



Ref: SHEL/CS/SE/2016-17/Date: 04.04.2016

To,
**The Department of Corporate Services – Listing,
BSE Limited,**
Phiroze Jeecebhoy Towers,
Dalal Street,
Mumbai – 400 001,
Email id: corp.relations@bseindia.com

BSE CODE: 532711

NSE CODE: SUNILHITEC

Sub: - Updated Investor Presentation

Dear Sirs,

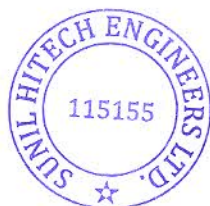
Please find enclosed herewith updated investor presentation of the company.

This is for your necessary information.

Thanking You.

Yours faithfully,
For **Sunil Hitech Engineers Limited**

Shrikant C. Rikhe
Company Secretary



Encl: As above.

Regional Off. (Central) :

Sunil Hitech Engineers Ltd.
97, East High Court Road,
Ramdaspath, Nagpur - 440010;
(M.S.) India.
CIN : L28920MH1998PLC115155

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6685200 (300 lines), Fax : 2562091
E-mail : info@sunilhitech.com;
cs@sunilhitech.com;
investor@sunilhitech.com
www.sunilhitech.com

Regd. Office :
6th Floor, C-Wing,
MET Educational Complex,
Gen. A.K. Vaidya Marg,
Bandra Reclamation,
Bandra (W), Mumbai - 400050

Sunilhitech

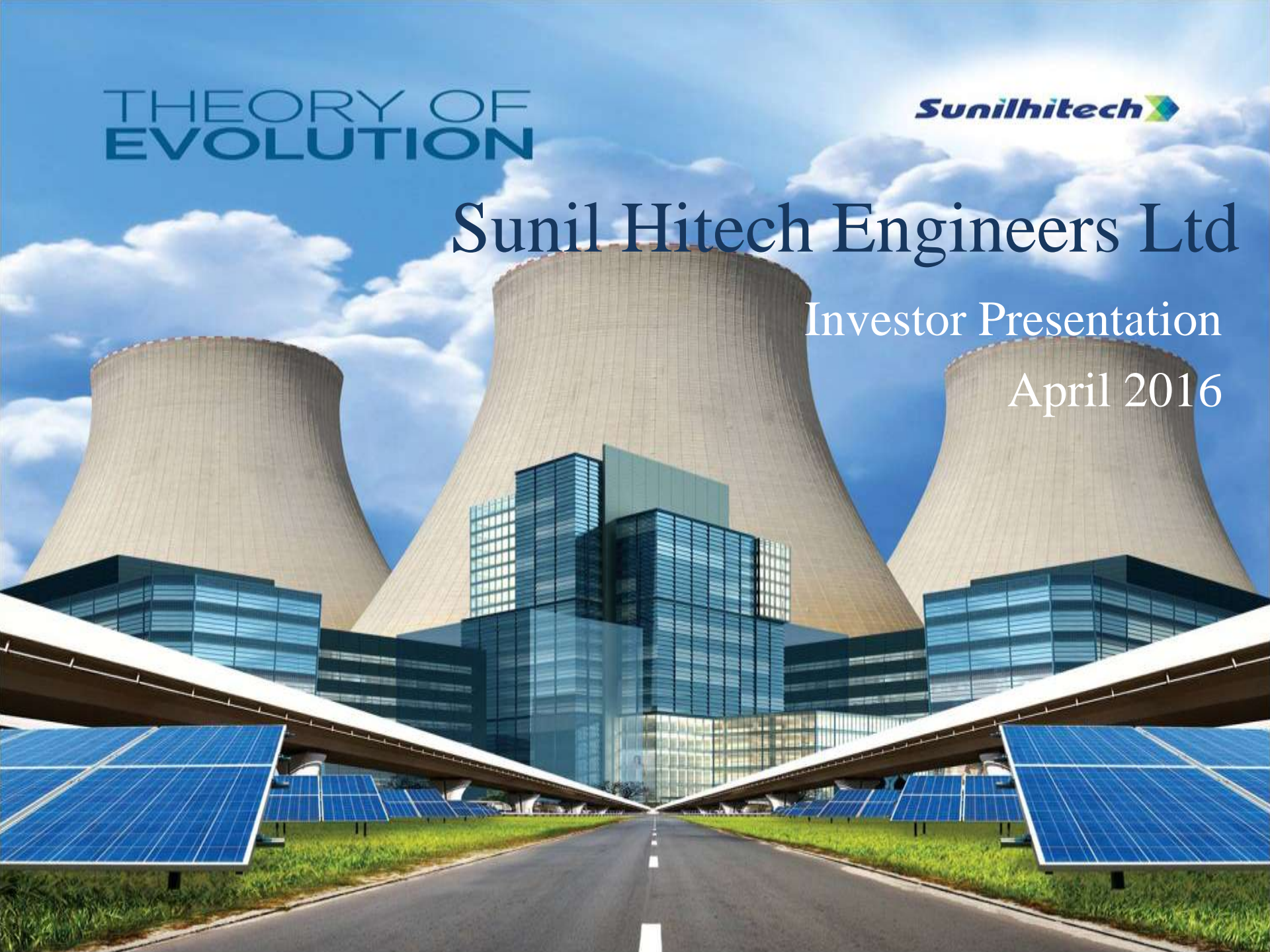
THEORY OF
EVOLUTION

Sunilhitech 

Sunil Hitech Engineers Ltd

Investor Presentation

April 2016



Safe Harbour

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Key Highlights & Result Update



Business Overview



Business Verticals & Clientele



Financials Highlights & Growth Drivers



Certifications & Awards

Key Highlights

- **Robust growth in financials**

- Revenue, EBITDA and PAT for Q3 FY16 grew by 17%, 37% and 42% respectively, y-o-y
 - EBITDA Margin for the quarter is at 10.2%; yoy improvement of 150 bps yoy
 - PAT margin came in at 2.6%; improvement of 40 bps yoy
- Revenue, EBITDA and PAT for 9m FY16 grew by 19%, 22% and 39% respectively, y-o-y
 - EBITDA Margin came in at 10.3% & PAT margin at 2.6%

- **Outstanding order book of Rs. 3,791 crores as of December 31, 2015**

- Won Orders worth Rs. 740 crores during the quarter
 - 2 Roads EPC projects aggregating to Rs. 474 crores
 - 1 Power related project worth Rs. 183 crores
 - 1 Buildings project worth Rs. 83 crores

Key Financial Highlights

Q
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17%



(YoY Growth)

Standalone Operating Revenue
Rs. 490.7 crores

37%



(YoY Growth)

Standalone EBITDA
Rs. 49.7 crores

42%



(YoY Growth)

Standalone PAT Rs. 12.8 crores

9
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19%



(YoY Growth)

Standalone Total Revenue
Rs. 1,329.5 crores

22%



(YoY Growth)

Standalone EBITDA
Rs. 136.5 crores

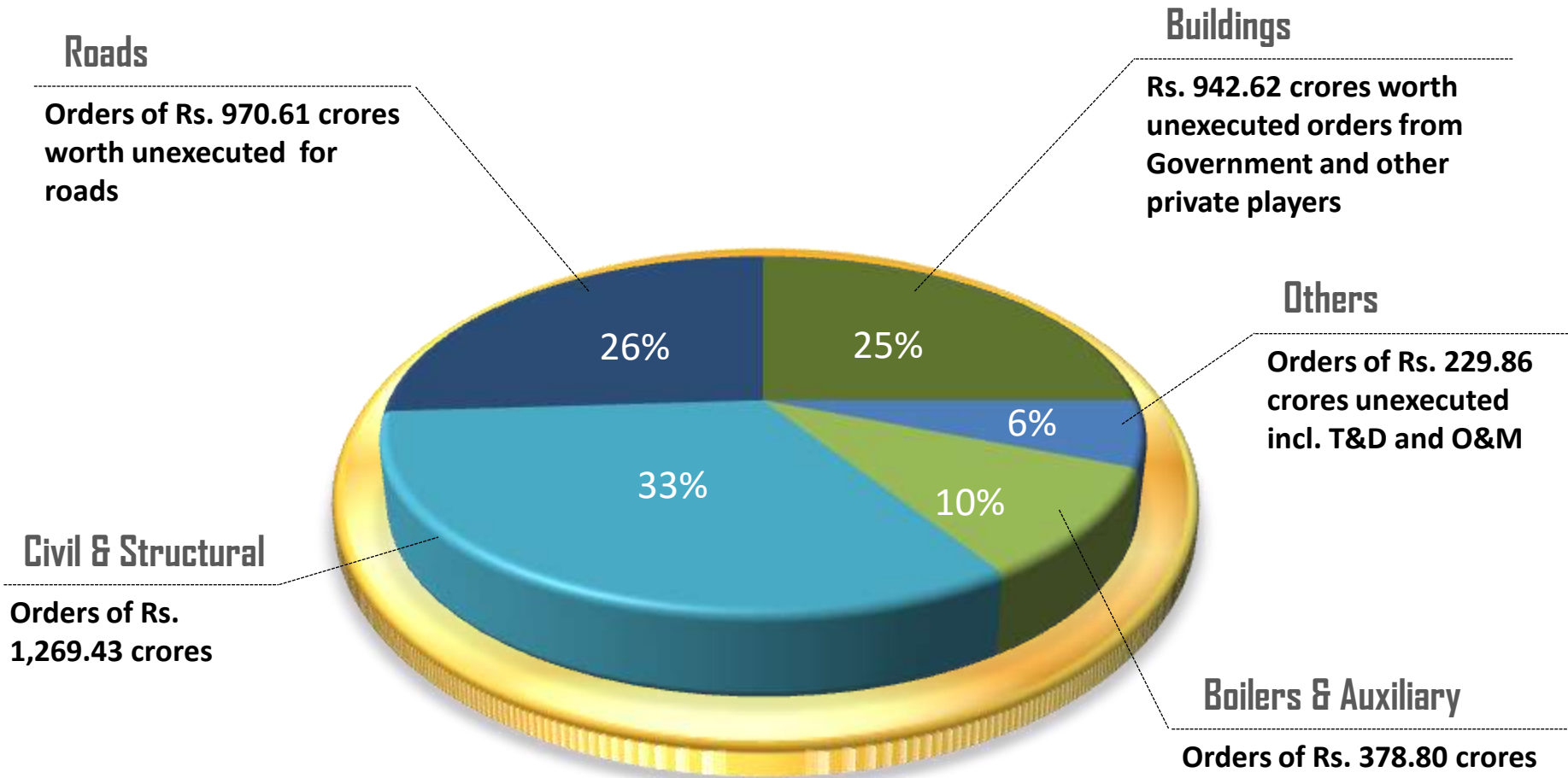
39%



(YoY Growth)

Standalone PAT
Rs. 34.4 crores

Order Book Breakup



Order Book as on December 31, 2015 is Rs. 3,791.32 crores

Order Book Highlights – Top 5 projects*

Key Projects under execution	Segments	Rs. Crores
MORTH, New Delhi – National Highway Interconnectivity Improvement Project (NHIIP) Bankura –Purulia Section	Roads	322
MORTH, New Delhi - Rehab. & upgrading of Sitamarhi-Jaynagar-Narahia of NH-104 (Bihar) - LOT-II	Roads	320
NTPC, Noida, Ash Dyke package for Kudgi STPS, Bijapur, Karnataka	Civil	183
NTPC, Noida, C.W. & Make up water system for Meja TPS, Alahabad, UP	Civil & Mech	175
BHEL, PSER, Kolkata – BTG Area Civil & Structural works for U-1&3 of 3x660MW, NTPC North Karanpura , Jharkhand	Civil & Mech	174
Total of Top 5 projects		1,174
Others Projects		2,617
Total Gross Order Book*		3,791
Top 5 projects as % to total order Book		31%

* - as on 31st December 2015

Standalone P&L Statement

Rs. Crores	Q3 FY16	Q3 FY15	YOY	9M FY16	9M FY15	YOY
Operating Revenue	488.0	417.2	17.0%	1,321.5	1,106.3	19.5%
Other Income	2.7	1.8		8.3	7.1	
Total Revenue	490.7	419.0	17.1%	1,329.8	1,113.4	19.4%
Raw Material	284.0	267.0		734.7	597.7	
Contract and Site Expenses	134.1	90.8		388.0	328.2	
Employee Cost	13.9	16.9		43.8	49.4	
Other Expenses	8.6	8.1		26.6	25.9	
EBITDA	49.7	36.2	37.3%	136.5	112.2	21.7%
EBITDA Margin	10.2%	8.7%		10.3%	10.1%	
Depreciation	8.4	6.4		23.2	18.8	
Interest	21.9	17.4		61.9	57.0	
PBT	19.4	12.4	58.2%	51.5	36.4	40.4%
Tax	6.6	3.3		17.1	11.9	
PAT	12.8	9.1	42.2%	34.4	24.7	39.3%
PAT Margin	2.6%	2.2%		2.6%	2.2%	



Key Highlights & Result Update



Business Overview



Business Verticals & Clientele

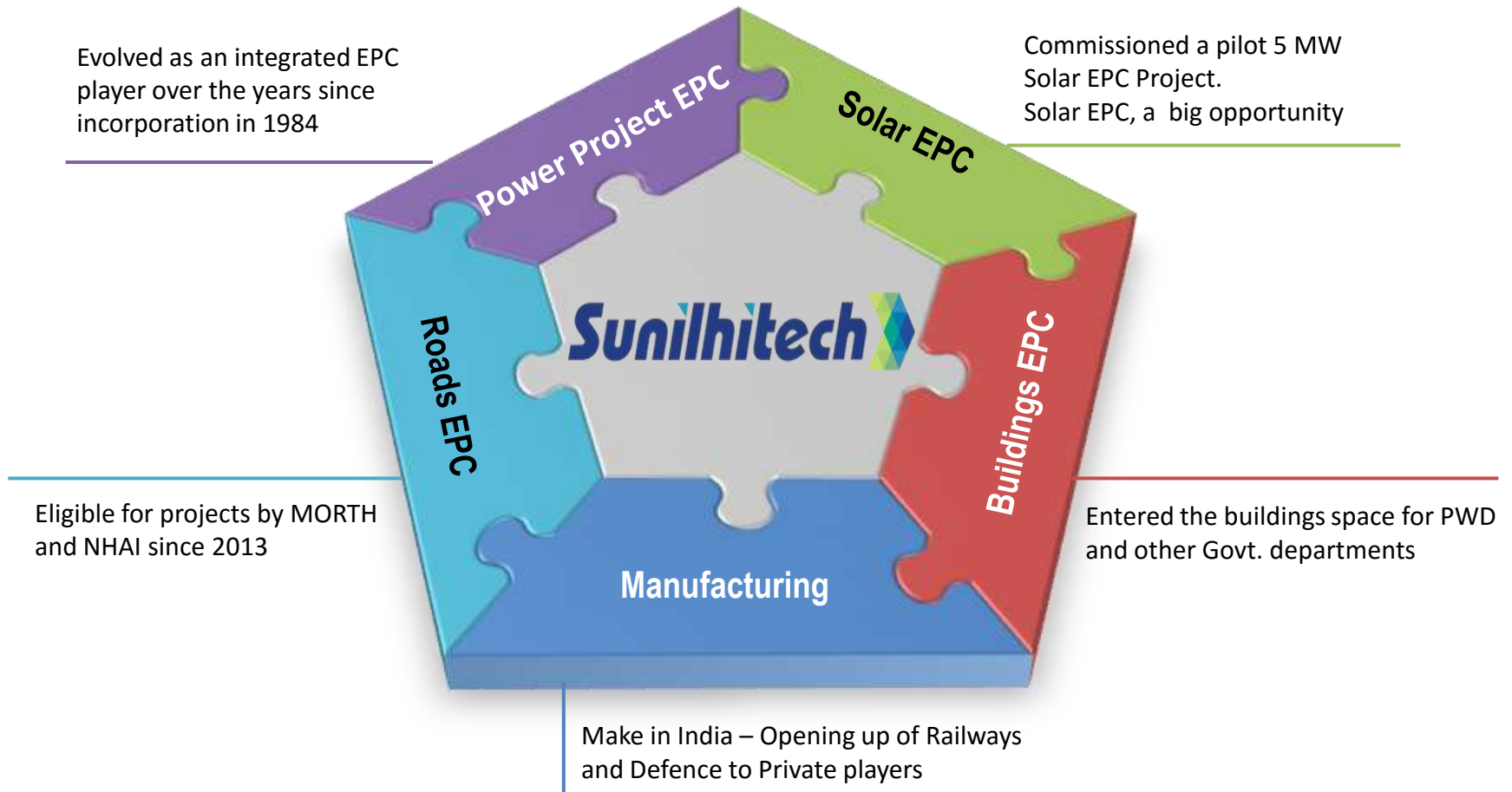


Financials Highlights & Growth Drivers



Certifications & Awards

Business Overview

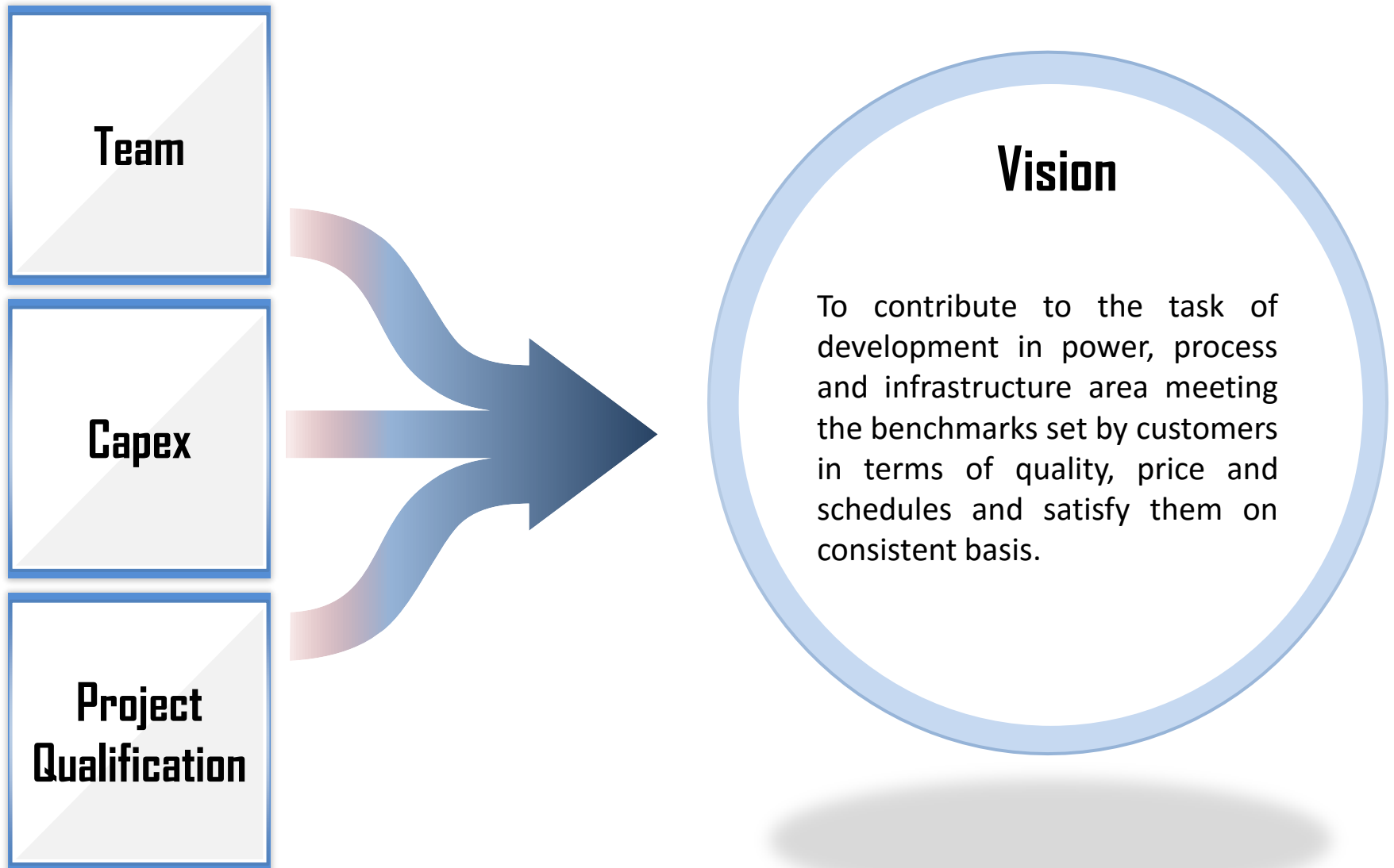


Evolution

Revenue *(Rs. Crores)	Year	Key Milestone
	1984	Mr. Ratnakar M Gutte started business under the name "Sunil Engineering Works"
1.64	1994	Initial 10 years struggle and then received the first major order from BHEL at Chandrapur of Rs. 2.4 crores
4.43	1996	Other major orders in MP and Rajasthan
10	1998	"Sunil Hitech Engineers Pvt Ltd" incorporated
36	2004	Major work order from NTPC of Rs. 34 crores
133	2006	Crossed Revenue of Rs. 100 crores, Listed on BSE & NSE with 9 times over subscription of IPO
320	2008	QIP of Rs. 81 crores in January 2008; Diversified in T&D segment & manufacturing through Seam Industries Ltd
617	2009	First of its kind Civil, Structural & Architectural Work Project from BHEL worth Rs. 235 crores
777	2010	First BOP job worth Rs. 487 crores; Civil & Structural job of 666 MW & 600 MW from L&T and Avantha Power worth Rs. 700 cr
977	2012	Erection of 800 MW Doosan Boiler
1,262	2013	Bagged first Buildings job from Bhandara, PWD - Punjab and Govindwal Jail worth Rs. 350 crores
1,584	2014	Foray into EPC Road business with orders worth Rs. 496 crores from WB, AP and Karnataka
1,854	2015	Commissioned the pilot 5 MW Solar Power EPC Project in a Wholly Owned Subsidiary for gaining EPC experience

* Consolidation 2008 onwards & includes Other income

Vision



Board of Directors



Ratnakar M Gutte
Chairman



Sunil R Gutte
Managing Director



Sudhamati Ratnakar Gutte
Whole Time Director



Vijay R Gutte
Director Finance & CFO



Anupam Dhiman
Director (Operations)



C. Venkataramana
Director



Sajid Ali
Independent Director



Dilip Y. Ghanekar
Independent Director



Parag Sakalika
Independent Director



S. S. Waghmare
Independent Director



Siddharth Ratilal Mehta
Independent Director



Anil Aurangabadkar
Independent Director

Strong Board with Diverse Industry Experience

Led by Experienced Team



Mr. Ratnakar M Gutte
Chairman



Mr. Sunil R Gutte
Managing Director

Mr. C. Venkataramana – Director

Over 34 years experience in infrastructure business as well as marketing including close to 14 years in various senior positions as Managing Director, CEO and Senior Vice President (Infra)

Mr. Anupam Dhiman – Director (Operations)

Over 33 years experience in infrastructure business as well as marketing including close to 10 years in the field of Infrastructure development, in several senior positions as VP, Senior VP & Deputy President

Mr. B.K. Singh – Executive Director (Operations)

A Graduate in Civil Engg. (1985) from IT BHU (now IIT BHU) Varanasi and has over 30 years of Experience in the field of Construction & Infra particularly in power blue chips such as NTPC, Tata Power & L&T Power

Mr. Harshad Hasabnis – Head, Corporate Finance

A second generation Chartered Accountant with over 35 years of experience in Finance and Banking



Key Highlights & Result Update



Business Overview



Business Verticals & Clientele



Financials Highlights & Growth Drivers



Certifications & Awards

Business Verticals

Sunil Hitech Engineers Limited

88% subsidiary

**Overhauling &
Maintenance**

Up to 800 MW

EPC Projects

Manufacturing

Power & Process Industries

**Power
Projects**

Upto 800 MW

**Roads &
Highways**

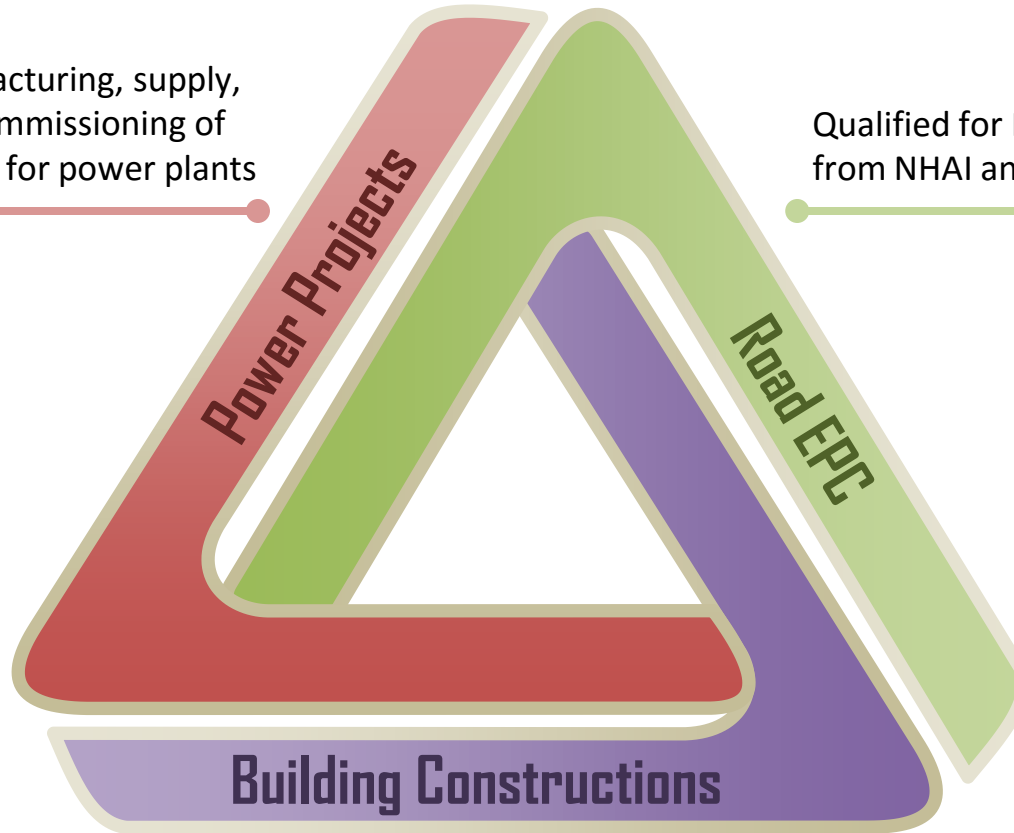
2 / 4 lane

Buildings

*Hospitals, National
Institutions, Govt.
Housing, etc*

Projects Business

Provides design, manufacturing, supply, erection, testing and commissioning of BOP & EPC assignments for power plants



Qualified for Road EPC projects from NHA and MORTH

Provides Building Constructions services for Hospitals, National Institutions, Government Housing residential, industrial, commercial buildings, hostels, industrial sheds etc

Power Projects

- Engaged in the BOP and EPC services for power plants
 - EPC / Turnkey projects upto 800MW
 - Balance of plant package like AHP, CHP, WTP
 - Raw water/LP piping system
 - Civil, Structural & Architectural Jobs for Power Plants
 - Erection of boilers, TG and auxiliaries
 - Renovation and modernisation of BTG
 - T&D projects
 - EHV Transmission Lines and Sub-stations up to 132 kV, 220 kV and 400 kV
 - Sub-transmission lines for 11 kV, 22 kV and 33 kV and Sub-stations up to 10 MVA rating
 - RAPDRP (Restructured Accelerated Power Development and Reforms Programme) projects
 - Overhauling, Operation and maintenance of power plants (O&M) upto 800 MW



Solar Power Projects

- Foraying into the sunrise solar power industry to Leverage decades of civil and mechanical engineering experience
- Commissioned 5 MW pilot project at Solapur to demonstrate EPC capabilities
 - Project undertaken in 100% subsidiary
 - Project awarded under the Jawaharlal Nehru National Solar Mission (JNNSM), Phase II, Batch I
 - Project will add Rs. 4.0 crores to EBITDA per annum
- Government is focusing to add 100,000 MW of Solar Power Projects by 2022



Huge opportunity for Solar Power EPC projects

New Opportunities

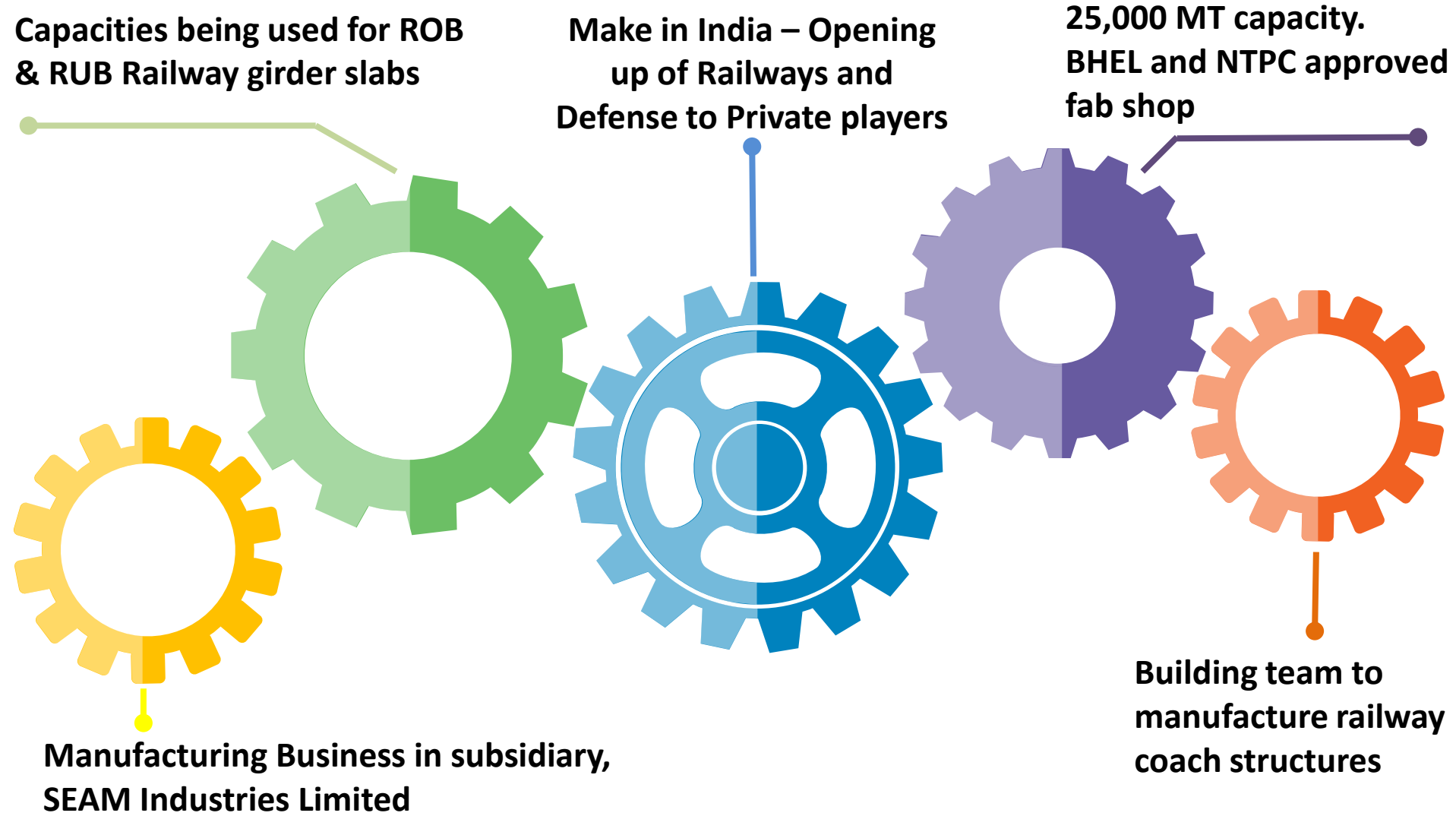
Road Projects

- Focus on EPC projects from State, NHAI & MORTH
 - Backed by Multi-lateral funding agencies like ADB, World Bank etc
 - Developing Strategy to bid for Annuity Projects
- More than 500 lane kms under execution in states of Karnataka, West Bengal, Andhra Pradesh and Karnataka
- Qualified to bid for NHAI BOT & Annuity projects upto Rs. 900 crores single jobs

Buildings Projects

- Focus on Institutional Buildings like IITs, IIMs, AIIMS, Hospitals, Colleges, Hostels, Administration Building etc
- Successfully executed projects worth Rs. 150 crores in last 2 years
- Qualified for upto Rs 250 crores and more for single project
 - Lower competition entails higher margins

Foray in Railway & Defence



Clientele





Key Highlights & Result Update



Business Overview



Business Verticals & Clientele



Financials Highlights & Growth Drivers



Certifications & Awards

Annual Profit & Loss

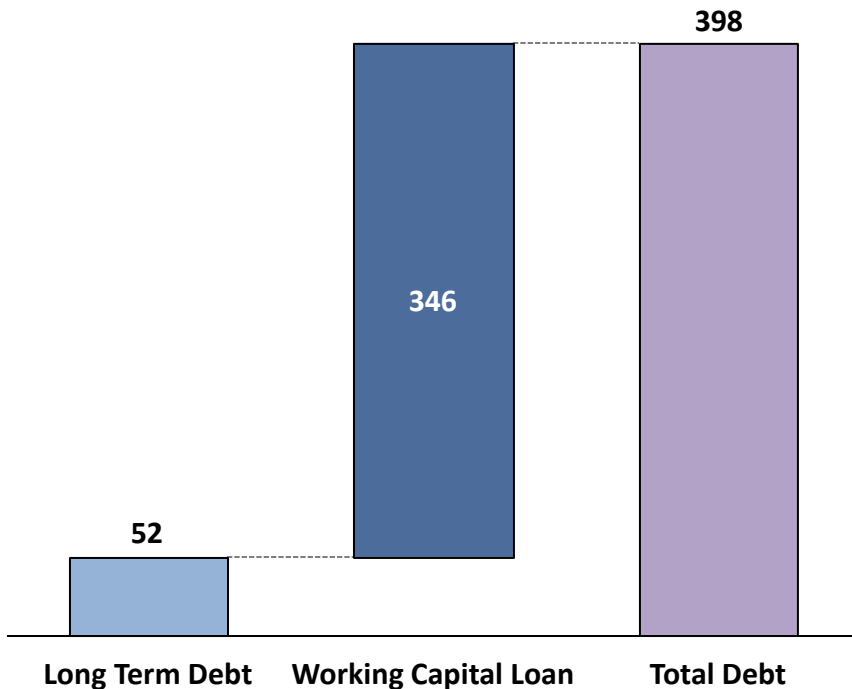
Rs. Crores	Standalone			Consolidated		
	FY15	FY14	YOY	FY15	FY14	YOY
Operating Revenue	1,649.0	1,432.2	15%	1,836.5	1,574.6	17%
Other Income	16.3	9.9		17.7	9.8	
Total Revenue	1,665.3	1,442.1	15%	1,854.2	1,584.4	17%
Raw Material	940.1	861.9		940.1	929.5	
Contract and Site Expenses	465.8	324.5		605.6	362.8	
Employee Cost	63.9	65.9		75.7	76.1	
Other Expenses	35.9	48.0		43.1	53.4	
EBITDA	159.6	141.8	13%	189.7	162.6	17%
EBITDA Margin	9.6%	9.8%		10.2%	10.3%	
Depreciation	25.9	24.4		30.8	28.3	
Interest	77.9	77.0		89.4	86.2	
PBT	55.8	40.5		69.5	48.1	
Tax	18.9	15.5		23.7	18.4	
PAT	36.9	25.0	48%	45.8	29.7	54%
Add / (Less): Share in profit / (loss) of Associate	-	-		8.0	0.0	
Less: Minority Interest	-	-		0.6	0.5	
PAT after Ass. Income & Minority Interest	36.9	25.0	48%	53.3	29.2	82%
PAT Margin	2.2%	1.7%		2.9%	1.9%	

Balance Sheet

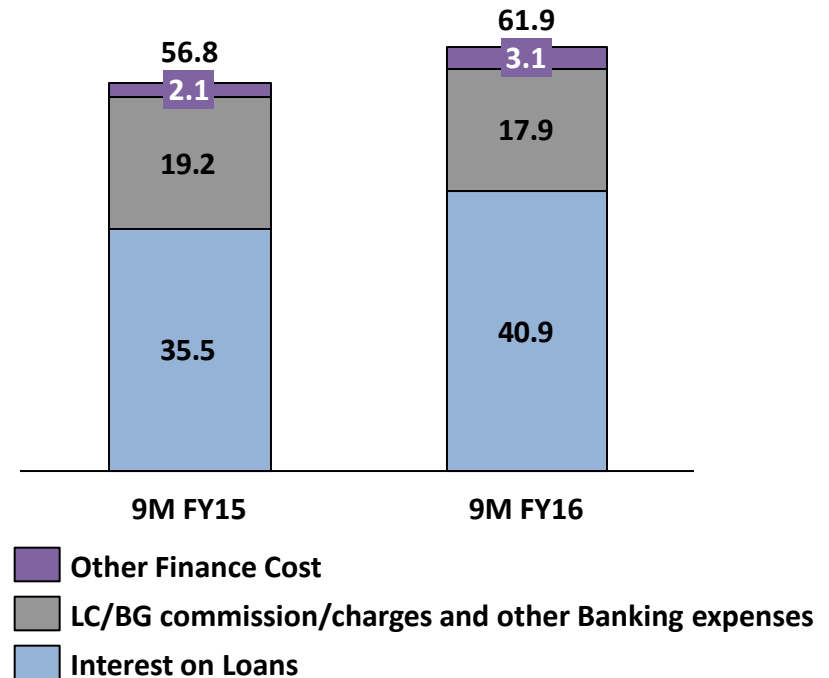
Rs. Crores	Standalone		Consolidated	
	Sep-15	Mar-15	Sep-15	Mar-15
Shareholders Fund	390.1	364.1	440.9	411.2
Share Capital	17.1	15.3	17.1	15.3
Reserves & Surplus	372.7	342.7	423.5	389.7
Money received against share warrants	0.3	6.2	0.3	6.2
Share Application Money Pending Allotment	0.0	0.0	0.0	0.0
Minority Interest	0.0	0.0	14.0	13.8
Total Non Current Liabilities	176.7	160.4	249.4	223.3
Long Term Borrowings	60.9	43.6	125.3	99.1
Other Long Term Liabilities	115.8	116.8	124.1	124.2
Total Current Liabilities	900.2	876.1	1038.9	987.1
Short Term Borrowings	345.4	336.3	391.9	374.6
Trade Payables	430.8	414.5	486.5	438.3
Other Current Liabilities	123.9	125.3	160.5	174.2
TOTAL EQUITY & LIABILITIES	1,466.9	1,400.6	1,743.2	1,635.4
Total Non Current Assets	283.6	278.9	382.0	386.4
Fixed Assets (incl. CWIP & Goodwill on consolidation)	141.0	142.2	254.6	260.0
Non-Current Investments	50.0	50.0	44.4	44.4
Long Term loans & Advances	34.6	33.6	24.8	28.8
Other Non Current Assets	58.1	53.1	58.1	53.2
Total Current Assets	1183.3	1121.7	1361.3	1249.0
Inventories	207.0	174.8	256.4	217.8
Trade Receivables	422.6	380.0	499.7	430.2
Cash & Cash Equivalents	85.1	89.9	94.8	100.5
Short Term loans & Advances	160.5	180.8	183.9	189.4
Other Current Assets	308.1	296.3	326.5	311.2
TOTAL ASSETS	1,466.9	1,400.6	1,743.2	1,635.4

Standalone Debt & Interest Profile

Total Debt As on December 2015
Rs. 398 Crores



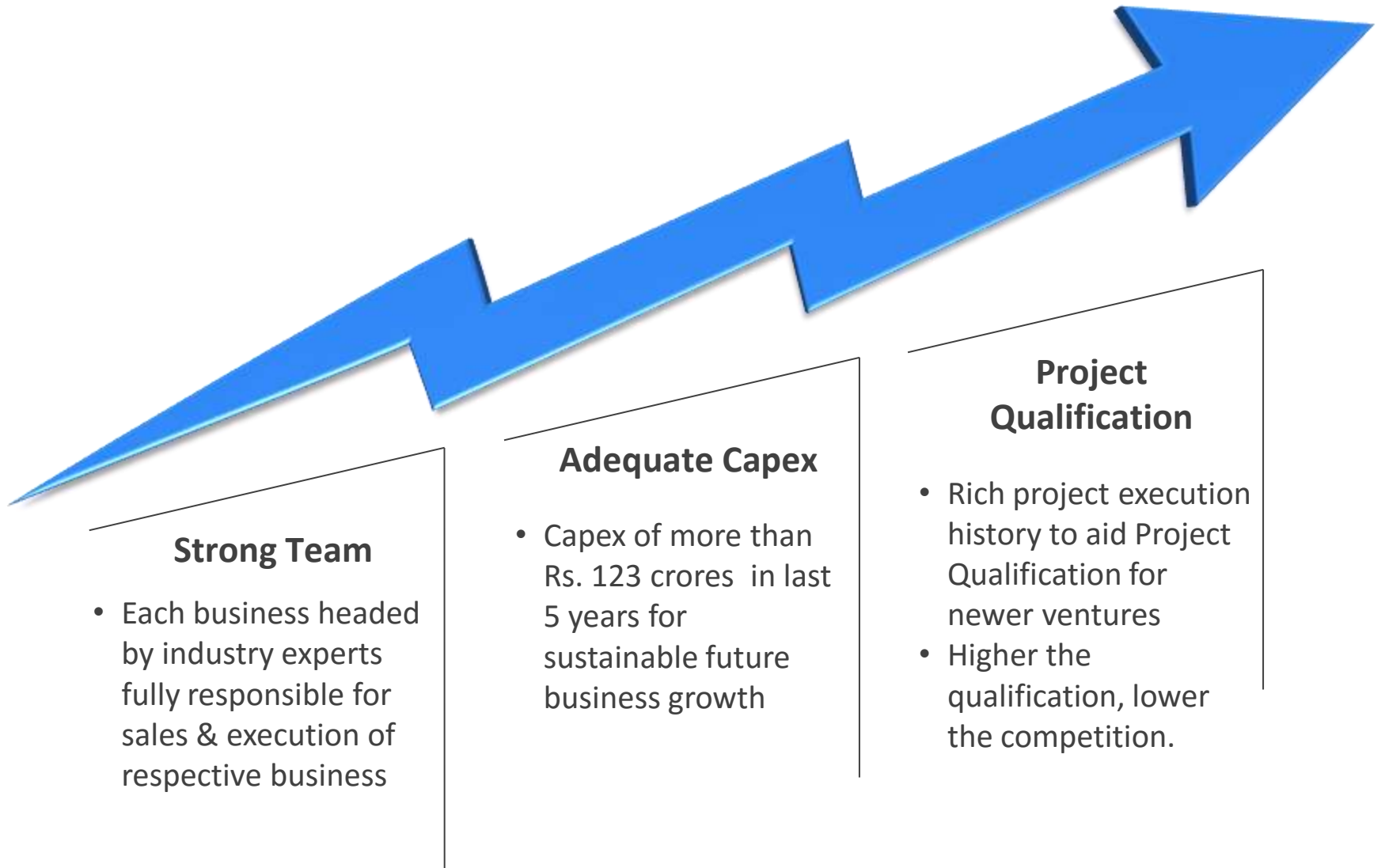
Finance Cost Break-up



Strong credit rating of CARE A- from BBB+ for Long Term

* LC & BG outstanding as on 31st Dec 2015 is Rs. 288 crores & Rs. 687 crores respectively

Growth Drivers





Key Highlights & Result Update



Business Overview



Business Verticals & Clientele



Financials Highlights & Growth Drivers



Certifications & Awards

Certifications

ISO 9001 : 2008



DET NORSKE VERITAS
MANAGEMENT SYSTEM CERTIFICATE

Certificate No. D000-2006-AQ-IND-004 Rev. 00

This is to certify that

SUNIL HI TECH ENGINEERS LTD.

97, East High Court Road, Karolbagh, Nagpur - 481010, INDIA

has been found to conform to the Quality Management System Standard

ISO 9001:2008

This certificate is valid for the following scope:

CIVIL, MECHANICAL, FABRICATION / ERECTION / REPAIR / MAINTENANCE AND ELECTRICAL WORKS PERTAINING TO ENERGY / POWER SECTOR AND OTHER INFRASTRUCTURAL PROJECTS

Initial Certification date: 20 March 2009

This Certificate is valid until: 27 March 2013

The scope has been performed under the supervision of: **Pravin Mehta** (DNV Auditor)

How and when to issue: Certified: 20 March 2013 for the Accredited Unit: DNV Business Assurance (India) Private Ltd. 100 021400-000




Pravin Mehta
Management Representative

DNV is a member of the DNV Group, a global organization of independent member companies, which together with DNV Group, form the DNV Group. DNV Group is a global organization of independent member companies, which together with DNV Group, form the DNV Group.

OHSAS 18001 : 2007



DNV BUSINESS ASSURANCE
MANAGEMENT SYSTEM CERTIFICATE

Certificate No. 2005-2008-054-IND-004 Rev. 00

This is to certify that

SUNIL HI TECH ENGINEERS LIMITED

97, East High Court Road, Karolbagh, Nagpur - 481010, INDIA

has been found to conform to the Occupational Health and Safety Management System Standard

OHSAS 18001:2007

This certificate is valid for the following scope:

CIVIL, MECHANICAL, FABRICATION / ERECTION / REPAIR / MAINTENANCE & ELECTRICAL WORKS PERTAINING TO ENERGY / POWER SECTOR AND OTHER INFRASTRUCTURAL PROJECTS

Initial Certification date: 20 April 2008

This Certificate is valid until: 20 April 2011

The scope has been performed under the supervision of: **Pravin Mehta** (DNV Auditor)

How and when to issue: Certified: 22 May 2008 for the Accredited Unit: DNV Business Assurance (India) Private Ltd. 100 021400




Pravin Mehta
Management Representative

DNV is a member of the DNV Group, a global organization of independent member companies, which together with DNV Group, form the DNV Group. DNV Group is a global organization of independent member companies, which together with DNV Group, form the DNV Group.

Awards

2015

Best Safety performance award (Momento) and "Excellence in Safety" certificate from NTPC

2014

Certificate of Safety Performance from Adani Power Limited

2013

Certificate of Safety Performance Excellence with award from Jindal Power Limited

2012

Certificate of Appreciation on achievement of 2.5 lacs man-hours without any lost time accident at Gail India Ltd, PATA-U.P site from GAIL Ltd.

2011

Certificate of Recognition On achievement of 10 mn safe man-hours without any lost time accident at Tata Project Ltd, Bhusawal, Maharashtra site

Awards



Amongst “India’s Top Challengers” at 13th Annual Construction World Global Awards

Awards conferred to Chairman

'Marathwada Bhushan Mitra Gaurav Award' by Chief Minister Honorable Mr.Prithviraj Chavan

'Great Achiever of Industrial Excellence Award' – Received from Indian Organisation of Commerce and Industry

'Life Time Udyog Achievement Award' – Received From Economic Growth Society of India

'Excellence Award' – Received From Global Organization

'NCCL Award' – For Outstanding Performance in Industry & Business Sector, Received from Nagpur Chamber of Commerce

For further information, please contact:

Company :

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CIN: L28920MH1998PLC115155

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Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

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