### 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

10<sup>TH</sup> November 2020

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

### Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulation)

Pursuant to the provisions of Regulation 30 of the Listing Regulation, please find enclosed herewith the Investor Presentation for the Unaudited Financial Result of the Company for the quarter and half year ended September 30, 2020

We would request you to please take note of the same.

Yours faithfully,

For J. Kumar Infraprojects Ltd

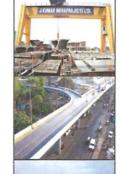
Poornima Reddy **Company Secretary** 





















J. Kumar Infraprojects Ltd.

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



November 2020



### Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which have been prepared by J. Kumar Infra Projects Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

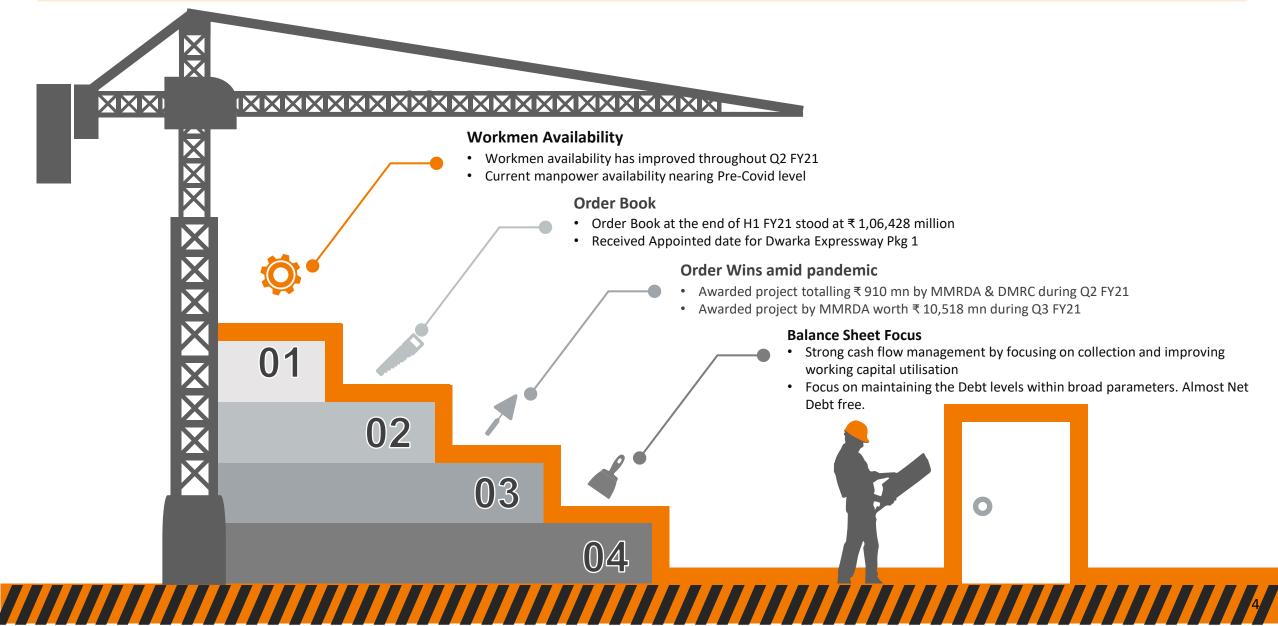
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness 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.



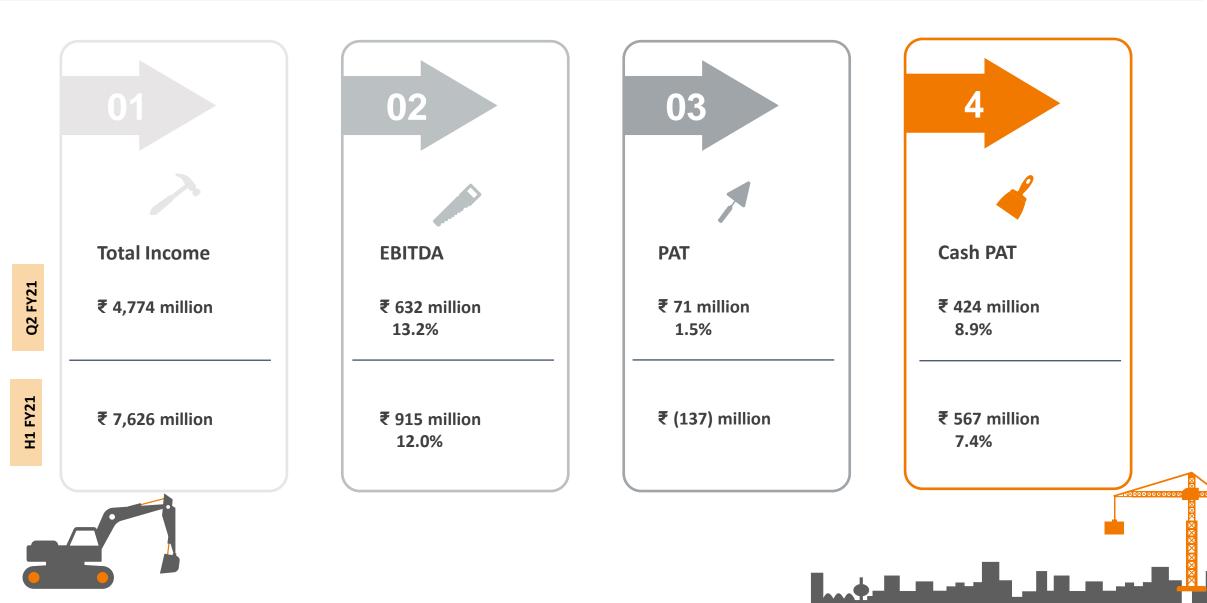
### **Business Update & Outlook**





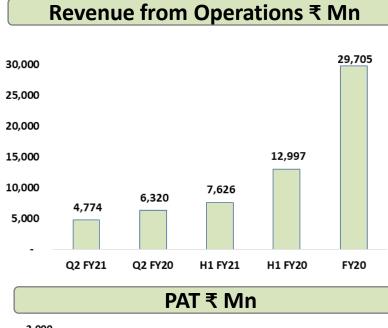
### **KEY FINANCIAL HIGHLIGHTS**



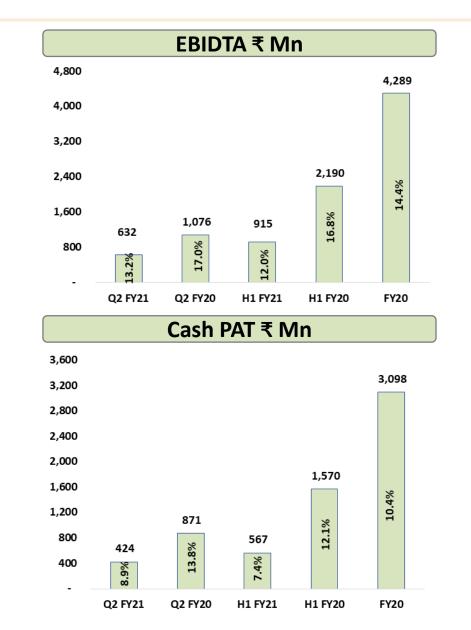


### PERFORMANCE HIGHLIGHTS Q2 & H1 FY21





2,000 1,836 1,750 1,500 1,250 968 1,000 6.2% 750 559 7.4% 500 71 8.8% (1.8)% 250 1.5% H1 FY21 Q2 FY21 Q2 FY20 H1 FY20 FY20 (250) (137)



6

### FINANCIAL Q2 FY21 & H1 FY21



Particulars (₹ In Mn)	Q2 FY21	Q2 FY20	Y-O-Y	Q1 FY21	H1 FY21	H1 FY20	Y-O-Y	FY20
Revenue from Operations	4,774	6,320	-24%	2,853	7,626	12,997	-41%	29,705
Cost of Material Consumed	2,745	3 <i>,</i> 567		1,683	4,429	7,614		18,169
Employee Expenses	503	690		353	856	1,323		2,987
Other Expenses	893	987		533	1,426	1,870		4,260
EBIDTA	632	1,076	-41%	283	915	2,190	-58%	4,289
EBIDTA Margin	13.2%	17.0%		9.9%	12.0%	16.8%		14.4%
Other Income	59	58		61	120	114		283
Depreciation	353	312		350	704	601		1,263
EBIT	338	822	-59%	(7)	331	1,702	-81%	3,310
EBIT Margin	7.1%	13.0%		-0.2%	4.3%	13.1%		11.1%
Finance Cost	239	251		268	507	512		977
Profit before Tax	99	571	-83%	(275)	(176)	1,190		2,333
PBT Margin	2.1%	9.0%		-9.6%	-2.3%	9.2%		7.9%
Тах	28	12		(67)	-39	222		497
PAT	71	559	-87%	(208)	(137)	968	-114%	1,836
PAT Margin %	1.5%	8.8%		-7.3%	-1.8%	7.4%		6.2%
Cash PAT	424	871	-51%	142	567	1,570	-64%	3,098
Cash PAT Margin %	8.9%	13.8%		5.0%	7.4%	12.1%		10.4%

### **BALANCE SHEET AS AT SEPTEMBER 30, 2020**



Particulars (7 in Mn)	As at	As at
Particulars (₹ in Mn)	Sep 2020	Mar 2020
ASSETS	-	
Non-Current Assets		
Property, plant and equipment	7,978	8,545
Capital work-in-progress	980	987
Financial Assets		
Investments	9	12
Other Financial Assets	2,526	3,003
Other Non Current Assets	638	484
Sub-total - Non-Current Assets	12,132	13,031
Current Assets		
Inventories	2,885	3,126
Financial Assets	2,000	0,220
Trade Receivables	5,446	6,448
Cash and Cash Equivalents	521	591
Bank balances other than Cash and Cash equivalents	4,459	4,359
Loans	104	105
Other Financial Assets	539	660
Other Current Assets	8,018	8,475
Sub-total - Current Assets	21,973	23,764
TOTAL - ASSETS	34,104	36,795

Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	378	378
Other Equity	17,713	17,931
Sub-total - Shareholders' funds	18,091	18,310
IABILITIES		
Non-Current Liabilities		
inancial Liabilities		
Borrowings	779	978
Lease Liability	150	192
Provisions	-	9
Deferred Tax Liabilities (Net)	223	274
Sub-total - Non-Current Liabilities	1,152	1,452
Current Liabilities		
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Borrowings	4,222	4,787
Trade Payables	2,957	4,604
Lease Liabilities	125	146
Other Financial Liabilities	3,180	3,655
Other Current Liabilities	4,377	3,841
Sub-total - Current Liabilities	14,861	17,033
TOTAL - EQUITY AND LIABILITIES	34,104	36,795

### **Cash Flow Statement**



Particulars (₹ In Mn)	H1 FY21	H1 FY20
PBT	(176)	1,190
Adjustments	1,104	1,010
Operating profit before working capital changes	928	2,199
Changes in working capital	648	(1,244
Cash generated from operations	1,576	956
Direct taxes paid (net of refund)	(161)	(298
Net Cash from Operating Activities	1,414	657
Net Cash from Investing Activities	(19)	(392
Net Cash from Financing Activities	(1,465)	(444)
Net Change in cash and cash equivalents	(70)	(179
Opening Cash Balance	591	704
Closing Cash Balance	521	525

### **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. 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.

#### 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 ~0.05 as on September 30, 2020, reinforces our commitment towards financial discipline.

#### 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.

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4

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#### **TRACK RECORD**

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

#### **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

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

PERFORMANCE

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

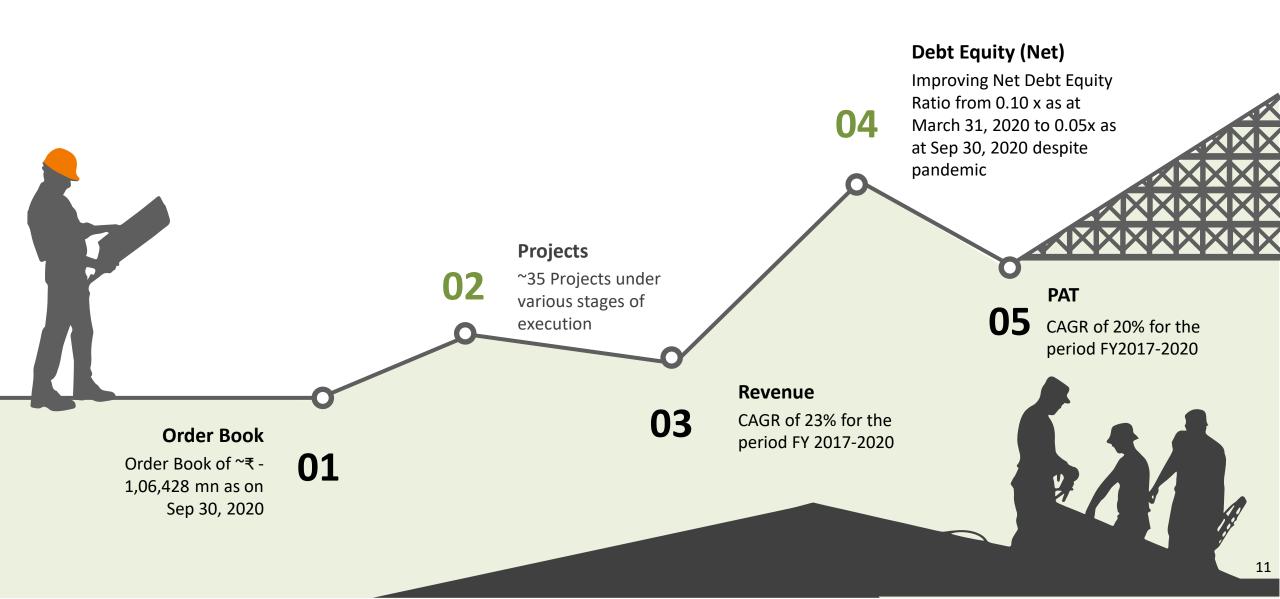
### **Shaping Modern India**

5

3

### **CORPORATE OVERVIEW**





### 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









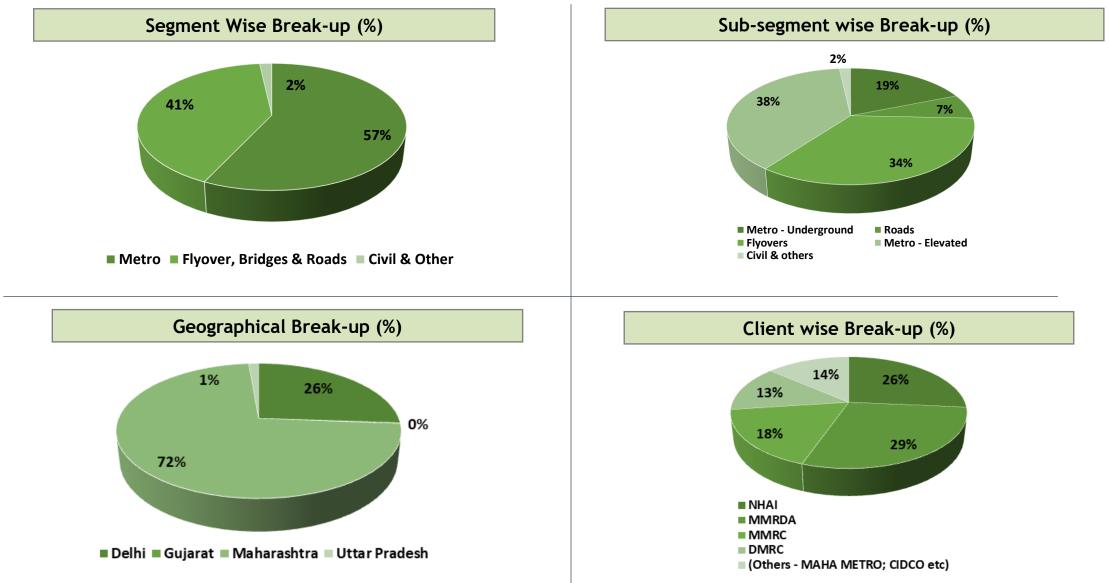






### **ORDER BOOK BREAKUP AS ON SEPTEMBER 30, 2020**





### ORDER BOOK POSITION AS ON SEPTEMBER 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	19,029	SCLR FLYOVER	Flyover	MMRDA	1,913
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	7,289	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,330
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,778	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	870
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	3,068	KALWA CREEK BRIDGE	Flyover	TMC	612
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	MAHA METRO	2,021	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	613
PUNE METRO ELEVATED P1C-05	Metro - Elevated	DMRC	1,824	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	797	Others	Flyover	Others	616
MML-7 CA-91	Metro - Elevated	MMRDA	1,647		Sub Total (C)		36,664
Others	Metro - Elevated	Others	1,100				
	Sub Total (A)		40,554	CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
				JNPT PACKAGE-1, 2, 3	Road	NHAI	342
				Others	Road	Others	2,840
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	10,805		Sub Total (D)		7,272
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	7,850				
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,413				
	Sub Total (B)		20,068	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	842
				RML ACADEMY-LUCKNOW	Civil	UPRNNL	600
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	14,333	Others	Others	Others	429
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	13,417		Sub Total (E)		1,870
AIROLI CREEK BRIDGE	Flyover	MMRDA	2,581				
	TOTAL (A+B+C+D+E)						1,06,428

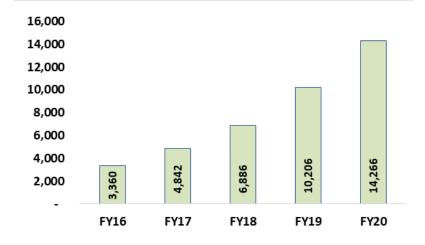
### **REVENUE – KEY CONTRIBUTORS**



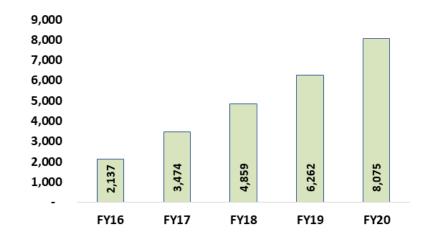




METRO - UNDERGROUND (₹ mn)

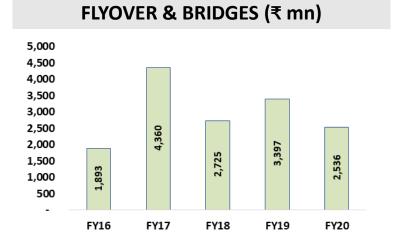


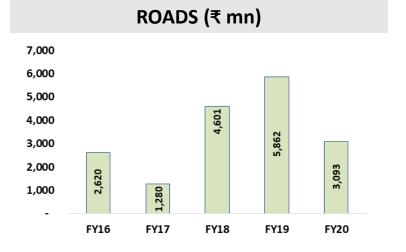
METRO - ELEVATED (₹ mn)



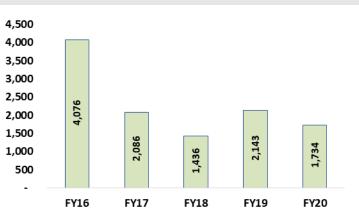
### **REVENUE – KEY CONTRIBUTORS**







#### CIVIL & OTHERS (₹ mn)









### **OUR MARQUEE CLIENTS**





### **EQUIPMENT BANK**





**TBM Machine** 



**Piling Machine** 



**Casting Yard** 



Dumper / Tipper



**RMC Plant** 



Segment Rolling



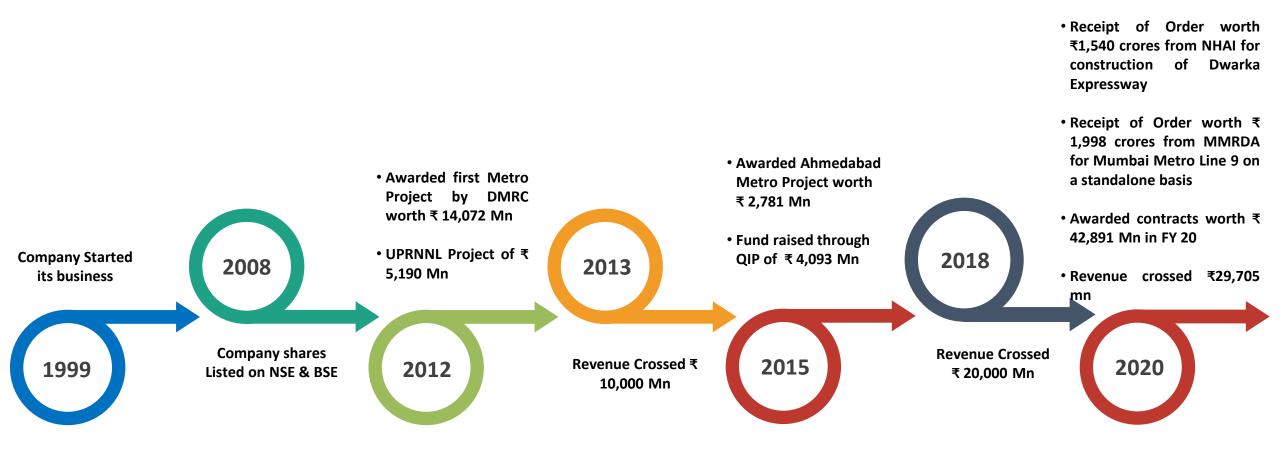
Launching Gurder



**Bitumen Plant** 

### **OUR JOURNEY SO FAR**





### SOME OF OUR COMPLETED PROJECTS





Delhi Underground Metro





KSB Underpass, Pune

GRANT ROAD SKYWALK

Sky Walk – Mumbai Project



**ESIC** Alwar

### 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**







**Thane Belapur** 



Ahmedabad Metro



Kalwa Bridge Thane

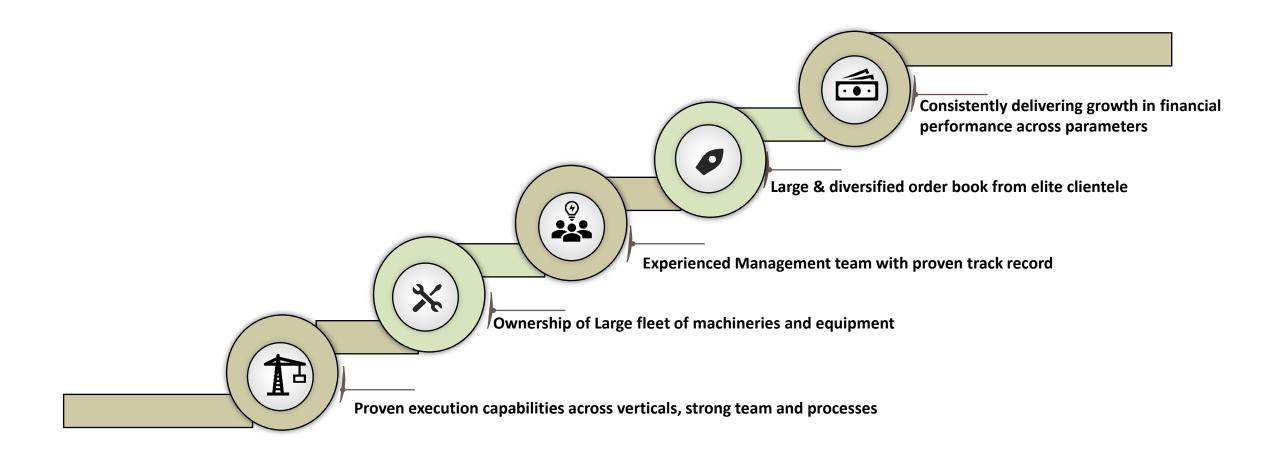




JNPT

### **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.

#### **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.

#### 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

#### 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.

#### 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

#### 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.



#### Dhiman Majumdar Project Head (Dwarka Express Way Pkg-01 Project) • He is a Bachelor in Engineering in Civil and has over 28

- 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.

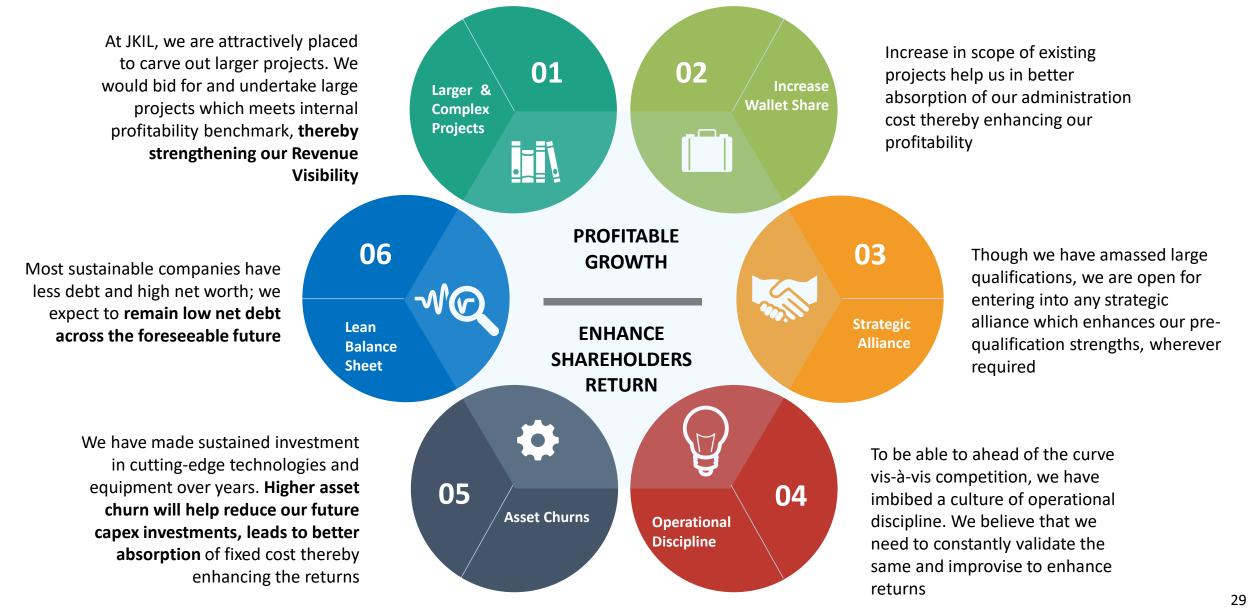
#### Dinesh Kumar Misra

#### (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 is associated with our company since 2017.

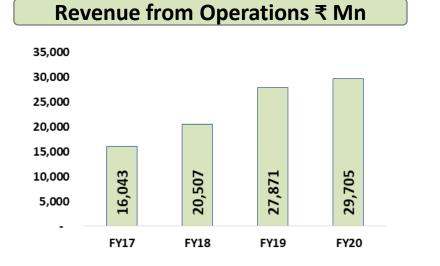
## **STRATEGIC PRIORITIES**



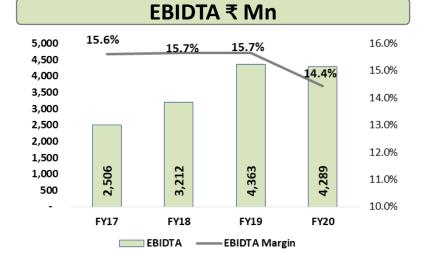


### **KEY FINANCIAL INDICATORS**

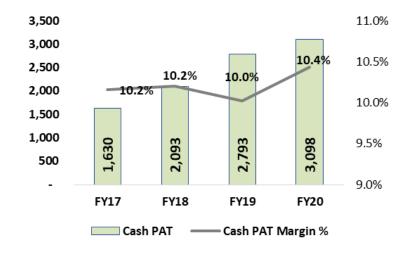




PAT ₹ Mn 2,000 7.0% 1,800 6.8% 6.7% 6.4% 1,600 6.7% 6.5% 1,400 6.2% 6.3% 1,200 1,000 6.0% 800 5.8% 600 5.5% 1,073 1,366 1,771 1,836 400 5.3% 200 5.0% FY17 FY18 FY19 FY20 PAT — PAT Margin %

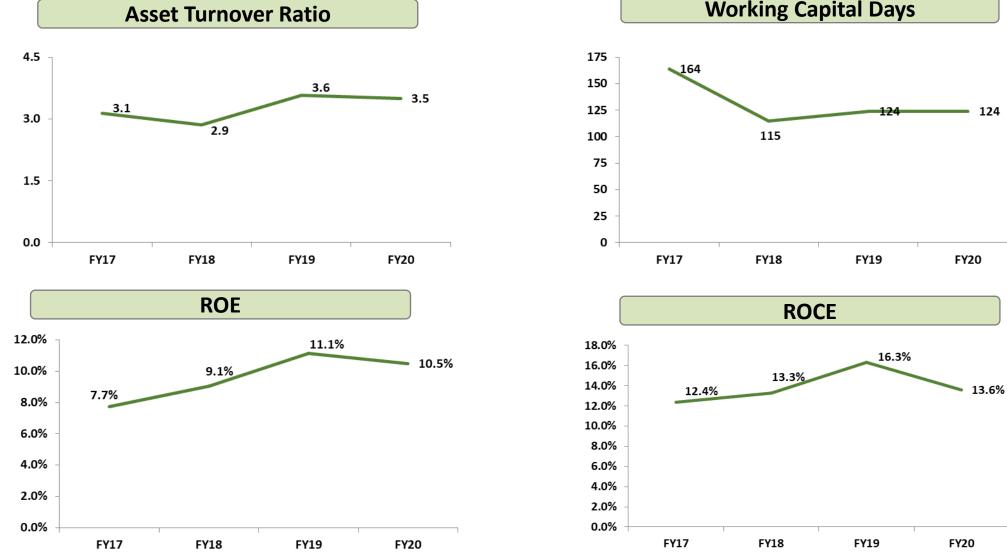


Cash PAT ₹ Mn



### **KEY RATIOS**





### **PROFIT & LOSS**



Particulars (₹ In Mn)	FY17	FY18	FY19	FY20	CAGR
Revenue from Operations	16,043	20,507	27,871	29,705	23%
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	
EBIDTA	2,506	3,212	4,363	4,289	20%
EBIDTA Margin	15.6%	15.7%	15.7%	14.4%	
Other Income	311	285	281	283	
Depreciation	556	727	1,022	1,263	
EBIT	2,260	2,770	3,622	3,310	
EBIT Margin	14.1%	13.5%	13.0%	11.1%	
Finance Cost	662	703	939	977	
Profit before Tax	1598	2,067	2,683	2,333	
PBT Margin	10.0%	10.1%	9.6%	7.9%	
Тах	525	701	912	497	
РАТ	1073	1366	1,771	1,836	20%
PAT Margin %	6.7%	6.7%	6.4%	6.2%	
Cash PAT	1,630	2,093	2,793	3,098	
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%	

### **BALANCE SHEET**



Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
ASSETS		
Non-Current Assets		
Property, plant and equipment	7,978	8,545
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TOTAL - EQUITY AND LIABILITIES	34,104	36,795
	54,104	30,733

#### For further information, please contact



**Company**:

#### J Kumar Infraprojects Ltd.

Mr. Arvind Gupta (Chief Financial Officer) Ph: +91-22-67743555 Email: arvind.gupta@jkumar.com www.jkumar.com

#### Investor Relation Advisors:

Marathon

We can go the distance

#### **Marathon Capital Advisory Private Limited**

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