



J. KUMAR INFRAPROJECTS LIMITED

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

Corp Off: CTS No. 448, 448/1, 449, Vile Parle (East), Subhash Road, Mumbai 400057, Maharashtra, India Phone: +91 22 67743555. Fax: +91 22 26730814,

Email: info@jkumar.com Website: www.jkumar.com,

CIN: L74210MH1999PLC122886

08th November, 2022

To,
The General Manager
Department of Corporate Services
BSE 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: 532940

Scrip Name: JKIL

ISIN: INE576I01022

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 Standalone Unaudited Financial Results of the Company, for the Quarter and half-year ended September 30, 2022.

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 Limited

Investor Presentation
Q2 & H1 FY23 Results Update

J.KUMAR



We dream... So we achieve...



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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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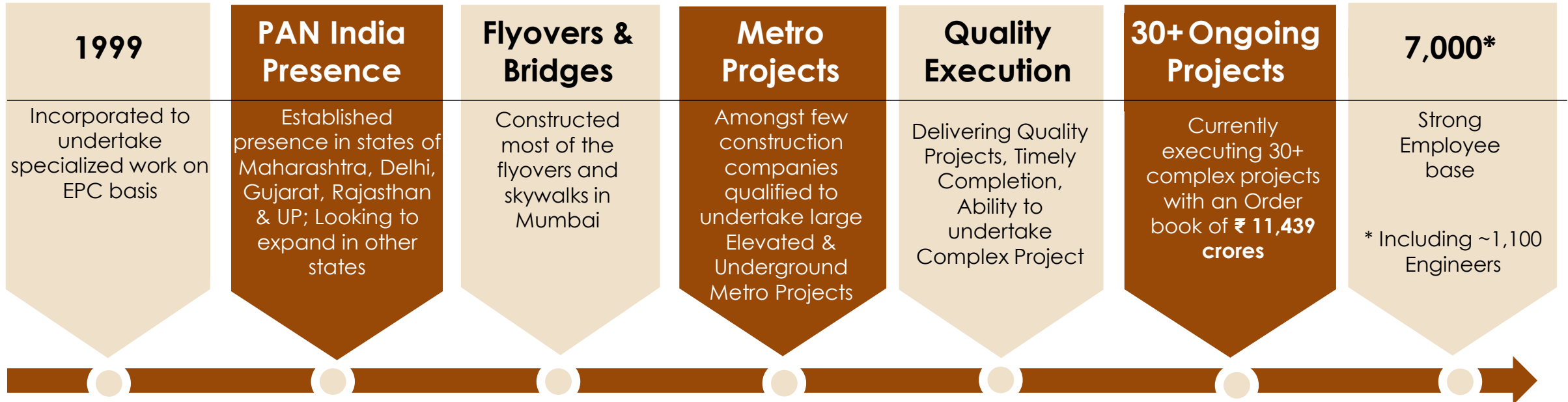
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- 03 Vision 2027 – Billion \$ Company
- 04 Business Overview
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Company Overview



We dream... So we achieve...

About J. Kumar Infraprojects



- J. Kumar embarked on its journey in 1980 under the visionary leadership of Mr. Jagdishkumar M. Gupta
- 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**

We dream... So we achieve...

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

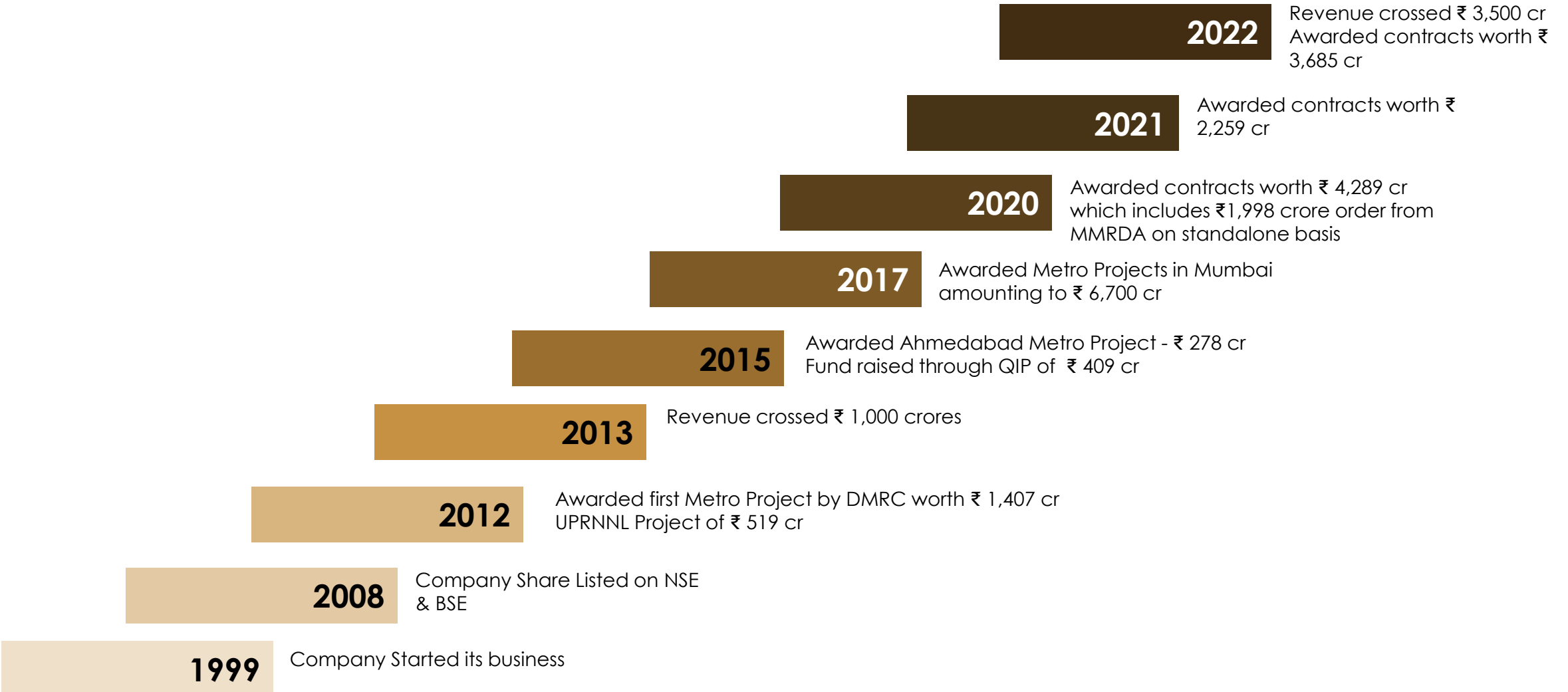
Civil & Others

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

Water

- Sewage Treatment Plants
- River Fronts
- Tunnels
- Others

Our Growth Story



Our Major Achievements in FY22

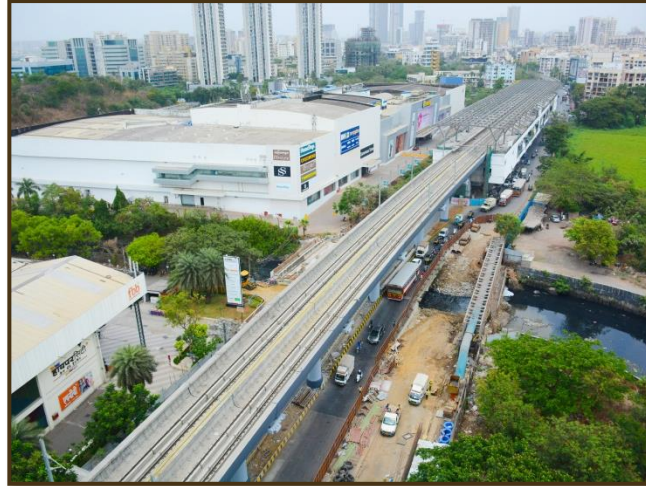
Bringing Pride to Nation - Delivering Project of National Importance



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 3rd.

Performance Highlights




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Q2 & H1 FY23 Key Financial Highlights

Q2 FY23

H1 FY23

01




Revenue

₹ 1,013 crores ↑ **+31%**

₹ 2,007 crores ↑ **+39%**

02




EBITDA

₹ 146 crores ↑ **+32%**
14.4%

₹ 286 crores ↑ **+38%**
14.3%

03




PAT

₹ 68 crores ↑ **+64%**
6.7%

₹ 129 crores ↑ **+77%**
6.5%

04



Cash PAT

₹ 105 crores ↑ **+37%**
10.4%

₹ 204 crores ↑ **+40%**
10.2%

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Q2 & H1 FY23 Profit & Loss

Particulars (₹ In Cr)	Q2 FY23	Q2 FY22	Y-O-Y	Q1 FY23	H1 FY23	H1 FY22	Y-O-Y	FY22
Revenue from Operations	1,012.8	772.0	31%	993.8	2,006.6	1,447.0	39%	3,527.2
Cost of Material Consumed	673.8	479.9		670.0	1,343.8	904.9		2,268.2
Construction Expenses	102.4	101.1		104.6	207.1	174.2		417.6
Employee Expenses	80.6	70.3		68.8	149.5	137.9		278.9
Administrative & Other Expenses	10.2	10.7		10.0	20.2	23.3		57.8
EBITDA	145.7	110.0	32%	140.4	286.0	206.8	38%	504.6
EBITDA Margin	14.4%	14.3%		14.1%	14.3%	14.3%		14.3%
Other Income	9.6	5.6		5.7	15.4	10.7		24.9
Depreciation	37.3	35.3		37.4	74.8	72.3		146.8
EBIT	117.9	80.3		108.7	226.6	145.2	56%	382.7
EBIT Margin	11.6%	10.4%		10.9%	11.3%	10.0%		10.8%
Finance Cost	25.0	26.0		24.8	49.8	48.2		100.0
Profit before Tax	92.9	54.3	71%	83.9	176.8	97.0	82%	282.7
PBT Margin	9.2%	7.0%		8.4%	8.8%	6.7%		8.0%
Tax	25.4	13.2		22.0	47.4	23.8		76.8
PAT	67.5	41.1	64%	61.9	129.5	73.2	77%	205.9
PAT Margin %	6.7%	5.3%		6.2%	6.5%	5.1%		5.8%
Cash PAT	104.9	76.3	37%	99.4	204.2	145.5	40%	352.7
Cash PAT Margin %	10.4%	9.9%		10.0%	10.2%	10.1%		10.0%

H1 FY23 Balance Sheet

Particulars (₹ in Cr)	As at Sep 30, 2022	As at Mar 31, 2022
ASSETS		
Non-Current Assets		
Property, plant and equipment	884	790
Capital work-in-progress	39	152
Financial Assets		
Investments	1	2
Other Financial Assets	395	376
Other Non Current Assets	42	46
Total - Non-Current Assets	1,361	1,365
Current Assets		
Inventories	378	366
Financial Assets		
Trade Receivables	1,022	888
Cash and Cash Equivalents	23	111
Bank balances other than Cash & Cash equivalents	326	262
Loans	13	12
Other Financial Assets	28	24
Other Current Assets	904	916
Total - Current Assets	2,694	2,579
TOTAL - ASSETS	4,055	3,944

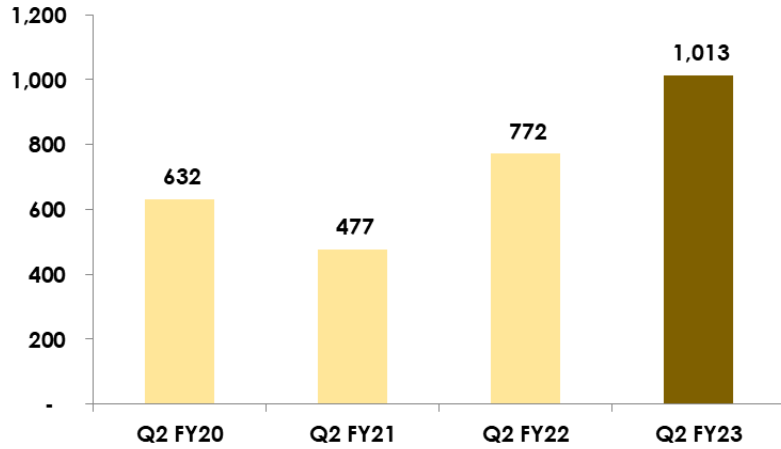
Particulars (₹ in Cr)	As at Sep 30, 2022	As at Mar 31, 2022
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	38	38
Other Equity	2,156	2,049
Total - Shareholders' funds	2,194	2,087
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	23	32
Lease Liability	13	21
Provisions	2	2
Deferred Tax Liabilities (Net)	24	24
Total - Non-Current Liabilities	63	78
Current Liabilities		
Financial Liabilities		
Borrowings	423	400
Trade Payables	551	573
Lease Liabilities	18	19
Other Financial Liabilities	262	229
Other Current Liabilities	545	558
Total - Current Liabilities	1,799	1,779
TOTAL - EQUITY AND LIABILITIES	4,055	3,944

Cash Flow Statement

Particulars (₹ In Cr)	H1 FY 23	H1 FY 22	FY 22
PBT	177	97	283
Adjustments	113	129	226
Operating profit before working capital changes	290	226	509
Changes in working capital	(277)	(64)	(65)
Cash generated from operations	13	161	444
Direct taxes paid (net of refund)	(4)	(23)	(63)
Net Cash from Operating Activities	9	139	381
Net Cash from Investing Activities	(63)	(50)	(91)
Net Cash from Financing Activities	(34)	(87)	(224)
Net Change in cash and cash equivalents	(88)	2	65
Opening Cash Balance	111	46	46
Closing Cash Balance	23	48	111

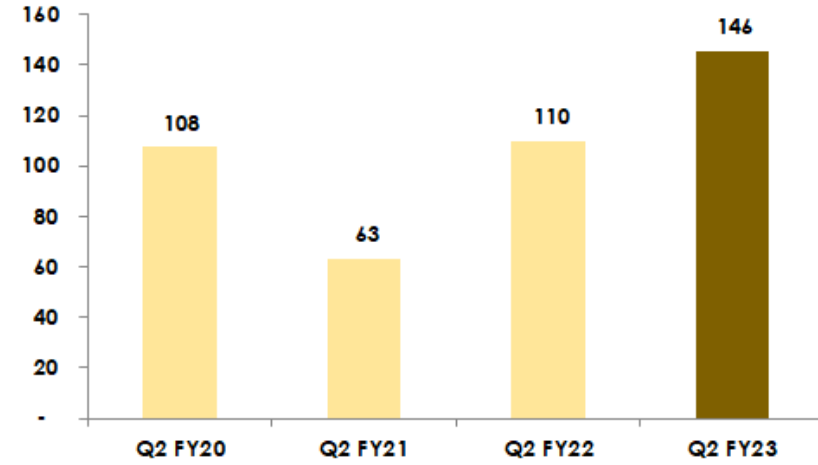
Robust Performance

Revenue (₹ Crores)



31% Y-O-Y

EBITDA (₹ Crores)



32% Y-O-Y

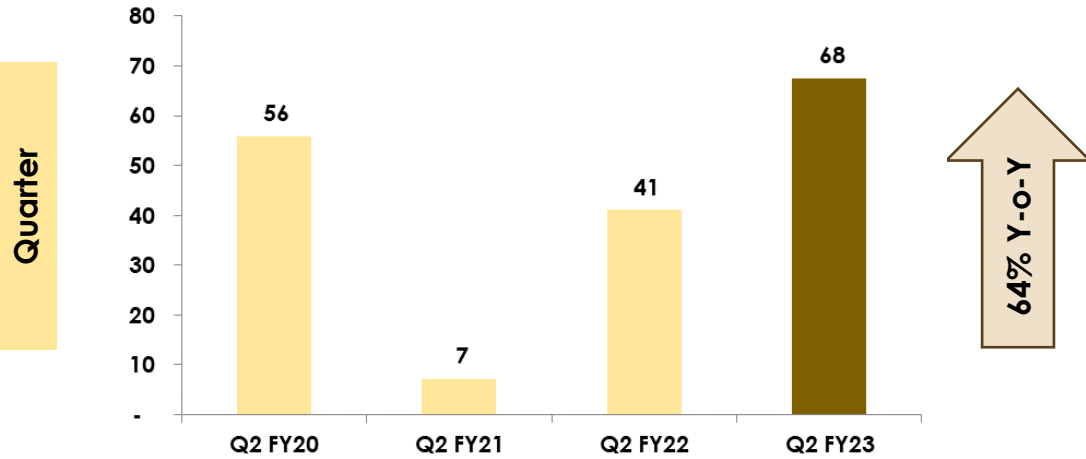
39% Y-O-Y

38% Y-O-Y

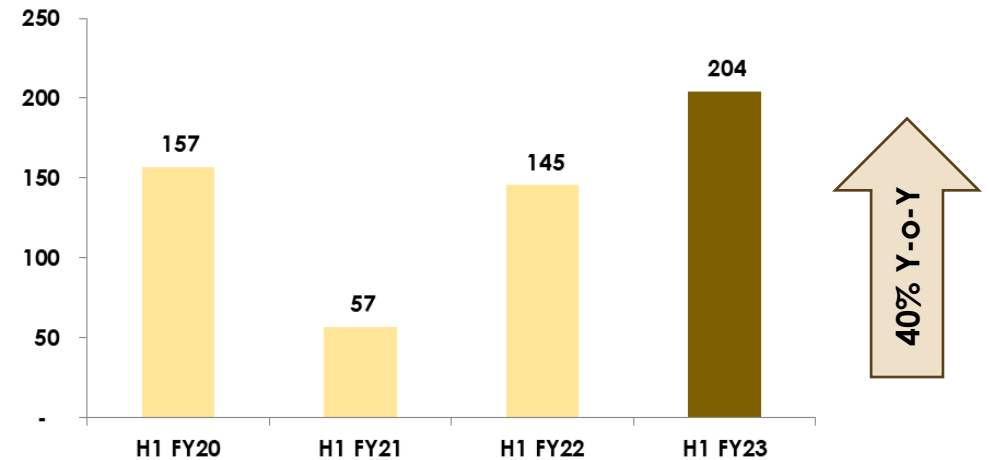
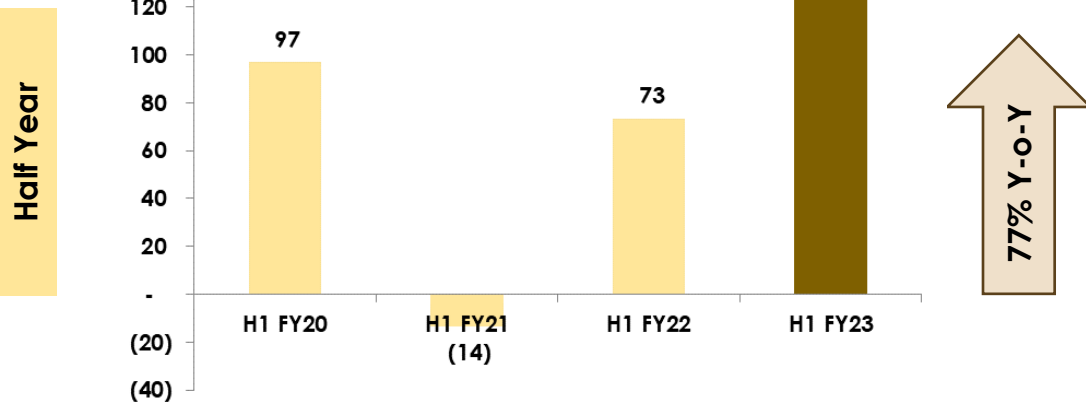
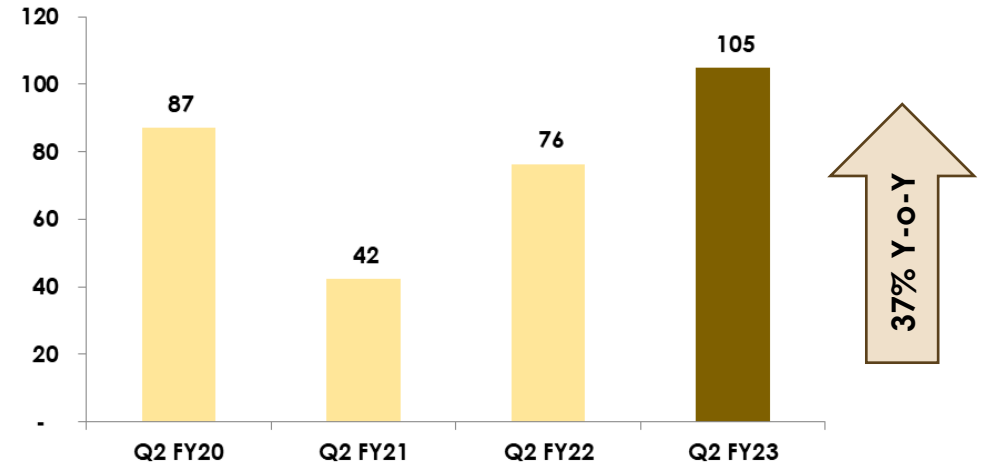
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Robust Performance

PAT (₹ Crores)



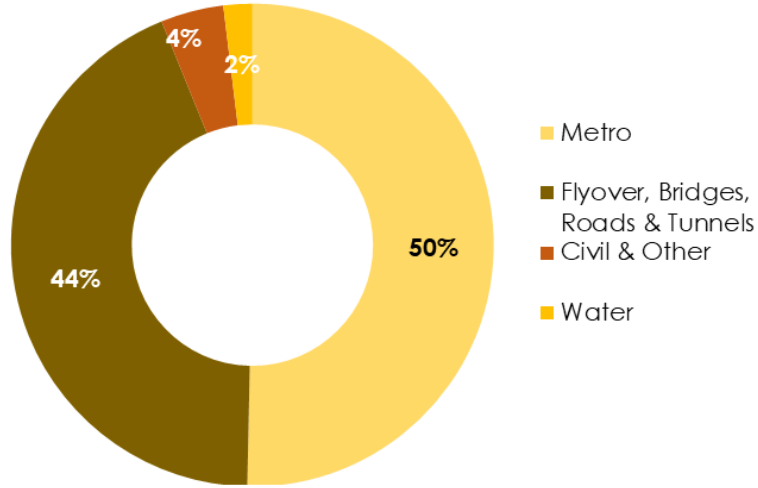
CASH PAT (₹ Crores)



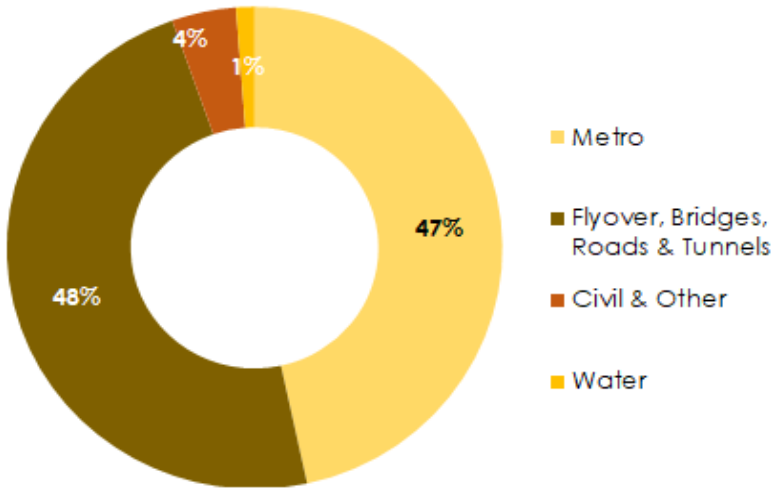
Revenue Breakup

Q2 FY 23

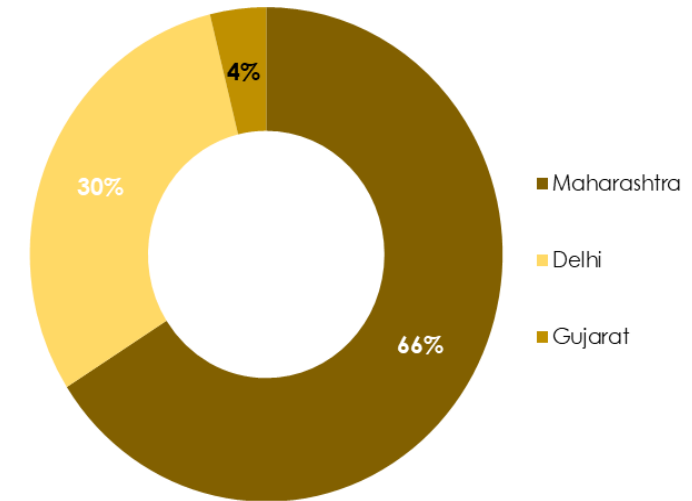
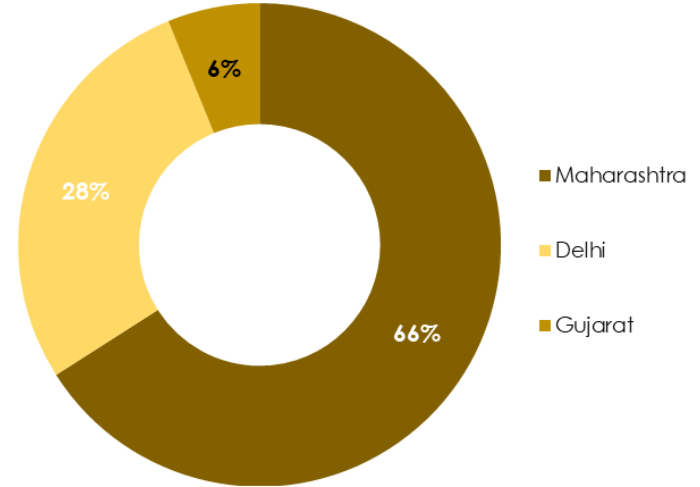
Segment Wise Breakup (%)



H1 FY 23

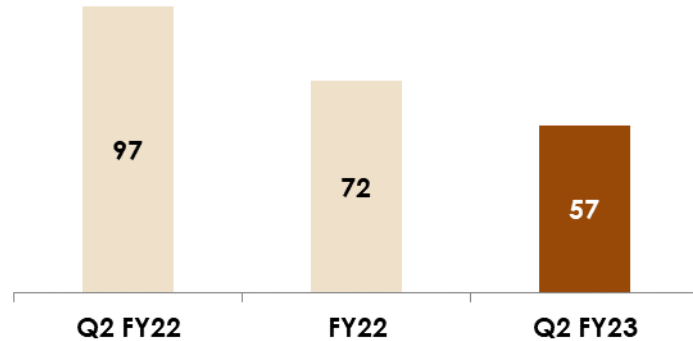


Geographical Break up (%)

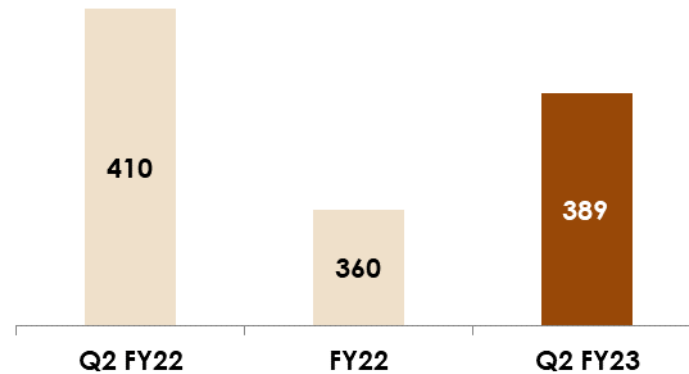


Debt Profile

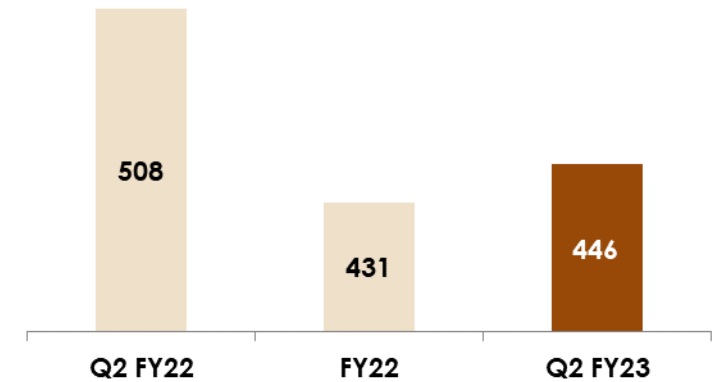
Long Term Debt (Incl. Current Maturities)
(₹ In cr)



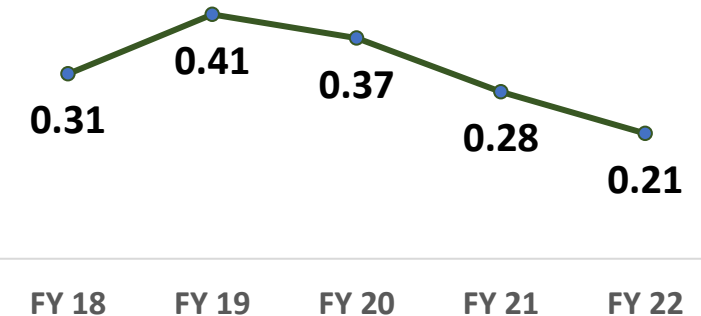
Short Term Debt
(₹ In Cr)



Gross Debt
(₹ In Cr)



Debt Equity Ratio



- **Company achieved a 39% 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 0.20x** as on September 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

Key Developments FY23

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

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

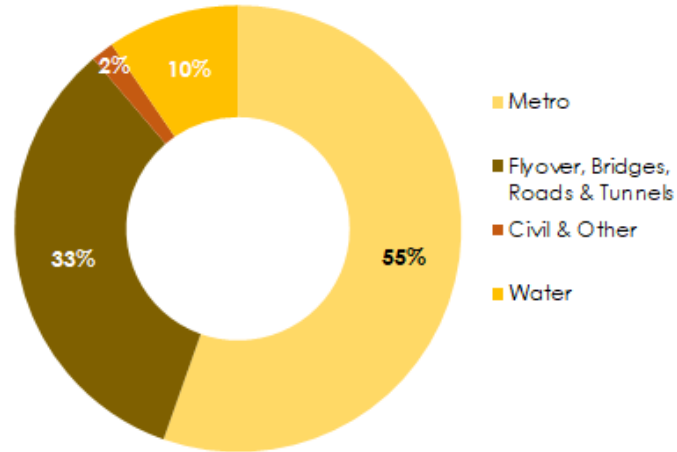
Mumbai – Hospital Project

- Letter of Acceptance from **Brihanmumbai Municipal Corporation** for a contract price of **₹ 315 crores** (excluding GST)
- Reconstruction of Siddharth Municipal General Hospital at Siddharth Nagar, Goregaon (West), Mumbai

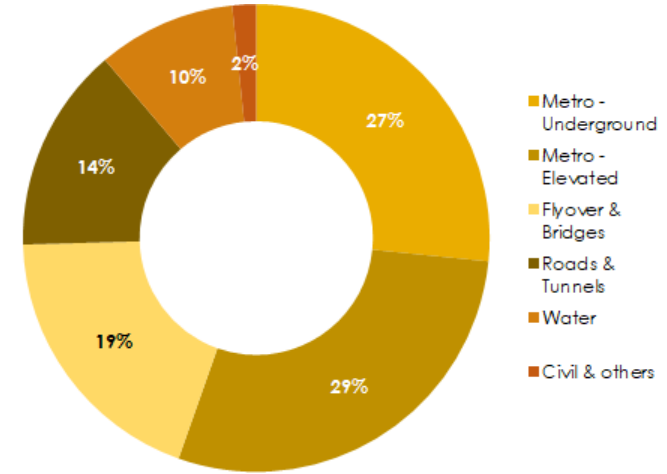
Total Order Inflow during FY 23 - ₹ 1,688 crores

Order Book as on September 30, 2022

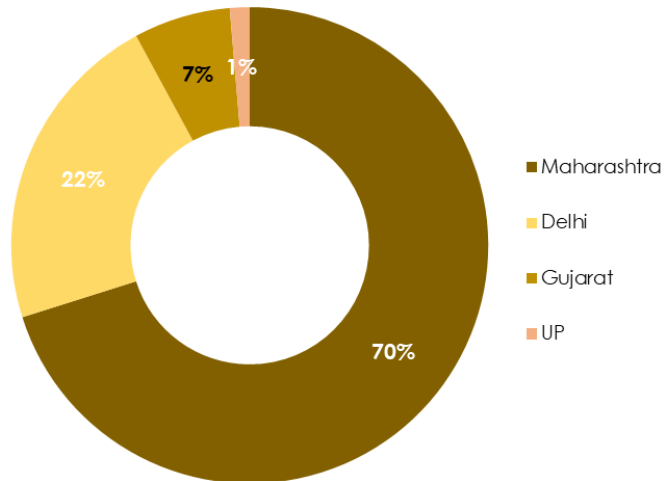
Segment Wise Break-up (%)



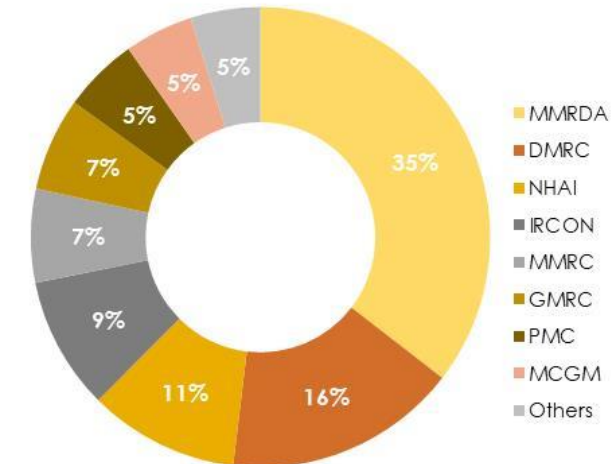
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)



Order Book Breakup as on September 30, 2022

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	1,461	Dwarka Expressway-Pkg-01	NHAI	690
Mumbai Metro Line-2B C101	MMRDA	983	Sewri Worli Elevated Connector	MMRDA	630
Mumbai Metro Line-6 BC03	DMRC	301	Dwarka Expressway-Pkg-02	NHAI	417
Mumbai Metro Line-4A CA54	MMRDA	196	SCLR Flyover	MMRDA	185
Mumbai Metro Line-6 BC01	DMRC	173	Airoli Creek Bridge	MMRDA	92
CIDCO Metro Station	MMRCL	87	Chheda Nagar Flyover	MMRDA	55
Pune Metro Elevated P1C-05	MAHA METRO	48	Motagaon Creek Bridge	MMRDA	42
Metro - Others		48	Flyover - Others		79
Metro - Elevated (A)		3,296	Flyover & Bridges (D)		2,190
Delhi Metro DC08	DMRC	1,407	Pune Riverfront	PMC	605
Surat Metro Ph-1 UG-02 Pkg-CS3	GMRC	751	Sewer Tunnel Phase 1	MCGM	306
Mumbai Metro Line-3 Pkg 05	MMRC	485	Mithi Package IV	MCGM	184
Mumbai Metro Line-3 Pkg 06	MMRC	268	Water (E)		1,094
Maha Metro UG-01 Pune	MAHA METRO	131	RML Academy-Lucknow	UPRNNL	139
Metro-Underground (B)		3,042	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	102			
CIDCO Coastal Road Pkg 02	CIDCO	92			
Roads & Tunnels (C)		1,627			
TOTAL (A+B+C+D+E+F)					11,439

J. KUMAR HOUSE

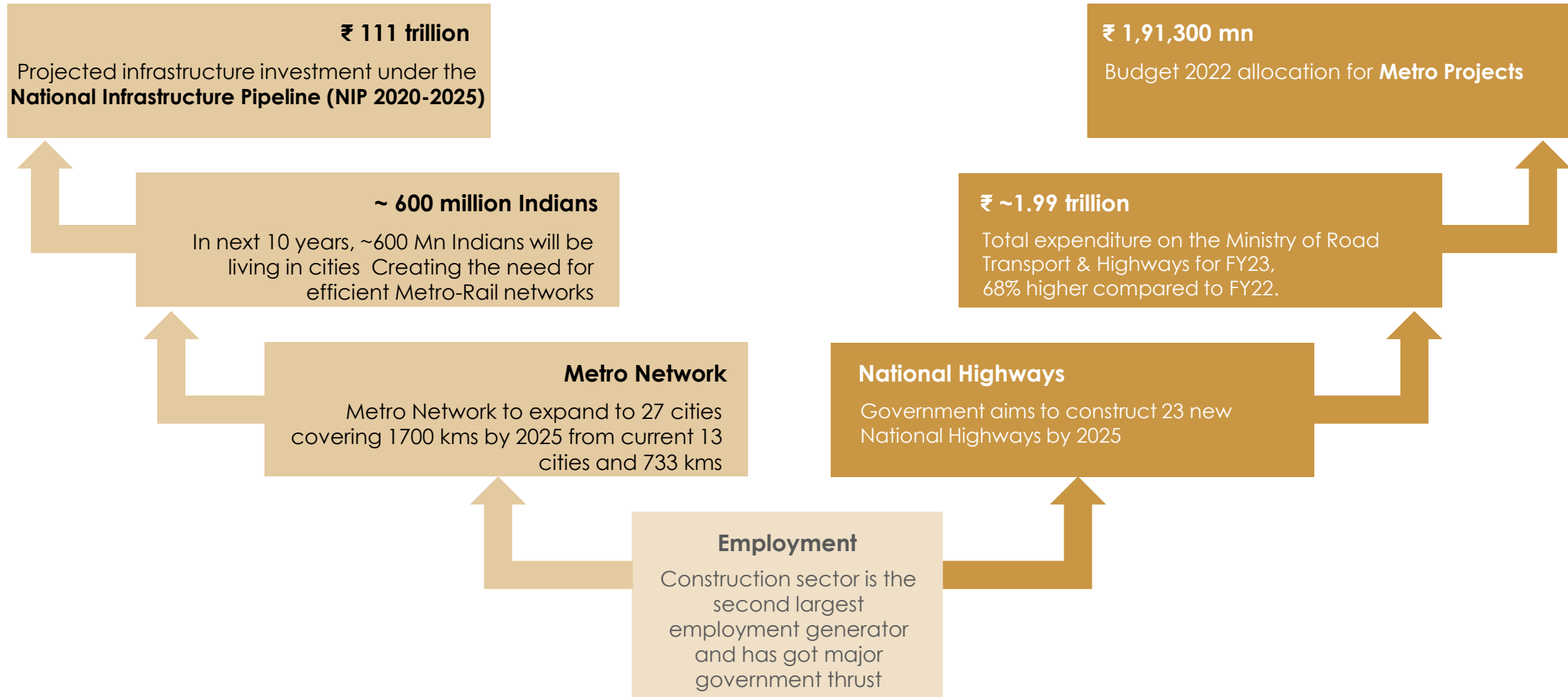
Vision 2027 – Billion \$ Company



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[Investor can refer the Corporate Presentation for further information](#)

Favorable Sector Outlook



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Towards a Billion \$ Revenue Company

Growth Envisaged in Order Book

₹ **11,439** cr

Order book as on September 30, 2022

₹ **20,000+** cr

Expected Order Book in FY27

Focus segments

- Metro Projects
- Flyover, Bridges & Roads
- STP, Sewerage & Water Projects
- Tunnels
- Building & Hospitals

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

Strong Financial & Technical metrics

- Improving Financial metrics
- Strengthen working capital cycle
- Strong Balance Sheet with focus on Debt Reduction
- Fleet of modern equipment
- Talent pool
- Qualified for bigger ticket size projects

VISION 2027

Billion \$ Revenue

14% -15%
Operating Profit margin

Fortifying our Business, Organization & Governance

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

- Built Bidding capacity for larger projects
- Amongst Top 5 EPC players eligible to undertake U/G Metro

Larger Project Execution

- Undertaking & Execution of Large & complex projects such as Mumbai Metro, Delhi Metro, JNPT, Dwarka Expressway

Timely Completion

- Impeccable Track record of completing complex projects within the stipulated time

Metro Project Capability

- One of the few companies having entered metro projects that have grown & survived
- Amongst few companies qualified to undertake Elevated & Underground Metro
- Undertook first metro project in Mumbai in 2012
- Significant share of Mumbai Metro projects are with J. Kumar

In-house Equipment Bank

- Only company in India owning 7 TBMs
- Sustained investment in cutting-edge technologies
- Better Asset churn

Strengthened Organization

- Strong & Experienced Leadership
- Rich talent pool of professionals & technical experts
- Hired Expats for U/G Metro projects



Strong Performance

Consistent Increase in Revenue & Order Book with a CAGR of ~22% (2008 – 2022)

Net debt-free company

Strong Credit Rating

Stable & improving margins despite increasing revenues

One of the few infrastructure companies with PAT margin of ~6%

Business Overview



We dream... So we achieve...

Major Completed Projects



Mumbai Metro Line 2A



Mumbai Metro Line 7



Delhi Underground Metro



Delhi Elevated Metro



Ahmedabad Metro



ESIC Hospital Cum Medical College- Alwar

Major Completed Projects



JNPT - Mumbai



Panjarapol Flyover



Grant road Skywalk



Amar Mahal Flyover



Chheda Nagar Flyover Part 1



BKC - Chunabhathi Flyover

Major Ongoing Projects



Mumbai Underground Metro Line 3



Mumbai Metro Line 2B



Pune Elevated Metro



Mumbai Metro Line 4A



Mumbai Metro Line 6



Pune Underground Metro

Major Ongoing Projects



Motagaon Creek Bridge



Dwarka Expressway



Chhedanagar Flyover



Kalwa Bridge Thane

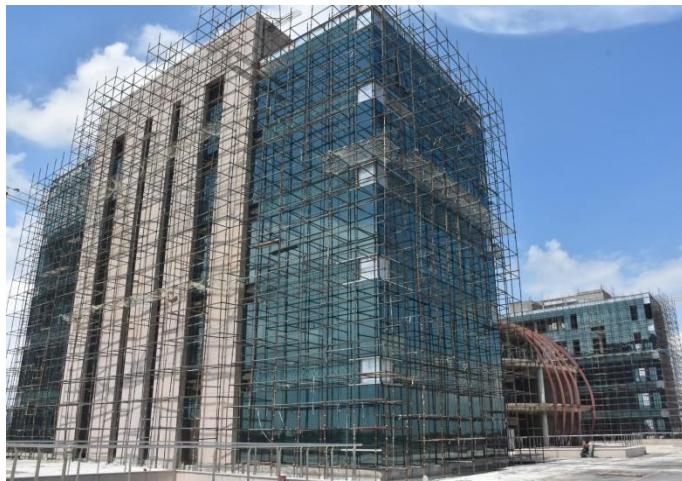


SCLR Flyover



Sewri Worli Elevated

Major Ongoing Projects



RML, Lucknow



Vadodara Mumbai Expressway, IRCON



Pune Riverfront

We dream... So we achieve...

Fleet of Modern Equipment

TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling



Launching Girder



Telescopic Crane



Straddle Carrier



Strong Client Base

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



UPRNNL

Management Overview



We dream... So we achieve...

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, ROB's

Independent Directors

Mr. Raghav Chandra



- Masters in Public Administration from Harvard University, USA. He is MSc. in Mathematics.
- Former Chairman of NHAI. 1982 batch IAS , held key positions with Central and State Government at various levels.
- Awarded with the “Man of the Year” Award by Construction World Magazine in 2016.
- He has represented the Government of India, in “City of London Conference on Infrastructure Financing, 2010”.

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



Mayank Kumar Jain

Head Transportation-Projects



Madan Biyani

Chief Financial Officer



Ravindra M Kulkarni

Vice President -IT, Admin & HR



Sudhakar Thorat

Vice President - Projects



Rajan Sharma

Head - Projects



Rajendra Sharma

Head - Central Planning & Monitoring Group



Arvind Gupta

Vice President - Taxation



Poornima Chintakindi

Company Secretary & Compliance Officer



Puneet Srivastava

Head - Planning



Iffekhar Ahmed

Sr. GM - Projects



Dinesh Kumar Misra

Sr. GM - Projects



Praveen S Dongre

Sr. GM – Safety



Sachin Sabnis

Head - Procurement



Sachin Naik

GM - Projects



R.B. Singh

Regional GM - Projects

डनरजोन्धी मेडिसिन

Detailed Financials



We dream... So we achieve...

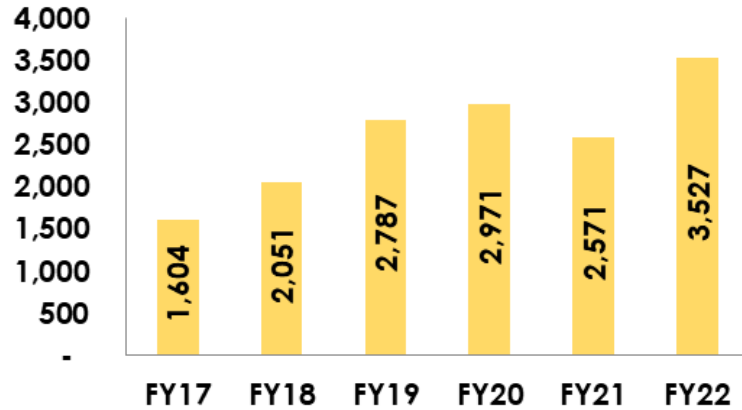
Profit & Loss

Particulars (₹ In Cr)	FY17	FY18	FY19	FY20	FY21	FY22	CAGR
Revenue from Operations	1,604	2,051	2,787	2,971	2,571	3,527	17%
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	
EBITDA	251	321	436	429	311	505	15%
EBITDA 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	11%
EBIT Margin	14.1%	13.5%	13.0%	11.1%	7.5%	10.8%	
Finance Cost	66	70	94	98	104	100	
Profit before Tax	160	207	268	233	89	283	12%
PBT Margin	10.0%	10.1%	9.6%	7.9%	3.4%	8.0%	
Tax	53	70	91	50	25	77	
PAT	107	137	177	184	64	206	14%
PAT Margin %	6.7%	6.7%	6.4%	6.2%	2.5%	5.8%	
Cash PAT	163	209	279	310	208	353	
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%	8.1%	10.0%	

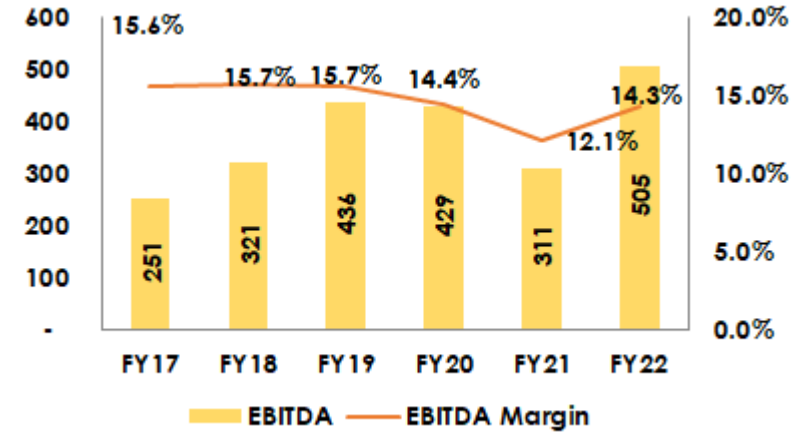
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Key Financial Indicators

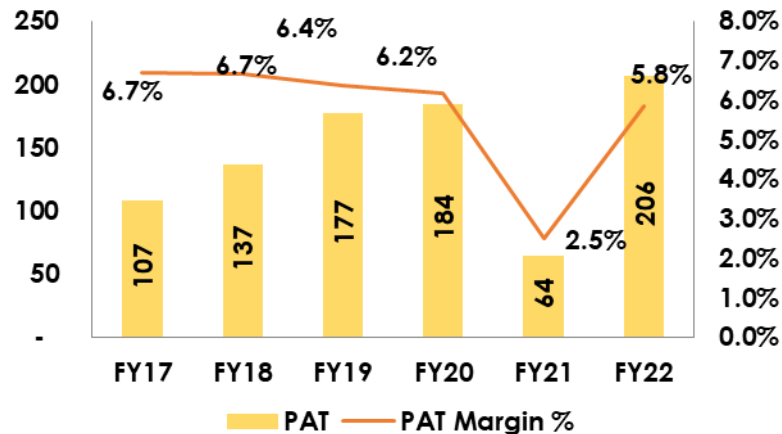
Revenue from Operations ₹ Cr



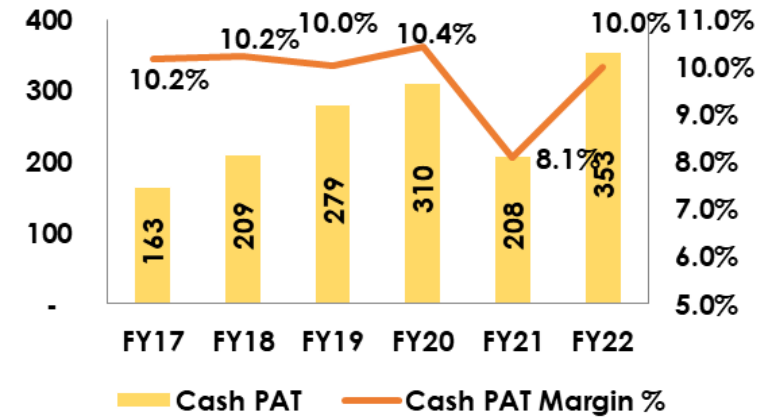
EBITDA ₹ Cr



PAT ₹ Cr



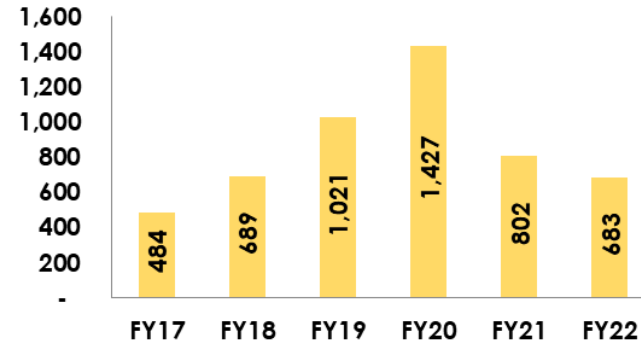
Cash PAT ₹ Cr



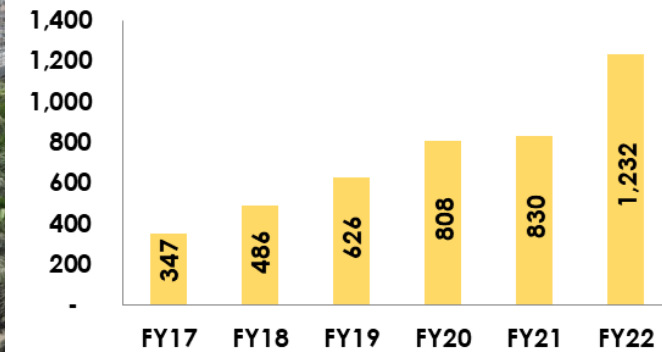
Revenue – Key Contributors



METRO - UNDERGROUND (₹ cr)



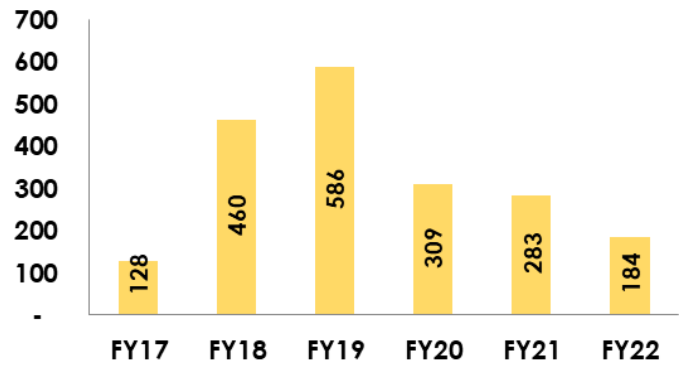
METRO - ELEVATED (₹ cr)



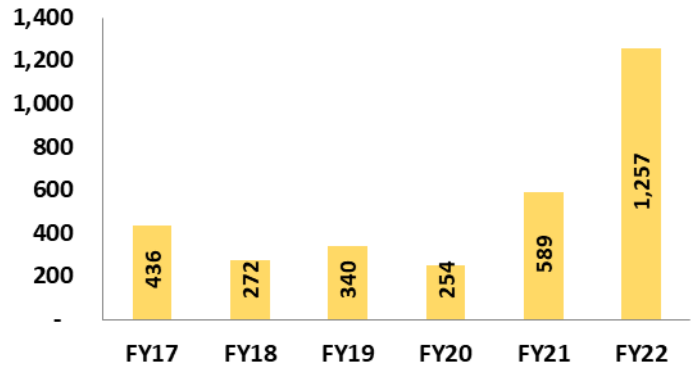
Revenue – Key Contributors



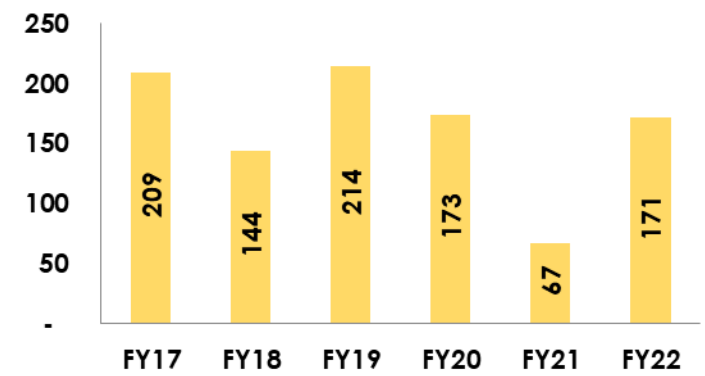
FLYOVER & BRIDGES (₹ cr)



ROADS & TUNNELS (₹ cr)



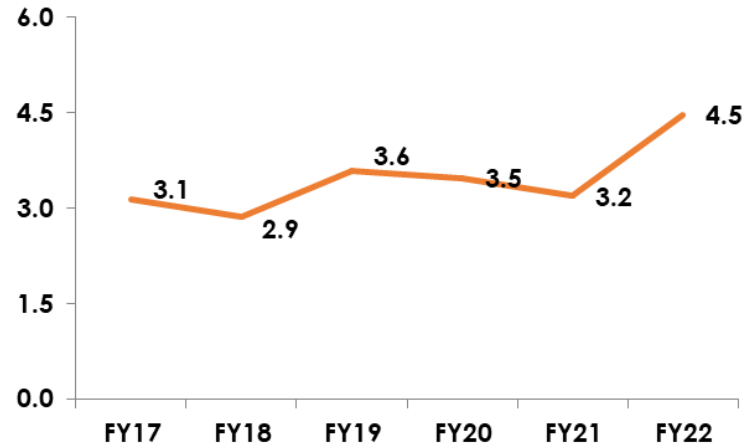
CIVIL & OTHERS (₹ cr)



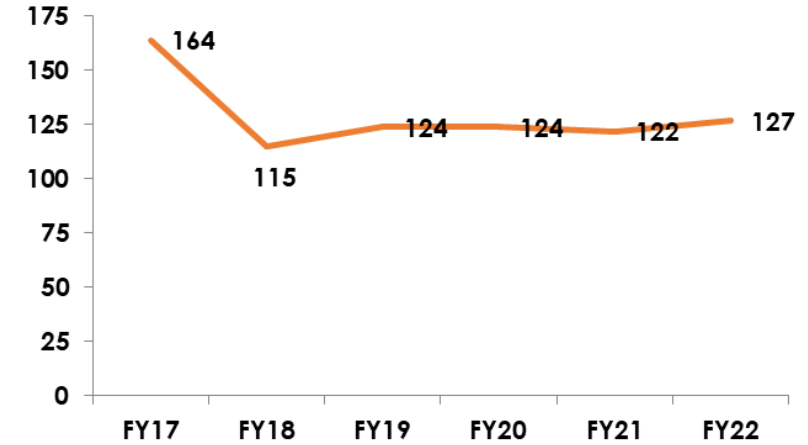
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Strong Financial Metrics

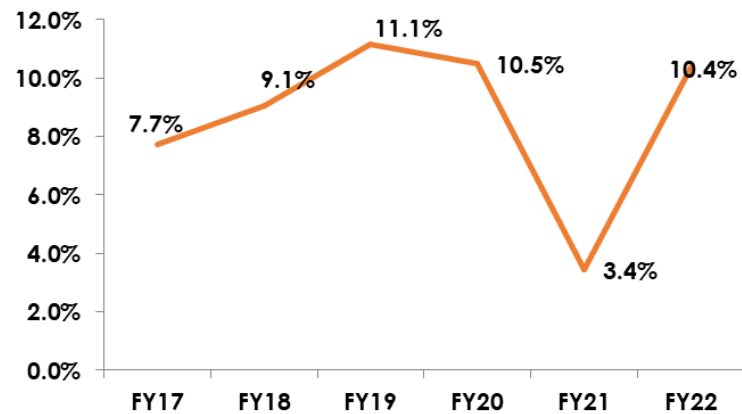
Asset Turnover Ratio



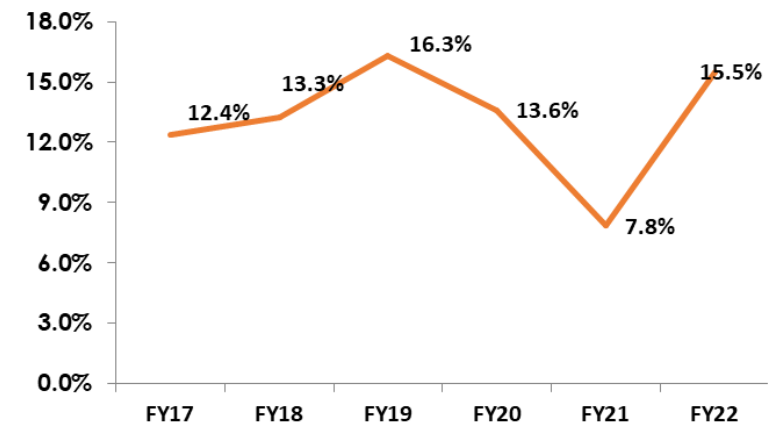
Working Capital Days



ROE

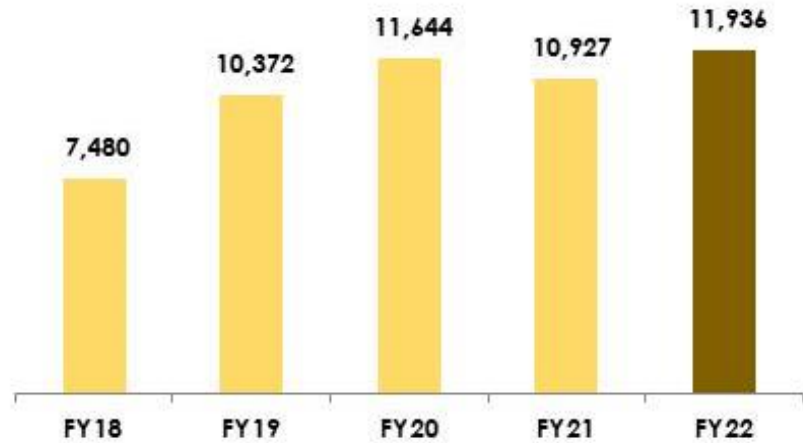


ROCE

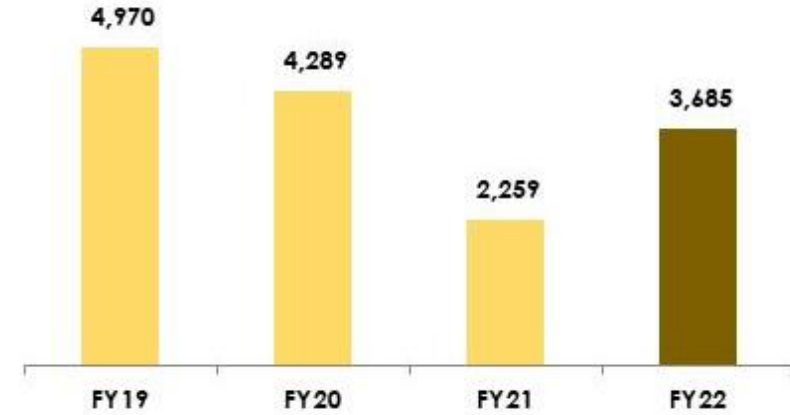


Order Book as on March 31, 2022

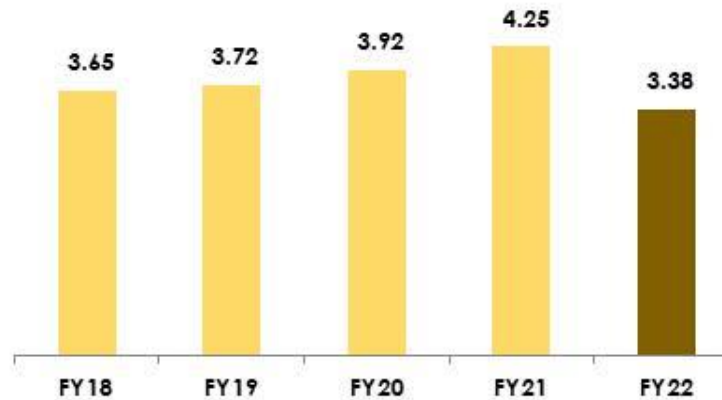
Order Book (₹ crores)



Order Inflow (₹ crores)



Order Book to Sales (x)





Thank You

We dream... So we achieve...

Company :

Investor Relation Advisors:

J. Kumar Infraprojects Ltd.

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

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
www.ey.com