metro Line-2B C101	MMRDA	1,047	Sewri Worli Elevated Connector	MMRDA	737
Mumbai Metro Line-6 BC03	DMRC	338	Dwarka Expressway-Pkg-02	NHAI	532
Mumbai Metro Line-4A CA54	MMRDA	211	SCLR Flyover	MMRDA	185
Mumbai Metro Line-6 BC01	DMRC	193	Airoli Creek Bridge	MMRDA	116
Navi Mumbai Metro Line-1	CIDCO	131	Chheda Nagar Flyover	MMRDA	68
Pune Metro Elevated P1C-05	MAHA METRO	67	Motagaon Creek Bridge	MMRDA	53
Metro - Others		64	Flyover - Others		89
Metro - Elevated (A	<b>\)</b>	3,582	Flyover & Bridges	(D)	2,604
Delhi Metro DC08	DMRC	1,439	Pune Riverfront	РМС	605
Surat Metro Ph-1 UG-02 Pkg-CS3	GMRC	813	Mithi Package IV	MCGM	203
Mumbai Metro Line-3 Pkg 05	MMRC	529			
Mumbai Metro Line-3 Pkg 06	MMRC	327	Water (E)		808
Maha Metro UG-01 Pune	MAHA METRO	149			
			RML Academy-Lucknow	UPRNNL	139
Metro-Underground	(B)	3,258	Civil - Others		50
IRCON VME Package - 17	IRCON	1,068	Civil (F)		189
CIDCO Coastal Road Pkg 01	CIDCO	365			
JNPT Package-1, 2, 3	NHAI	129			
CIDCO Coastal Road Pkg 02	CIDCO	92			
Roads & Tunnels (C	)	1,654			
	TOTAL (A+B+C	+D+E+F)			12,095
	Inve	stor Presentation   Q1	FY23 Results Update		

## Vision 2027 – Billion \$ Company

J.KUMARHOUSE



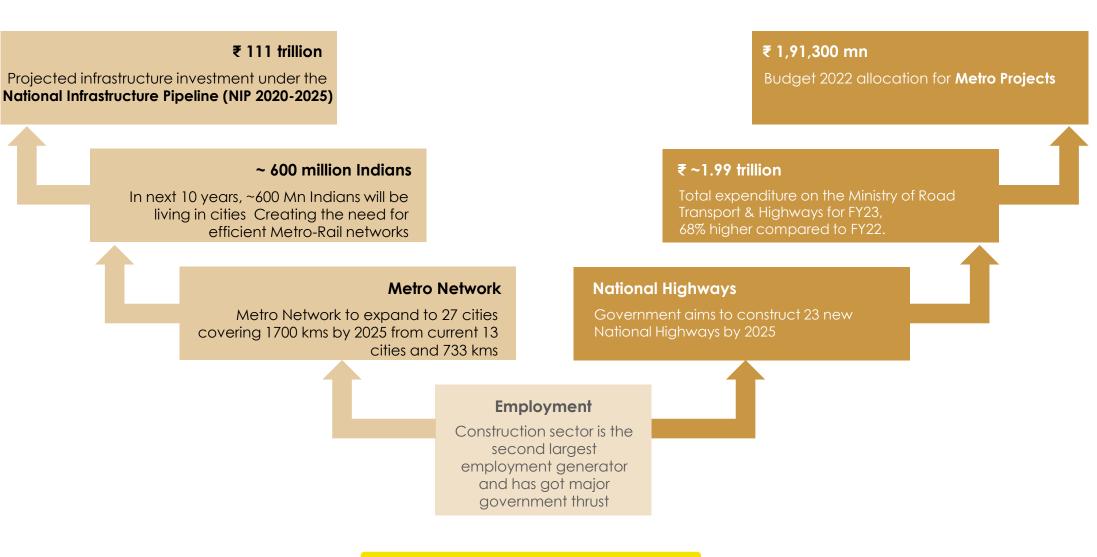
Investor can refer the Corporate Presentation for furthe



we achieve.

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We dream..



## **Towards a Billion \$ Revenue Company**

Growth Envisaged in **Order Book** 

#### Focus segments

₹ 12,095 cr

Order book as on June 30, 2022

Flyover, Bridges & Roads

• STP, Sewerage & Water

Building & Hospitals

Metro Projects

Projects • Tunnels

#### ₹ 20,000+ cr

Expected Order Book in FY27

Metro projects to be the major contributor in terms of Revenue & Order Book

#### Strong Financial & **Technical metrics**

- > Improving Financial metrics Strengthen working capital cycle > Talent pool Strong Balance Sheet with focus
  - > Fleet of modern equipment

  - $\succ$  Qualified for bigger ticket size projects

#### Fortifying our Business, Organization & Governance

on Debt Reduction



VISION

2027

Billion \$

Revenue

14% -15%

**Operating Profit** 

margin

## Strengthening Business, Organization & Governance



#### Strengthening the Business

- Larger Complex projects
- Segment Diversification
- Geography Diversification
- Client Diversification
- Focus on owning high value equipment
- Better Financial Discipline
- Optimum Debt & Improving Credit rating
- Improved Innovation Technology & mechanization

#### **Building the Organisation**

- Individual Profit Centers
- Centralised Planning & Monitoring Group (CPMG)
- Adequate reporting hierarchy
- Appointed KPMG as consultants for revamping SOPs, strengthening processes
- Talent Identification
- ERP upgradation
- Paperless office
- Enhancement in MIS System

#### **Reinforcing Governance**

- Reconstituted the Board by induction of new independent directors
- Engagement with top consultants
- Various policies in place
- Risk Management Framework in place
- ESG / SHE & CSR
- Safety spend ~1% of project cost
- Periodic training, Better facilities & Robust procedures for Safety, Health & Environment
- Thrust on education, health care & medical facilities

## **Key Strengths**



Bidding Eligibility			Larger Project	Execution	Timely Co	mpletion
<ul> <li>Built Bidding capacity for larger</li> <li>Amongst Top 5 EPC players eligion</li> <li>undertake U/G Metro</li> </ul>		•	Undertaking & Ex Large & complex such as Mumbai Metro , JNPT, Dw Expressway	x projects Metro, Delhi	Impeccable Tra completing con within the stipulo	nplex projects
Metro Project Capat	ility		In-house Equipr	ment Bank	Strengthened	Organization
<ul> <li>One of the few companies have metro projects that have grown</li> <li>Amongst few companies qualified undertake Elevated &amp; Undergrown</li> <li>Undertook first metro project in a Significant share of Mumbai Mewith J. Kumar</li> </ul>	& survived ed to und Metro Aumbai in 2012	•	Only company ir owning 7 TBMs Sustained investr cutting-edge teo Better Asset chur	ment in chnologies		
Strong Performance	Consistent Increa in Revenue & Orc Book with a CAG of ~22% (2008 - 2022	der GR	Net debt-free company	Strong Credit Rating	Stable & improving margins despite increasing revenues	One of the few infrastructure companies with PAT margin of ~6%



## **Major Completed Projects**







ESIC Hospital Cum Medical College- Alwar



**Delhi Elevated Metro** 



Mumbai Metro Line 7



**Amar Mahal Flyover** 



JNPT - Mumbai



Ahmedabad Metro

## **Major Completed Projects**







Mumbai Metro Line 2A



Delhi Underground Metro



Panjarapol Flyover



Chheda Nagar Flyover Part 1

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Grant road Skywalk



**BKC- Chunabhatti Flyover** 

## **Major Ongoing Projects**





RML, Lucknow



Pune Elevated Metro



Chhedanagar Flyover



Kalwa Bridge Thane



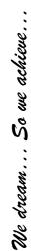
SCLR Flyover



Sewri Worli Elevated

## **Major Ongoing Projects**







Mumbai Underground Metro Line 3



Mumbai Metro Line 4A



Mumbai Metro Line 2B



Dwarka Expressway



Motagaon Creek Bridge



Mumbai Metro Line 6

## Fleet of Modern Equipment







# Dumper / Tipper

**TBM Machine** 

# Launching Girder









Straddle Carrier



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**Casting Yard** 





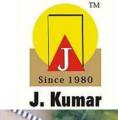
#### **Strong Client Base**







## Management Overview



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## **Experienced & Visionary Leadership**







Mr Kamal J Gupta Managing Director

- Bachelor in Civil Engineering, joined JKIL in 1996 having 26 years of experience
- Instrumental in Company's foray into Metro segment, spearheaded in design and construction of U/G Metro line 3 including 7 U/G stations
- Played key role in developing Urban Flyovers vertical & construction of various national highways & civil construction projects



#### Mr Jagdish Kumar Gupta Executive Chairman

- 50+ years of experience in Infrastructure sector
- First generation entrepreneur who led the company in undertaking projects of varied complexities and scale
- His vision, passion, zeal and indefatigable energy has been instrumental in shaping the company's growth path



#### Dr Nalin J Gupta

#### **Managing Director**

- Commerce Graduate & Member of Indian Institution of Bridge Engineer, Joined JKIL in 1995 having 27 years experience
- Lead new initiatives by venturing into Metro Elevated and U/G Projects
- Completed various projects like Metro, River Bridges, Flyovers, Cable-stayed Skywalks, Segmental Bridges, ROBs



#### Mr. Padmanabh P. Vora



- Chartered Accountant with over 32 years experience in finance, banking and management.
- Served as the Chairmancum-Managing Director of the Industrial Development Bank of India from which he retired in 2003.

#### Mr. Sidharath Kapoor



- Chartered Accountant (rank holder), CS and GAMP from ISB.
- He is currently on the Board of Noida International Airport; Advisor-AIF SBI MF.
- 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.

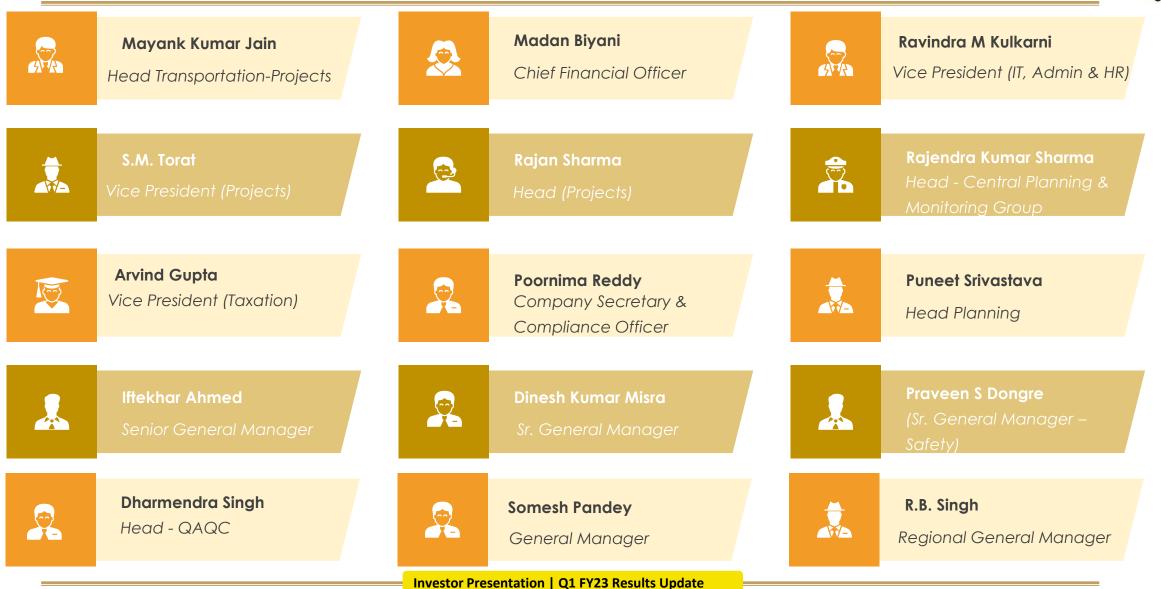
#### Ms. Archana S. Yadav



- 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.

## **Strong Focused Management Team**





# Detailed Financials

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Since 1980 J. Kumar

डमरजेक्सी मेडिसिन

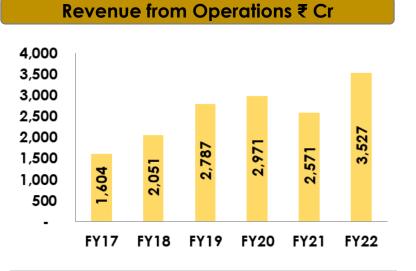
## **Profit & Loss**

Particulars (₹ In Cr)	FY17	FY18	FY19	FY20	FY21	FY22
Revenue from Operations	1,604	2,051	2,787	2,971	2,571	3,527
Cost of Material Consumed	966	1,209	1,720	1,817	1,612	2,268
Employee Expenses	127	197	248	299	231	279
Other Expenses	261	324	383	426	416	475
EBIDTA	251	321	436	429	311	505
EBIDTA Margin	15.6%	15.7%	15.7%	14.4%	12.1%	14.3%
Other Income	31	29	28	28	25	25
Depreciation	56	73	102	126	144	147
EBIT	226	277	362	331	193	383
EBIT Margin	14.1%	13.5%	13.0%	11.1%	<b>7.5</b> %	1 <b>0.8</b> %
Finance Cost	66	70	94	98	104	100
Profit before Tax	160	207	268	233	89	283
PBT Margin	10.0%	10.1%	9.6%	<b>7.9</b> %	3.4%	8.0%
Тах	53	70	91	50	25	77
PAT	107	137	177	184	64	206
PAT Margin %	<b>6.7</b> %	<b>6.7</b> %	<b>6.4</b> %	<b>6.2</b> %	<b>2.5</b> %	<b>5.8</b> %
Cash PAT	163	209	279	310	208	353
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%	8.1%	10.0%

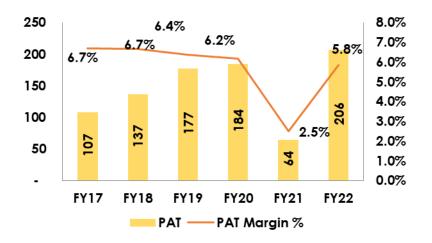




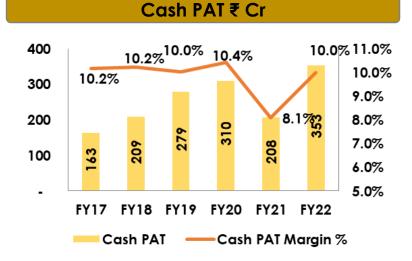
## **Key Financial Indicators**



PAT ₹ Cr



20.0% 600 15.6% 500 15.7% 15.7% 14.4% 1<mark>4.3</mark>% 15.0% 400 12.1% 300 10.0% 505 436 429 200 321 251 31 5.0% 100 0.0% FY17 FY18 FY19 FY20 FY21 FY22 EBIDTA — EBIDTA Margin

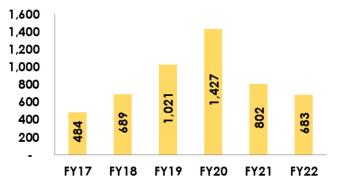


EBIDTA ₹ Cr

## **Revenue – Key Contributors**

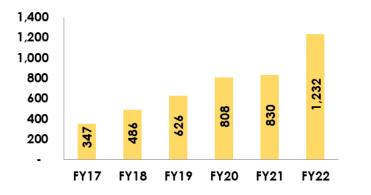


METRO - UNDERGROUND (₹ cr)





METRO - ELEVATED (₹ cr)



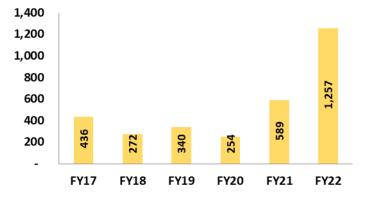


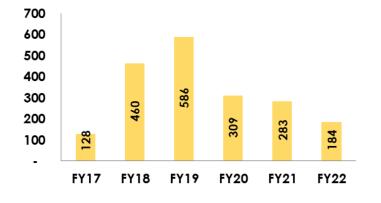
#### **Revenue – Key Contributors**









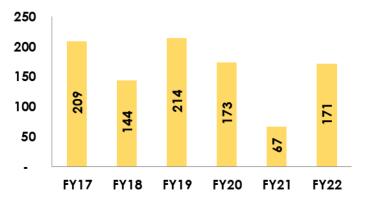


ROADS & TUNNELS (₹ cr)





CIVIL & OTHERS (₹ cr)



## **Balance Sheet**



Partic∪lars (₹ in Cr)	As at Mar 2022	As at Mar 2021
ASSETS		
Non-Current Assets		
Property, plant and equipment	790	806
Capital work-in-progress	152	150
Financial Assets		
Investments	2	2
Other Financial Assets	240	267
Other Non Current Assets	182	152
Total - Non-Current Assets	1,365	1,375
Current Assets		
Inventories	366	286
Financial Assets	000	200
Trade Receivables	888	620
Cash and Cash Equivalents	111	46
Bank balances other than Cash & Cash equivalents	262	462
Loans	12	11
Other Financial Assets	24	43
Other Current Assets	916	802
Total - Current Assets	2,579	2,270
TOTAL - ASSETS	3,944	3,645

Particulars (₹ in Cr)	As at Mar 2022	As at Mar 2021
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	38	38
Other Equity	2,049	1,849
Total - Shareholders' funds	2,087	1,887
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	32	58
Lease Liability	21	19
Provisions	2	2
Deferred Tax Liabilities (Net)	24	25
Total - Non-Current Liabilities	78	103
Current Liabilities		
Financial Liabilities		
Borrowings	400	473
Trade Payables	573	458
Lease Liabilities	19	17
Other Financial Liabilities	229	247
Other Current Liabilities	558	460
Total - Current Liabilities	1,779	1,655
TOTAL - EQUITY AND LIABILITIES	3,944	3,645

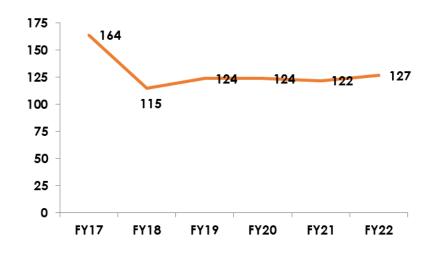
## **Strong Financial Metrics**



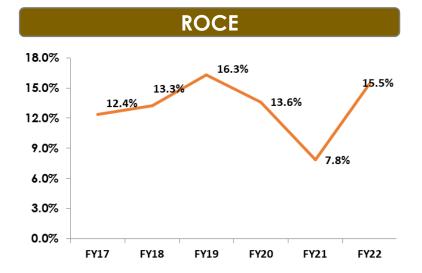


Asset Turnover Ratio









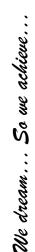
## **Cash Flow Statement**

Particulars (₹ In Cr)	FY22	FY21
PBT	283	89
Adjustments	226	230
Operating profit before working capital changes	509	318
Changes in working capital	(65)	90
Cash generated from operations	444	408
Direct taxes paid (net of refund)	(63)	(40)
Net Cash from Operating Activities	381	369
Net Cash from Investing Activities	(91)	(111)
Net Cash from Financing Activities	(224)	(271)
Net Change in cash and cash equivalents	65	(13)
Opening Cash Balance	46	59
Closing Cash Balance	111	46

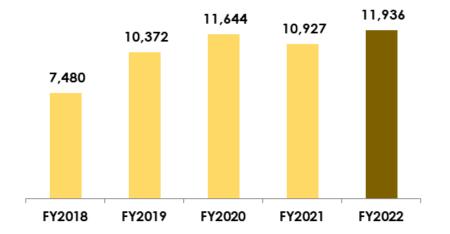


## Order Book as on March 31, 2022

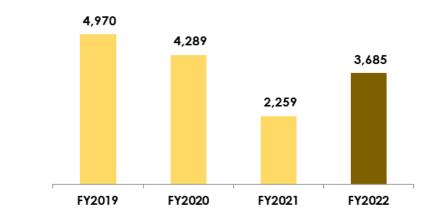


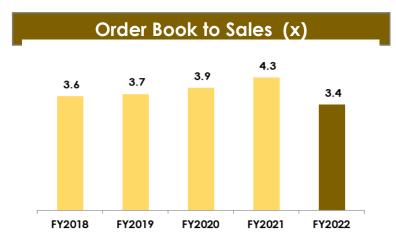






Order Inflow (₹ crores)





Investor Presentation | Q1 FY23 Results Update



# Thank You

#### **Company** :

#### J. Kumar Infraprojects Ltd.

Mr. Madan Biyani Chief Financial Officer Ph: +91-22-67743555 Email: madan.biyani@jkumar.com www.jkumar.com

#### **Investor Relation Advisors:**

#### Marathon Capital Advisory Pvt. Ltd.

Rahul Porwal - rahul@marathoncapital.in Mr. Amit Porwal - amit@marathoncapital.in Mo.: +91-9967576900 / 9819773905 Ph.: +91-22-40030610 www.marathoncapital.in

#### Ernst & Young LLP

Mr. Vikash Verma – vikash.verma1@in.ey.com Ms. Jeevika Hemani -jeevika.hemani@in.ey.com Mr. Sumedh Desai - sumedh.desai@in.ey.com Mo.: +91-9664009029 / 9811685619/ 9869776652

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