



**Kridhan Infra Limited**

**Investor Update  
Q1FY17**

# Disclaimer

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This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

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These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

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# Company Overview





- **Singapore's 2nd largest Foundation Engineering company;** Provides timely, quality and high value added services to the Infrastructure, building and construction industry



- **Prestigious L6 certification** with the Building and Construction Authority (BCA) of Singapore, enabling them to tender for unlimited project values in foundation engineering



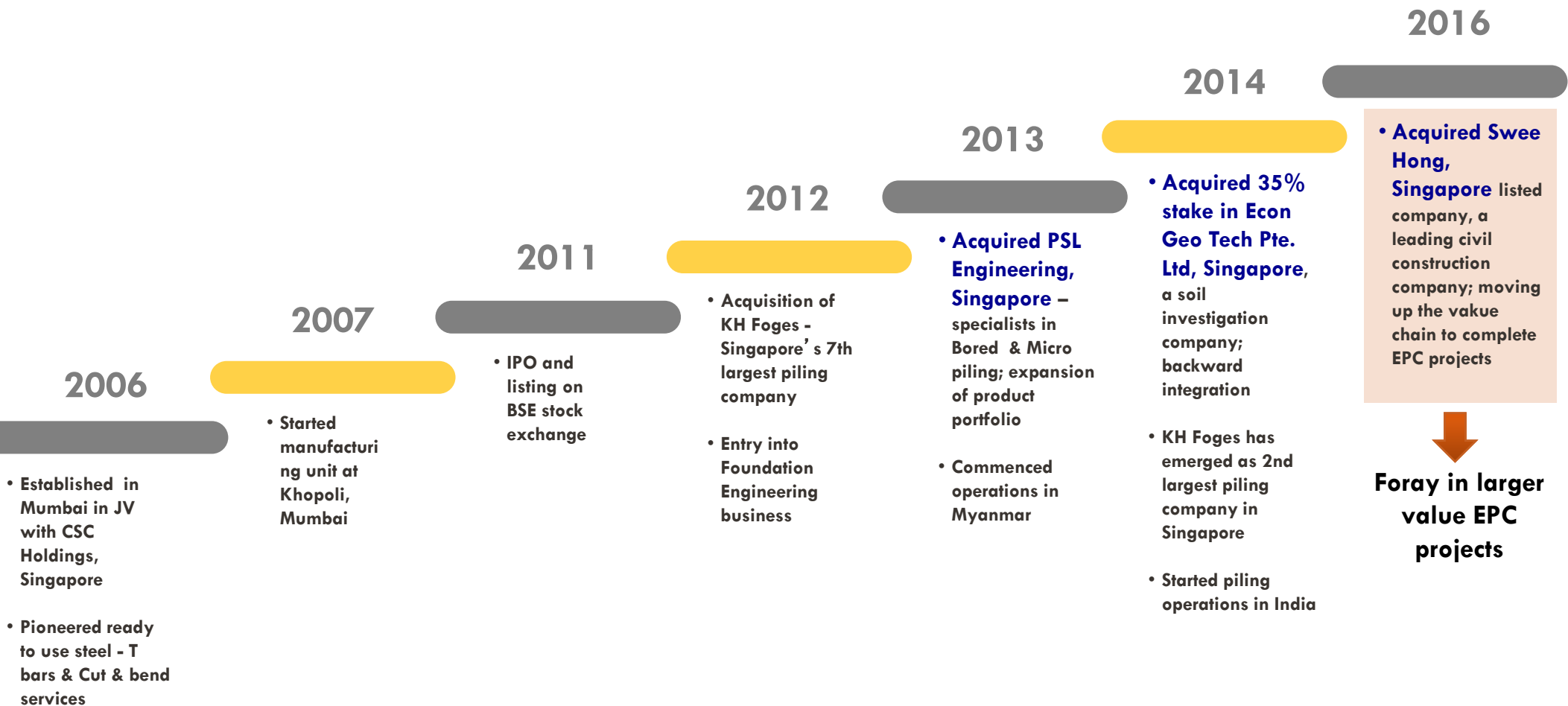
- **250+ projects in Singapore**



- Expanded business operations to **Myanmar, Malaysia and India;** Moved up the value chain to **complete EPC projects**



# Evolved through successful acquisitions..



# Experienced leadership team



**Anil Dhanpatlal Agrawal,**  
Managing Director

- Founding member in 2006
- Over 15 years of experience in steel and infrastructure industry
- Pioneered the concept of 'ready to use' steel in India
- Successfully led the KH Foges post acquisition and scaled operations to gain market share in Singapore
- MBA from Mumbai University, India



**Siang Thong Yeo**  
Chief Executive Officer, KH Foges Pte

- Over 20 years of experience in the construction industry
- Led large construction groups and projects in Singapore
- Registered Professional Engineer with the Professional Engineers Board,
- Honours Degree in Civil Engineering and Masters of Science (Civil Engineering) from NUS Singapore



**Ang Boon Hai**  
Director, KH Foges Pte

- Has more than 20 years of experience in the construction industry
- Managed more than 200 piling projects in Singapore



# Servicing marquee clients

## Transport

KOCHI METRO  
HYDERABAD METRO RAIL  
JAIPUR METRO  
MRT  
दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड  
DELHI METRO RAIL CORPORATION LTD.

## Residential

LODHA  
BUILDING A BETTER LIFE  
OBEROI REALTY  
HOUSING & DEVELOPMENT BOARD  
Hong Fok Corporation Limited  
集水成机构有限公司  
Chip Eng Seng Corporation Ltd  
SIM LIAN GROUP LIMITED  
Creating Space | Creating Homes  
Far East Organization  
INSPIRING BETTER LIVES

## Leisure

SHANGRI-LA  
HOTELS and RESORTS  
Resorts World  
SENTOSA  
SINGAPORE

## Commercial

Singapore General Hospital  
SingHealth  
Khoo Teck Puat Hospital  
Alexandra Health  
United Engineers (Singapore) Pte Ltd  
NANYANG TECHNOLOGICAL UNIVERSITY  
SINGAPORE POLYTECHNIC  
THE RITZ-CARLTON  
HPC BUILDERS PTE LTD

## Infrastructure

CHANGI  
airport singapore  
jtc Corporation  
長成控股  
TONG SENG HOLDINGS LIMITED  
KOH BROS  
LARSEN & TOUBRO  
Building Cities Building Dreams  
It's all about imagining  
Gammon LUM CHANG

## Public Works

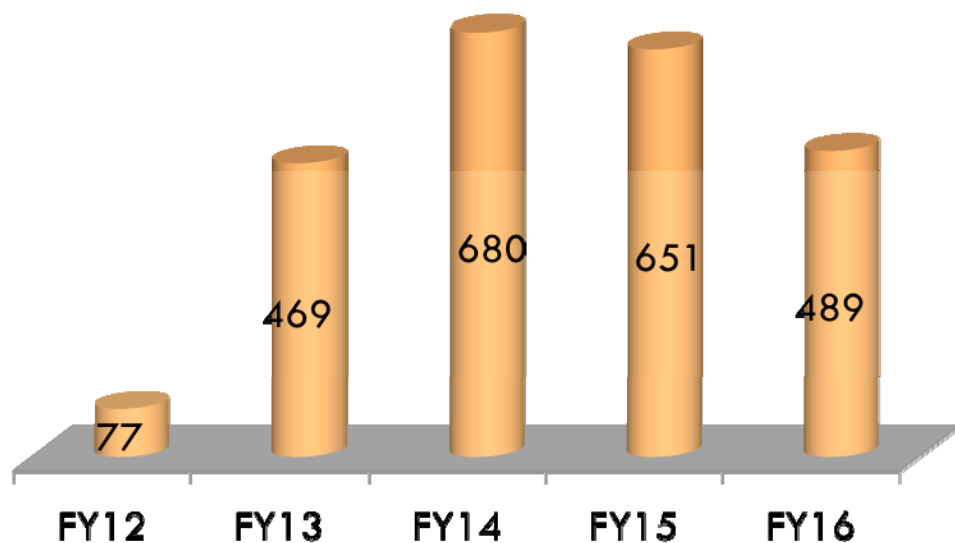
HOUSING & DEVELOPMENT BOARD  
Land Transport Authority  
PUB  
MMRDA  
LOGISTICS CONSTRUCTION PTE LTD  
MINISTRY OF HEALTH  
SINGAPORE



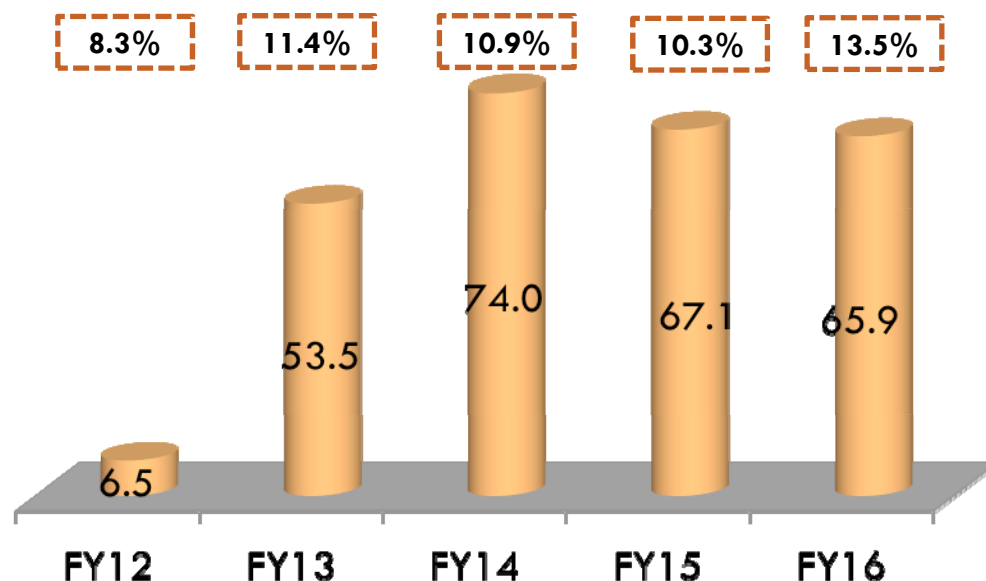
# Successful acquisitions drove growth..

Rs Crore

Revenue



EBITDA and Margins



- FY13 revenues include full year impact of acquisition of KH Foges Singapore in FY12
- Acquired PSL Engineering in FY13 which further bolstered revenues in FY14
- Growth in last 2 years impacted by consolidation in the Singapore construction market





## .. growth to further accelerate with acquisition of Swee Hong

**Leadership: Leading EPC Company in Singapore**

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**Proven expertise: tunneling, sewer works, bridge works, roads works, flyovers**

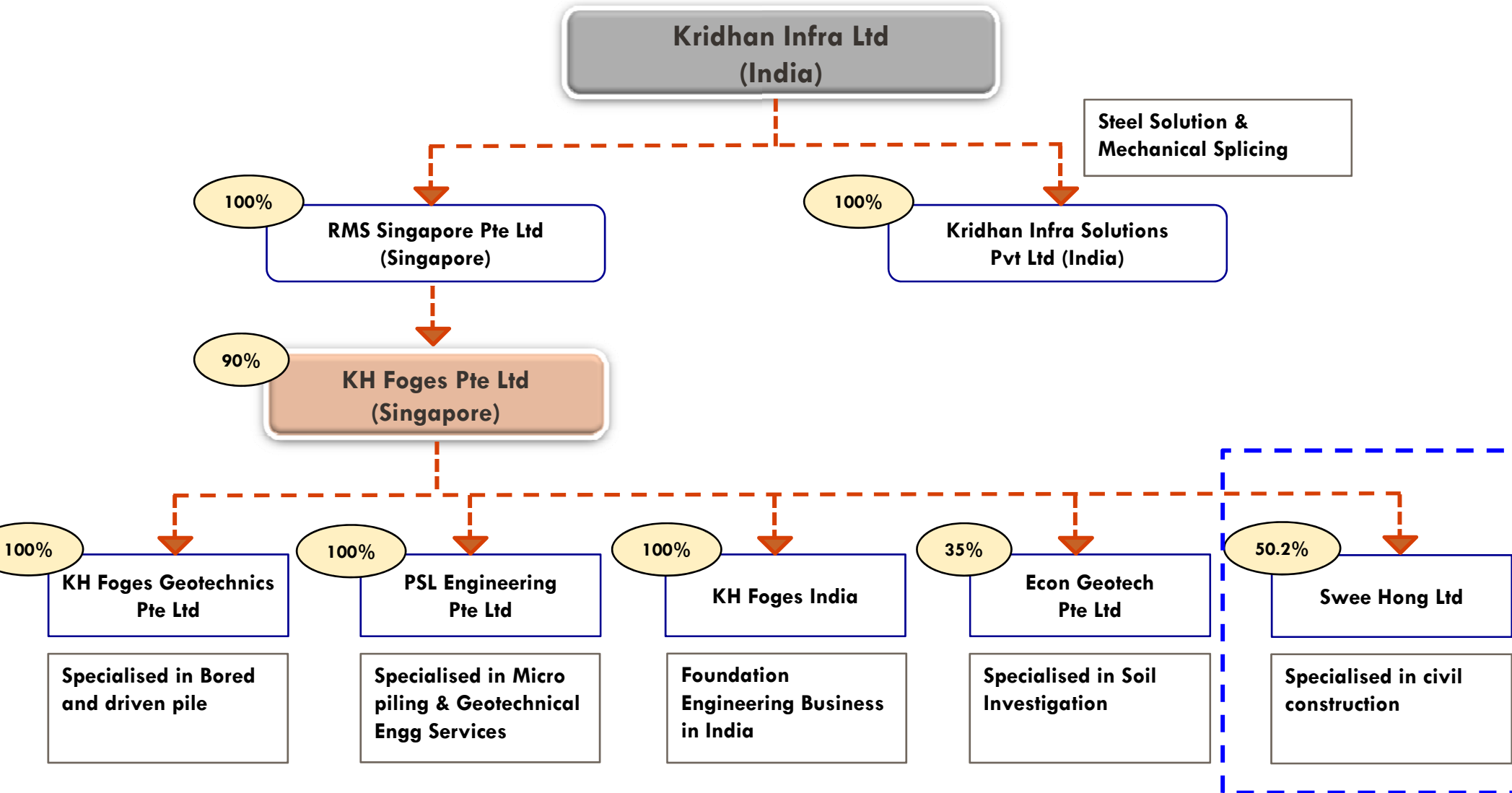
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**Robust order book: SGD 125 million**

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**Enable Kridhan to cater to end-to-end EPC projects and tap the larger opportunities in civil infrastructure space which has an exceptional potential**

# Corporate structure





# Presence across all segments of foundation engineering

## Driven Piling

- Suitable for projects in relatively less populated locations
- Mainly for medium sized buildings
- Ideal for very dense and hard ground conditions.



## Soil Investigation

- Assess suitability of soil for proposed construction
- Mandatory requirement in Singapore before commencement of any project



## Bored Piling

Used for construction of large buildings; higher than 10 storeys

Process is deeper drilling

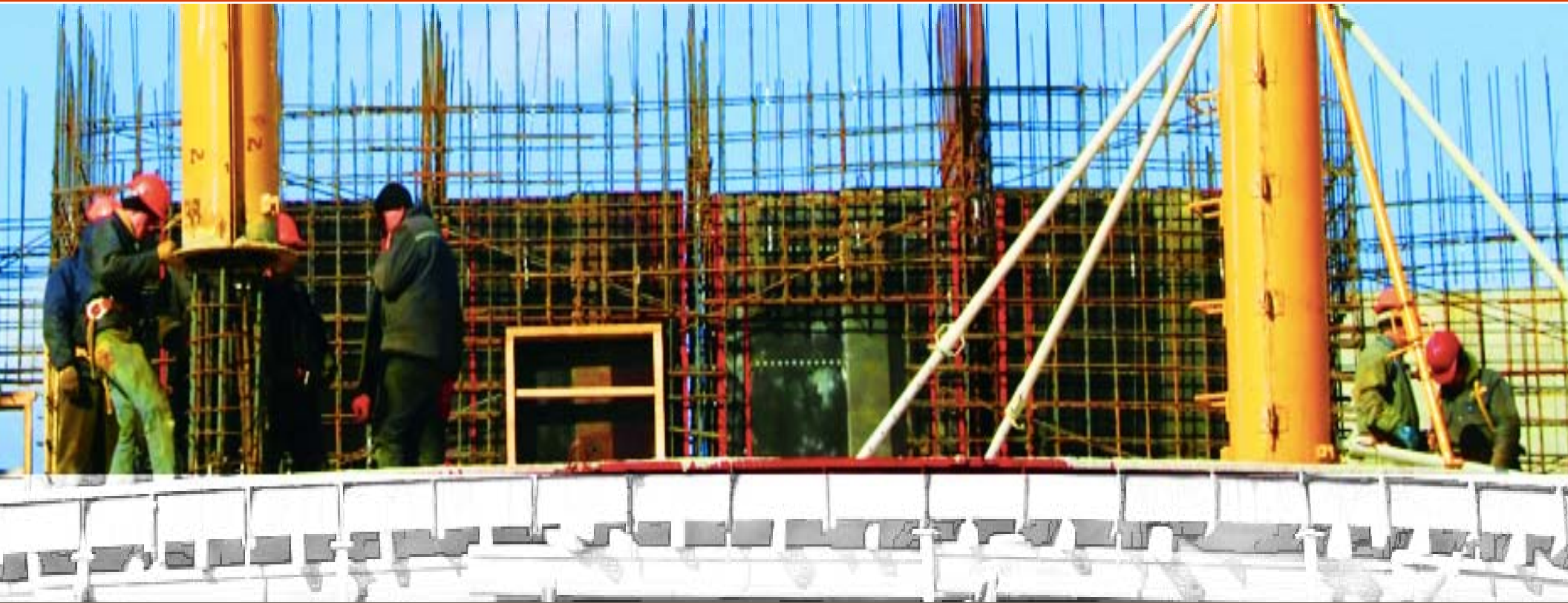
Ideal for very dense and hard ground conditions



## Micro Piling & Soil Improvement

- Used for low-rise buildings
- Mainly carried out for land which may not be suitable for construction activity; Soil improvement is carried out through addition of sand

# Growth Strategy





# Continue leadership in core business; expand in civil engineering

## Maintain Leadership

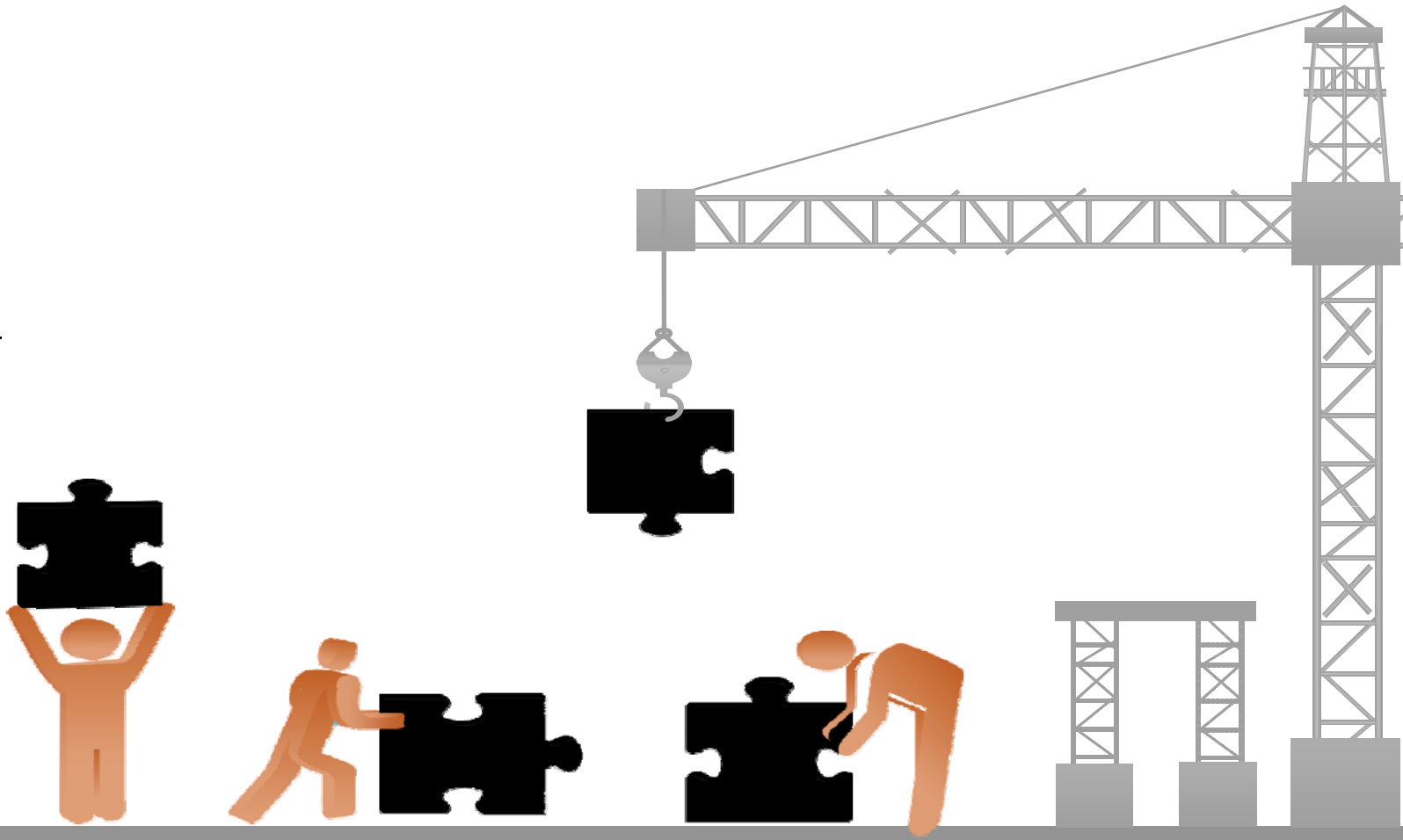
Consolidate leadership in foundation engineering  
Focus on better and faster execution with high quality

## Expand Geographies

Expand to other South East Asian countries  
Grow India operation at faster pace  
Be a leading player in foundation engineering and construction in India

## Tap and Grow EPC

Tap larger EPC opportunities across all the geographies where the company has presence  
Focus on EPC projects in Singapore as well as India





# Capitalize on civil engineering opportunity in Singapore...

## 2016

### S\$27-34 billion worth of construction contracts to be awarded



Civil Engineering

S\$10.7-12.9b

Both public and private sector demand to increase, supported by major infrastructure projects



Residential

S\$6.6-8.1b

Increase in public housing demand due to ramp-up in Home Improvement Programme to offset slowdown in private residential demand



Industrial

S\$4.0-5.4b

Private sector demand to moderate due to uncertain economic outlook but supported by an increase in public industrial projects



Institutional & Others

S\$3.9-5.2b

Total demand to moderate, with the bulk of demand coming from the public sector



Commercial

S\$1.9-2.5b

Remain subdued but supported by upcoming asset enhancement projects and construction of mixed developments

- As per The Building and Construction Authority (BCA) the construction demand in 2016 is estimated to be \$27 - \$34 billion
- ~40% would be from the civil engineering and infrastructure demand
- 65% of the total are expected to come from the public sector
- Civil engineering construction demand is likely to remain strong beyond 2016

# Q1FY17 Financial Highlights





# Consolidated profitability highlights Q1FY17

Rs Cr	Q1FY17	Q1FY16	YoY%
<b>Total revenue</b>	<b>144.3</b>	<b>130.2</b>	<b>10.8%</b>
Direct expenses	110.3	103.0	6.4%
Employee cost	6.7	7.1	-5.6%
Other costs	2.9	3.4	-14.9%
<b>Total expenditure</b>	<b>119.9</b>	<b>113.6</b>	<b>5.0%</b>
<b>EBITDA</b>	<b>24.4</b>	<b>16.7</b>	<b>50.7%</b>
<b>EBIDTA margin (%)</b>	<b>17%</b>	<b>13%</b>	<b>36.0%</b>
Interest	2.9	2.8	3.1%
Depreciation	8.8	7.7	13.8%
Other income	1.2	1.4	-64.9%
<b>Profit before tax</b>	<b>13.9</b>	<b>7.5</b>	<b>84.5%</b>
Tax	2.3	1.1	102.1%
<b>Profit after tax</b>	<b>11.6</b>	<b>6.4</b>	<b>81.4%</b>
<b>PAT margin (%)</b>	<b>8%</b>	<b>5%</b>	<b>63.7%</b>
Minority interest	1.2	0.8	51.2%
<b>Consolidated PAT</b>	<b>10.4</b>	<b>5.6</b>	<b>85.7%</b>

- ✓ **The growth in revenue is mainly due to improvement in the business sentiments, resulting in the company getting new orders**
- ✓ **Strategy to expand in high growth economies including India, Myanmar, Indonesia and other South East Asian Economies**
- ✓ **Focus on profitable growth – EBITDA margins up year-on-year in Q1FY17 (400 bps YoY) due to operational efficiencies**

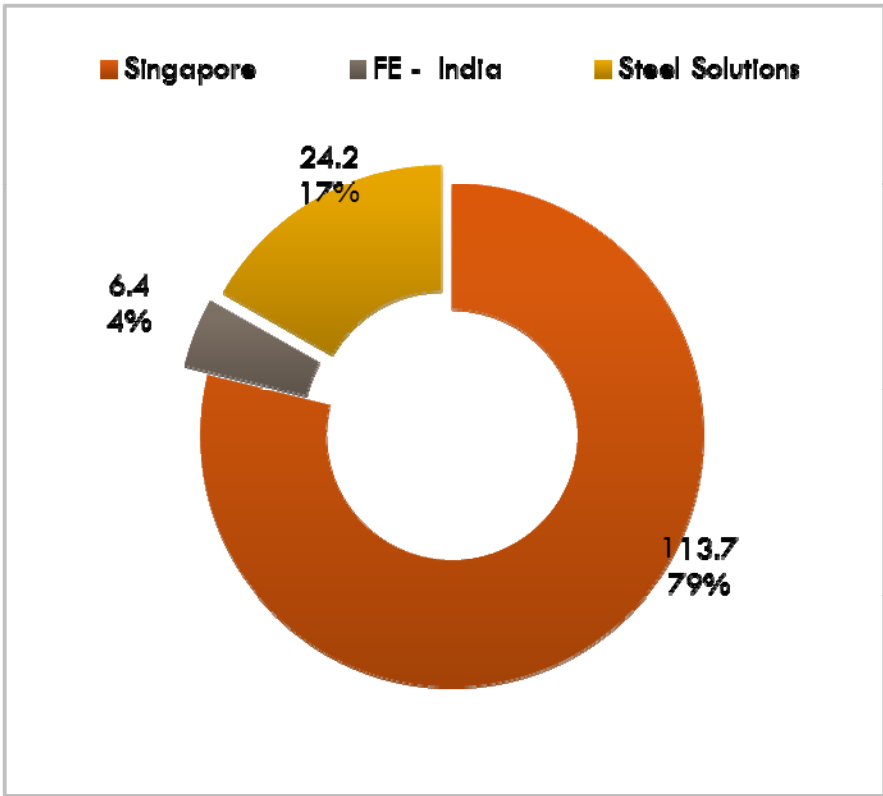


# Revenue break-up Q1FY17

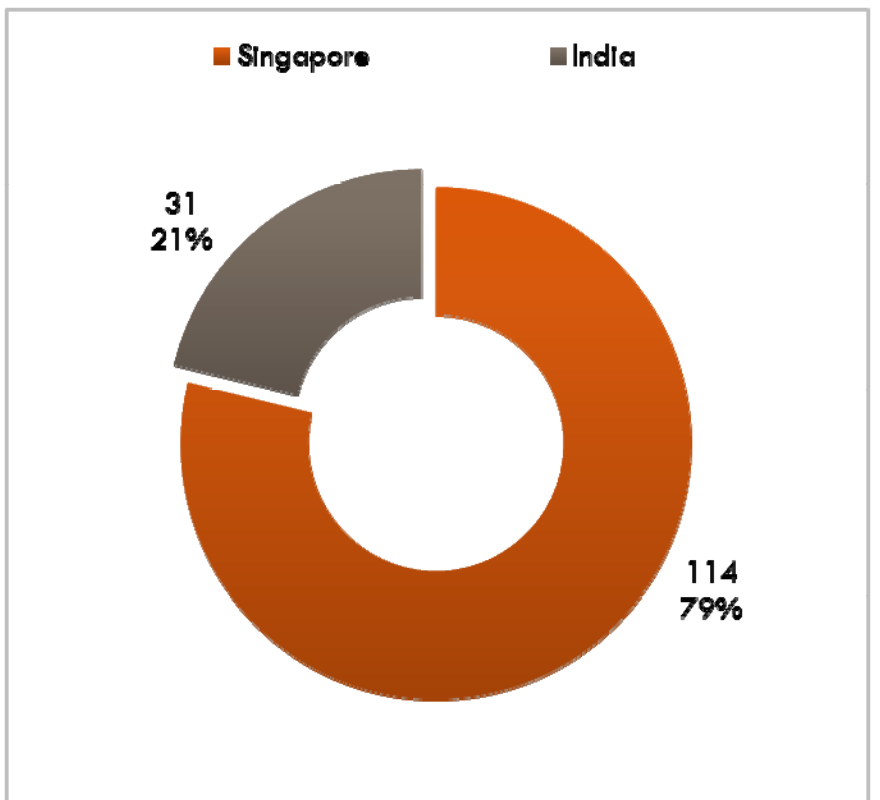


Rs Crores

### Business Segments



### Geography

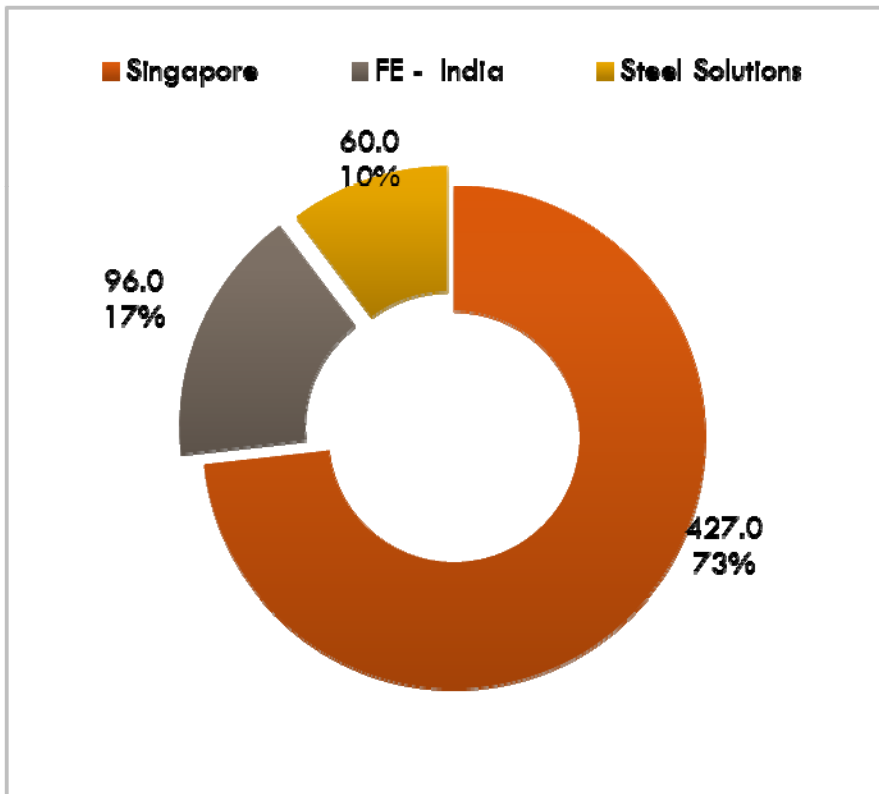


# Order backlog of Rs. 583 cr (30<sup>th</sup> June 2016)

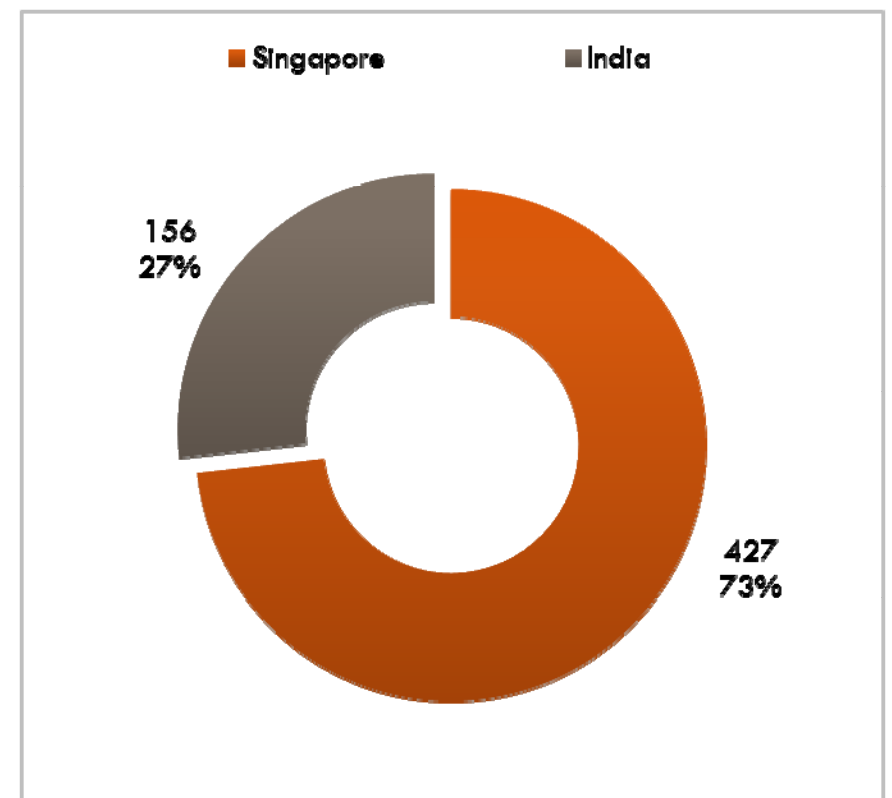


Rs Crores

### Business Segments



### Geography



# THANK YOU

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FOR FURTHER INFORMATION PLEASE CONTACT:  
Jagjit Padgaonkar - Head Finance & Investor Relations  
Email: [jagjit.padgaonkar@kridhan.com](mailto:jagjit.padgaonkar@kridhan.com)

