

#### CIN: L99999MH1949PLC007039

February 12, 2025

To, **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

**The National Stock Exchange of India Limited** Exchange Plaza, Bandra - Kurla Complex, Mumbai - 400 051

Company Code No. 531120

**Company Code: PATELENG** 

Dear Sir/Mam,

#### Subject: Submission of Investor/ Analysts Presentation

Please find enclosed herewith the Investor/ Analysts presentation on the Financial Results of Patel Engineering Limited for the quarter and nine months ended December 31, 2024.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

The same is also being made available on the Company's website www.pateleng.com

You are requested to take the same in your records.

Thanking you,

Yours truly,

For Patel Engineering Ltd.

Shobha Shetty Company Secretary Membership No. F10047

Encl: As above



**Determined to Deliver** 



**INVESTOR PRESENTATION | Q3 FY25** 



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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.



Company Overview



### Integrated infrastructure and construction services conglomerate

Patel Engineering Limited, founded in 1949 and headquartered in Mumbai, is a prominent player in the civil engineering construction segment. With over seven decades of experience, the company has successfully constructed various heavy civil engineering works such as dams, bridges, tunnels, roads, piling works, and industrial structures

The company has completed over 250 projects and possesses unparalleled capabilities in technology-intensive areas such as hydro, tunnelling, irrigation, water supply, urban infrastructure, and transport

Patel Engineering Limited commands a robust position in the hydro power and tunneling segments and has played a vital role in some of India's most prestigious and strategically significant projects





# Vision

Deliver comprehensive and effective solutions to clients through our profound experience and technological prowess, while continuously creating opportunities and value for stake-holders and society.

### Vision & Mission

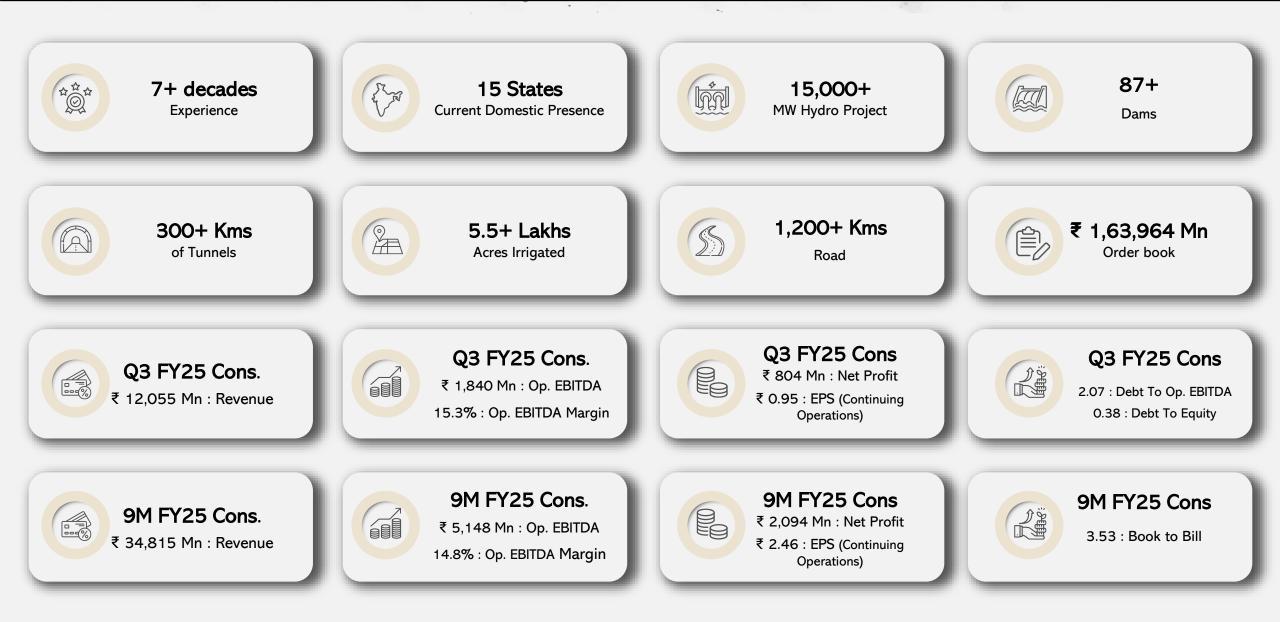


### **G** Mission

To be the pioneers in the industry and a marketdriven organization known for its commitment towards excellence, quality, performance and reliability.

### **Key Facts and Figures**





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### **Market Potential & Opportunities**



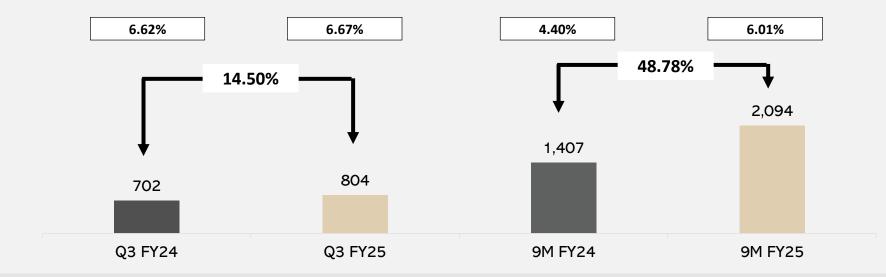


## Q3 & 9M FY25 Financial Highlights



#### Operating Revenue (₹ in Mn) Op. EBITDA (₹ in Mn) & Op. EBITDA (in %) 13.39% 15.26% 14.14% 14.79% 5,148 34,815 4,527 32,009 1,840 12,055 1,421 10,610 Q3 FY24 Q3 FY25 Q3 FY24 9M FY24 9M FY25 Q3 FY25 9M FY24 9M FY25

#### Net Profit (₹ in Mn) & Net Profit Margin (in %)



9

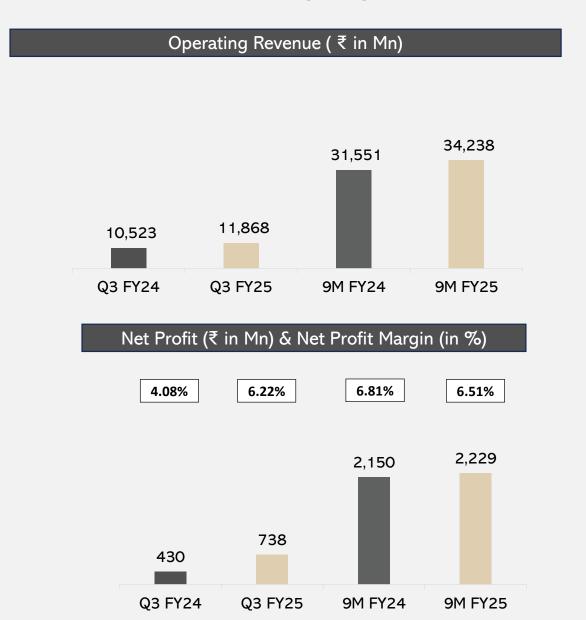
### Q3 & 9M FY25 Consolidated Results Highlights



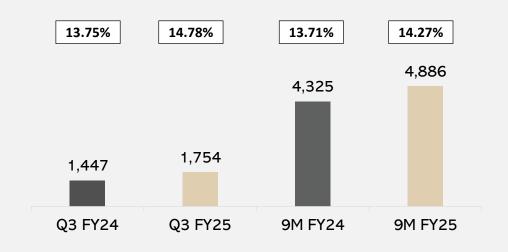
ln ₹ Mn

Particulars (₹ in Mn)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Ү-о-Ү	FY24
Total Revenue from Operations	12,055.16	10,610.05	13.62%	34,815.00	32,009.29	8.77%	45,441.08
Cost of Material Consumed	2,121.11	1,614.30		6,059.25	5,571.96		9,051.25
Cost of Construction	6,478.95	5,969.15		18,637.11	17,752.80		23,868.43
Employee Expenses	906.02	894.52		2,735.16	2,707.84		3,540.36
Other Expenses	709.11	711.20		2,235.00	1,449.51		2,078.10
Operating EBITDA	1,839.97	1,420.88	29.50%	5,148.48	4,527.18	13.72%	6,902.94
Operating EBITDA Margin (%)	15.26%	13.39%		14.79%	14.14%		15.19%
Other Income	595.67	151.14		1,408.41	577.21		889.08
Depreciation	242.12	231.16		738.42	685.85		976.14
EBIT	2,193.52	1,340.86	63.59%	5,818.47	4,418.54	31.68%	6,815.88
EBIT Margin (%)	18.20%	12.64%		16.71%	13.80%		15.00%
Finance Cost	801.66	889.15		2,435.71	2,690.07		3,620.94
Exceptional Items (Profit) / Loss	497.09	(369.10)		644.71	(421.72)		(856.18)
Profit before Tax	894.77	820.81	9.01%	2,738.05	2,150.19	27.34%	4,051.12
Share in profit/(loss) in associates	12.88	2.43		82.35	11.99		6.09
Тах	92.48	134.94		723.53	543.54		1,035.11
Profit After Tax	815.17	688.30	18.43%	2,096.87	1,618.64	29.55%	3,022.10
Other Comprehensive Income	6.49	11.19		30.65	(37.68)		(56.90)
Non Controlling Interest	17.37	(2.94)		33.79	53.94		204.47
Net Profit from Continuing Operations	804.29	702.43	14.50%	2,093.73	1,527.02	37.11%	2,760.73
Net Profit from Continuing Operations Margin	6.67%	6.62%		6.01%	4.77%		6.08%
Net Profit/(Loss) from Discontinued Operations	0.00	0.00		0.00	(119.73)		(119.73)
Net Profit for Owners of Parent	804.29	702.43	14.50%	2,093.73	1,407.29	48.78%	2,641.00
Basic EPS	0.95	0.89		2.46	2.02		3.64

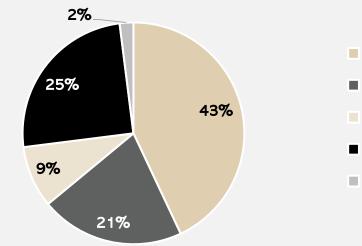
### Standalone Results Highlights



#### Op. EBITDA (₹ in Mn) & Op. EBITDA Margin (in %)



#### Q3 FY25 Revenue Breakup

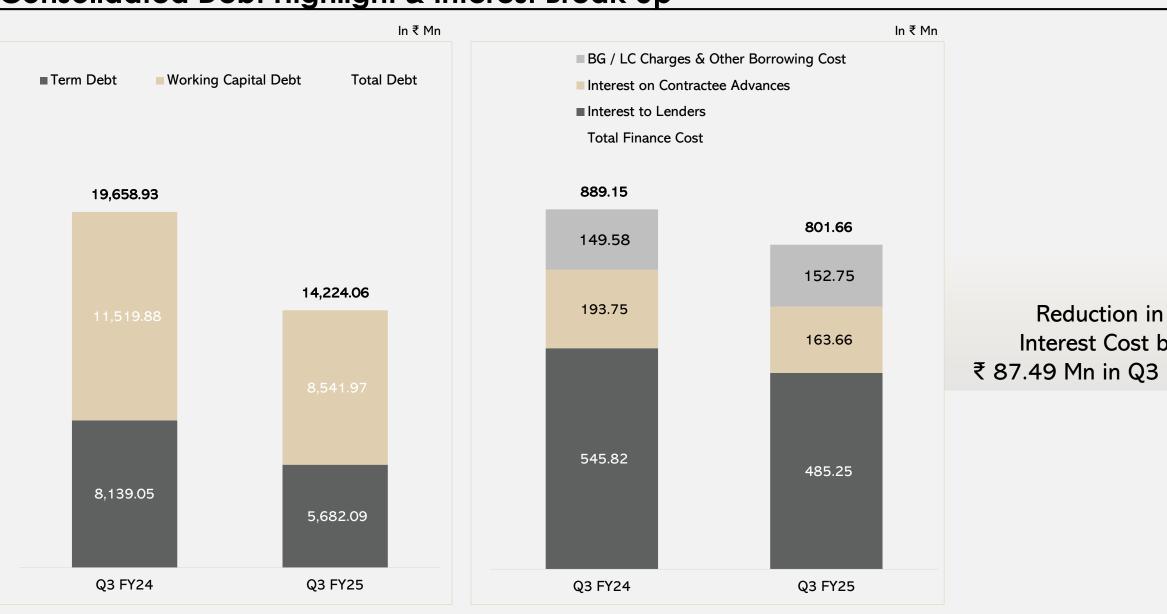


Hydro
Irrigation
Tunneling
Roads
Others



Particulars (₹ in Mn)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y	FY24
Total Revenue from Operations	11,868.41	10,523.09	12.78%	34,238.33	31,551.18	8.52%	44,120.39
Cost of Material Consumed	2,120.77	1,614.30		6,058.91	5,570.79		9,050.09
Cost of Construction	6,386.69	5,893.87		18,366.16	17,550.06		23,375.48
Employee Expenses	905.20	892.48		2,731.48	2,701.30		3,531.82
Other Expenses	701.67	675.04		2,195.43	1,403.74		1,961.94
Operating EBITDA	1,754.08	1,447.40	21.19%	4,886.34	4,325.28	12.97%	6,201.06
<b>Operating EBITDA Margin (%)</b>	14.78%	13.75%		14.27%	13.71%		14.05%
Other Income	636.41	211.28		1,855.10	749.61		1,089.89
Depreciation	240.77	229.66		734.40	682.42		971.30
EBIT	2,149.72	1,429.02	50.43%	6,007.04	4,392.47	36.76%	6,319.65
EBIT Margin (%)	18.11%	13.58%		17.54%	13.92%		14.32%
Finance Cost	794.32	878.53		2,426.92	2,647.18		3,567.88
Exceptional Items (Profit) / Loss	535.04	(11.79)		682.66	(930.95)		(1,034.28)
Profit before Tax	820.36	562.28	45.90%	2,897.47	2,676.25	8.27%	3,786.05
Profit before Tax(%)	6.91%	5.34%		8.46%	8.48%		8.58%
Тах	84.87	136.35		666.55	516.30		930.09
Profit After Tax	735.49	425.93	72.68%	2,230.92	2,159.95	3.29%	2,855.96
Other Comprehensive Income	2.60	3.82		(2.04)	(9.98)		25.84
Net Profit After OCI	738.09	429.75	71.75%	2,228.88	2,149.97	3.67%	2,881.80
Net Profit Margin (%)	6.22%	4.08%		6.51%	6.81%		6.53%
Basic EPS	0.88	0.55		2.66	2.79		3.69

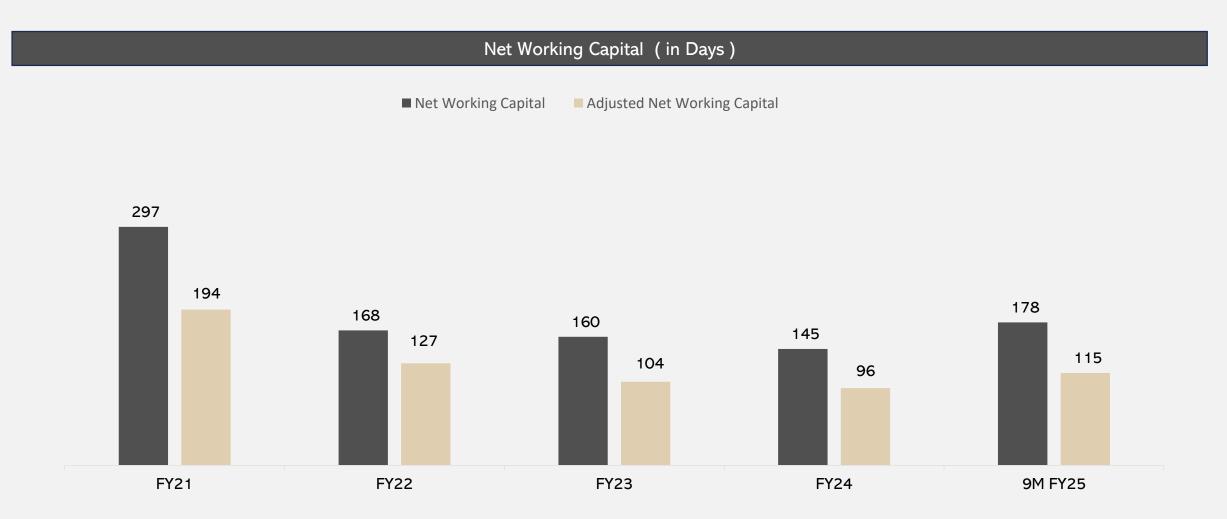
### **Consolidated Debt Highlight & Interest Break Up**



Interest Cost by ₹ 87.49 Mn in Q3 FY25.



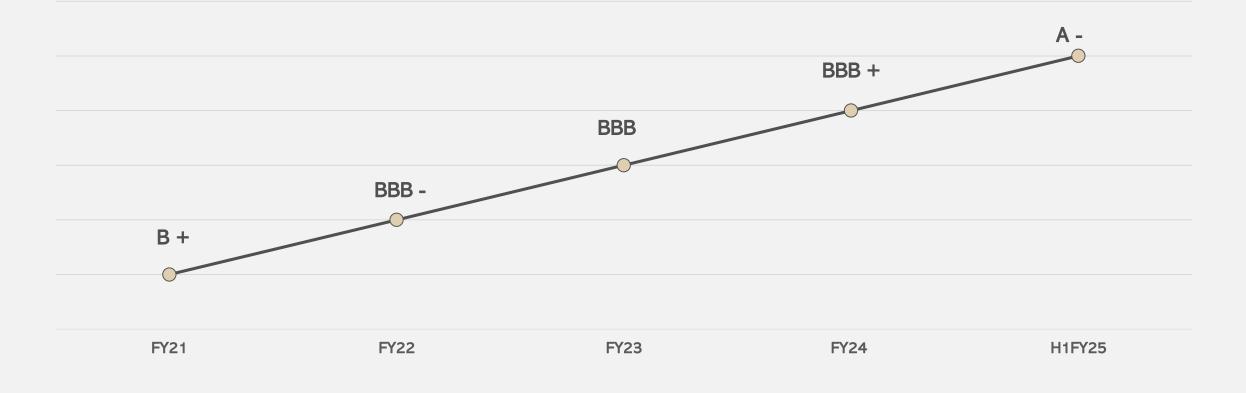




Adjusted Net Working Capital excludes borrowings, arbitration claims, current investment, cash and bank balance and stock of land.



Current Rating	A-
Outlook	Stable
Last Review	07 June, 2024



Q3 & 9M FY25 Operational Highlights

### Permanent Integrated Coy Level Building (PIB): Substantial Completion





#### Project Details:

- The project was a Pilot Project constructed with special features and was conceptually designed with a vision and features to achieve a net zero habitat.
- It was built to improve the quality of life of the soldiers who are posted in extreme locations.
- $\circ$  PIB aims to achieve desired temperature of 22 degree C  $\pm$  2 degree C while outside temperature is -35 degree C.

#### Highlights:

- The Project has been substantially completed in December 2024.
- The final stage of testing and commissioning is pending which is expected to take place shortly.

### Tunnel T-15 and Part Tunnel T-14 Project Update:





#### **Project Details**:

- This 13km tunnel project forms an integral part of the Udhampur-Srinagar-Baramulla Rail Link (USBRL), which aims to improve rail connectivity in the Kashmir Valley.
- The project has a main tunnel and an escape tunnel, along with substructure works for Bridge No. 61.

#### **Highlights:**

- Successful completion of the 2nd stage concreting works for the entire project.
- Indian Railways conducted a successful trial run from Sangaldan to Reasi at 110 km/hr, passing through T-15 tunnel and also Tunnel T-14.

### Kwar Hydropower Project Update:





#### **Project Details:**

- The Kwar Hydroelectric Project (Lot-1) is located in Jammu and Kashmir which will generate 540 MW (4 x 135 MW) of power harnessing the flow of the Chenab River.
- The project includes a 109 m high concrete gravity dam, underground powerhouse, and 2 tail race tunnels (9.5 m dia, 2786 m and 2963 m long)

#### Highlights:

The commencement of dam concreting for Kwar
 Hydroelectric Project marks a major milestone, and it was
 inaugurated by NHPC CMD Shri R. K. Chaudhary, CVPPL
 MD Shri Ramesh Mukhiya, and KWAR HEP HOP Shri S. K.
 Giri.

### Parnai Hydroelectric Project (PHEP)





#### **Project Overview:**

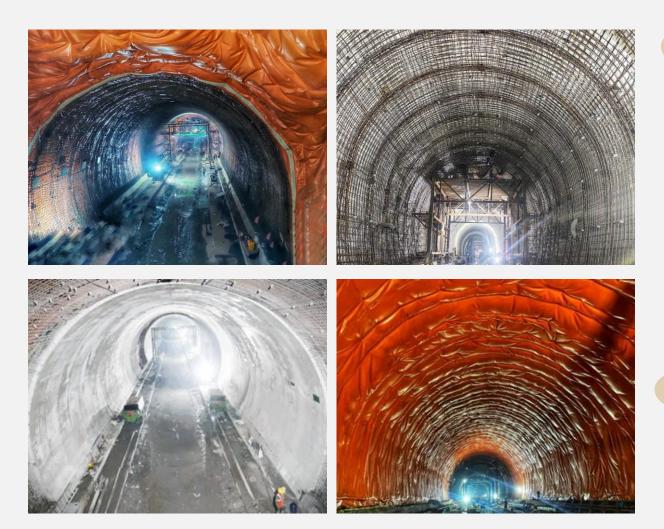
- Located on the Suran River in Poonch, Jammu & Kashmir, at an elevation of 5092 feet, the Parnai Hydroelectric Project has a power generation capacity of 37.5 MW
- The project is designed to ensure energy self-reliance for the region while also enhancing irrigation facilities in the Mendhar area, boosting agriculture and local development

#### Highlights:

- Completion of the Barrage Civil Works and Bridge at Parnai Hydroelectric Project.
- Completion of the RCC frame structure of the Power
   House Service Bay at Parnai Hydroelectric Project

### **Tunnel T-7 Project Update**





#### **Project Details:**

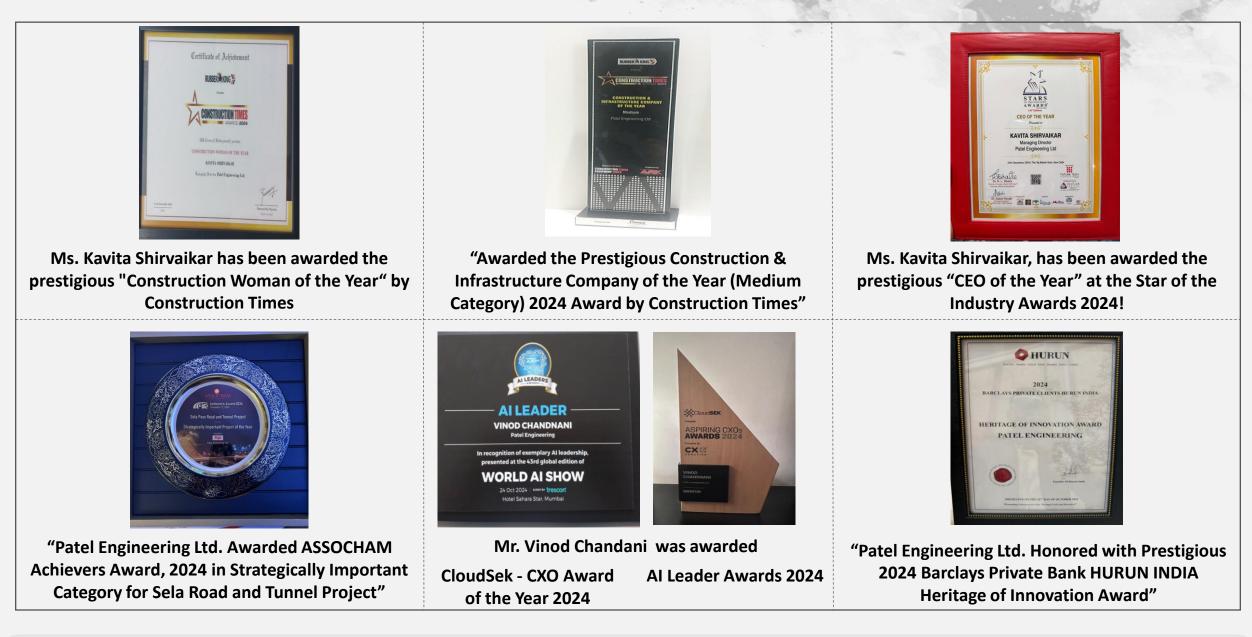
- The Tunnel T-7 project is a part of Indian Railways' broad gauge network, enhancing connectivity between West Bengal and Sikkim.
- The design incorporates advanced engineering solutions, including strategically placed cross passages and varying tunnel diameters for the main, access, and station tunnels to ensure safety and efficiency.

#### Highlights:

 Successful completion of the first kilometer of overt lining works, out of a total of 3 kilometers for the project.

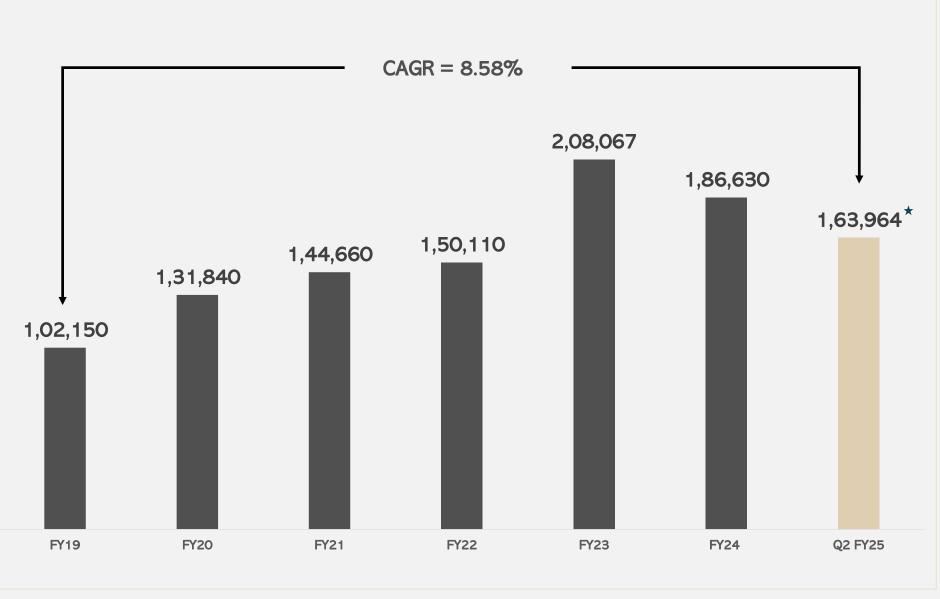
### Q3 FY25 Awards & Recognitions





## Order Book Highlights

In ₹ Mn



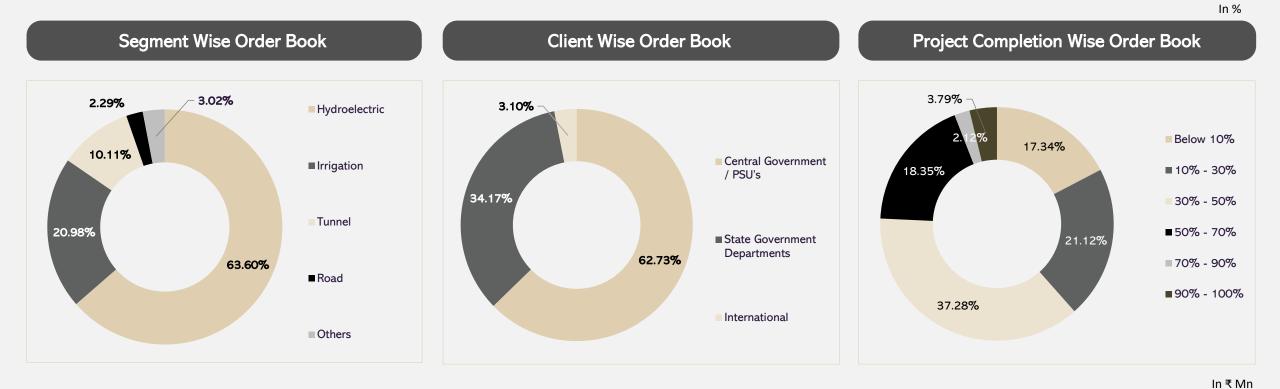


★Excludes One Project which is L1 amounting to ₹ 2400 Mn

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### Order Book Break Up



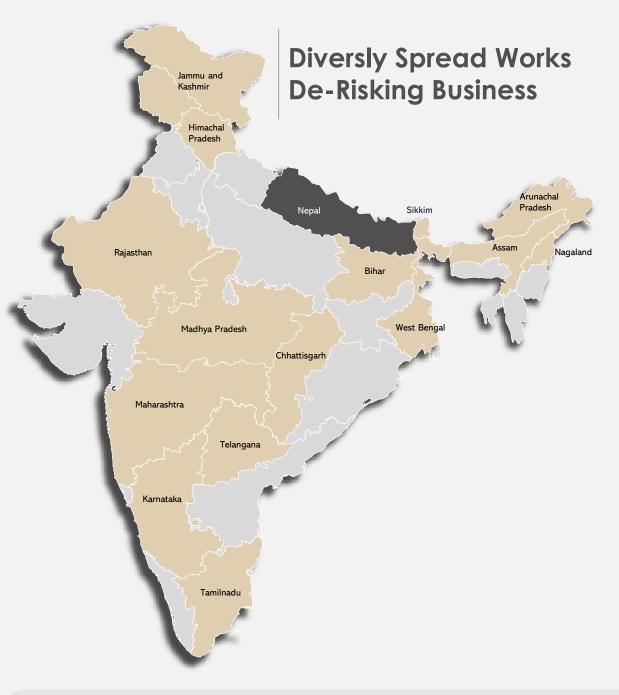


Segment	No. of Projects	Order Book Value
Hydroelectric	15	1,04,283
Irrigation	19	34,393
Tunnel	6	16,579
Road	5	3,749
Others	4	4,959
	49	1,63,964

Client	No Of Projects	Order Book Value
Central Government / PSU's	16	1,02,851
State Government Departments	31	56,029
International	2	5,084
	49	1,63,964

Completion Stage	No. of Projects	Order Book Value
Below 10%	5	28,427
10% - 30%	5	34,629
30% - 50%	12	61,129
50% - 70%	15	30,090
70% - 90%	3	3,472
90% - 100%	9	6,217
	49	1,63,964





**49 Ongoing Projects** Across15 States Domestically and an International Presence in Nepal with a Total Project Value of ₹ 1,63,964 Mn

#### **Domestic**

DOII	lestic		In ₹ Mn.
Sr.No.	State	No. of Projects	Project Value
1	Jammu and Kashmir	6	47,418
2	Madhya Pradesh	9	25,233
3	Himachal Pradesh	3	20,719
4	Maharashtra	14	18,094
5	Arunachal Pradesh	2	18,639
6	Sikkim	1	9,334
7	Karnataka	3	3,664
8	Nagaland	1	3,883
9	West Bengal & Sikkim	1	1,926
10	Assam and Arunachal Pradesh	1	2,040
11	Tamil Nadu	2	2,438
12	Telangana	1	2,679
13	Rajasthan	1	1,893
14	Bihar	1	703
15	Chhattisgarh	1	217
	Total	47	1,58,880

### International

Sr.No.	Country	No. of Projects	Project Value
1	Nepal – International Presence	2	5,084

Business & Project Overview

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### **Major Projects Under Execution**



#### Hydro Power

- Subansiri HEP (2,000 MW)
- Dibang Multipurpose Project (2880 MW)
- Kiru HEP (624 MW)
- Arun-III HE Project (900 MW)
- Shongtong HEP (450 MW)
- Kwar HEP (540 MW)

#### Transportation

- $\circ$  Katraj Kondwa Road
- Up-gradation Pimpla junction.
- $\circ$  Ramban to Banihal Road
- Construction of New BG Line
  - Yevatmal for RVNL

#### Irrigation

- Sleemanabad Carrier Canal
- Morand & Ganjal Dam
- Khalwa Micro Lift Irrigation
- o Jigaon Lift Irrigation
- $\circ$  Parbati Irrigation Project

Tunnelling

- Amarmahal to Trombay Tunnel
- $\circ~$  CIDCO Water Tunnel Project
- $\circ$  PVPG Tunnel
- o IRCON T-15
- Tunnel T-7

### Major Project Under Execution - Hydro Power Projects



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Currently in India ~ 18,000 MW of Hydropower is Under Execution out of which the Company is Involved in the Construction of ~ 8,000 MW





### Some Major Clients



Industry Overview

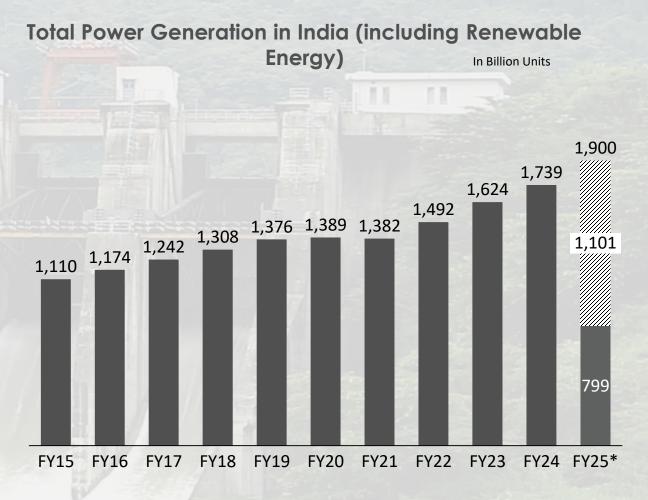
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### Indian Power Industry Overview



**Power Generation - A Prime Focus** 

- Globally, India is the third-largest producer and consumer of electricity
- As of Nov 2024, renewable energy accounted for 213.09 GW with a 14.2% growth YoY
- Rising electrification through schemes such as Deen Dayal Upadhyay Gram Jyoti Yojana (DDUGJY), Ujwal DISCOM Assurance Yojana (UDAY), and Integrated Power Development Scheme (IPDS)
- India's ambitious target of 500 GW of non-fossil energy capacity by 2030 would effectively double the current capacity
- During 2019-25, Energy sector projects accounted for the highest share (24%) of the total expected capex of ₹ 111 lakh crore (\$ 1.4 trillion)
- The 2024-25 Budget allocated 50% hike in funds to the power sector initiatives
- Increased funds have been allocated to green hydrogen, solar power, and green-energy corridors



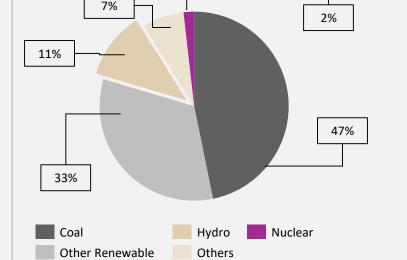
\* Upto August 2024, Source: CEA

Source: Ministry Of Power, IBEF, CEA

### Hydropower Overview

#### Hydro Power – a Keen Effort by the Government to Boost Energy Generation

- With a total installed capacity of 51.74 GW, India has surpassed Japan to become the fifth-largest hydropower producer
- India's hydropower potential is around 1,45,000 MW. At 60% load factor, 85, 000 MW of demand can be met
- India's large hydro capacity increased to 46.9 GW by August 2024 from 35.9 GW in March 2008, while small hydro capacity grew four-fold to ~5.1 GW
- Around 18 GW Hydropower is currently under construction, 18 GW currently under survey & investigation stage and 19 GW concurred by CEA but to be taken up for construction
- Government of India & State Government of Arunachal Pradesh have come together to rejuvenate and execute 12 hydro-electric power projects of capacity 11,517 MW to achieve Nationally Determined Contribution (NDC) target of achieving 500 GW energy capacity by 2030



#### Share in Total Power Generation installed Capacity





33

#### Hydropower generation as a renewable energy source

No consumables, low recurring cost and negligible long-term expenditure

Cheaper compared to coal and gas fired plants

Reduced financial losses due to frequency of fluctuations and not exposed to commodity inflation Capability to start and shut hydropower stations quickly makes them economical for meeting peak load in the grid

### Pumped Hydropower Storage (PHS)



#### PHS – a Key Facilitator of Variable Renewable Energy (VRE) in India

- VRE such as wind and solar are being connected to the grid at a rapid pace owing to their low cost of installation and the thrust on sustainable & green energy
- Due to dependency of VRE on time / season, there is an ever- increasing demand for Flexible Energy Generation and Storage Assets wherein, PSPs are best suited in the present scenario for addressing this demand
- There is some 140GW of PHS capacity installed globally providing well over 95% of global electricity storage capacity
- Pumped Storage Projects (PSPs) are a natural enabler for integrating greater amounts of wind and solar power, which are bound to increase with India's thrust to achieve net zero emission by 2070
- India needs at least 18.8 GW of pumped storage capacity by 2032 to support wind and solar integration, with potential for more if other energy storage systems are unavailable
- CEA aims to approve at least two PSPs per month in 2024, with a target of clearing 15 hydro storage projects totaling 25,500 MW by 2025. 39 Hydro PSPs of 47 GW are being pursued to be commissioned by the year 2029-30



#### **Advantages of Pumped Storage Projects**

Ecologically friendly	Atmanirbhar Bharat	Tested Technology	Local developmental	Reliable Discharge
PSPs have minimal environmental impact as they are primarily located near existing hydroelectric projects or as off-the-river installations	The PSPs primarily use indigenous technologies and domestically produced materials	The PSPs operate on time- tested technology thereby infusing confidence in the lending institutions for a longer duration of loans	Developing PSPs is capital- intensive and requires local transport infrastructure for moving personnel and materials	PSPs are designed for discharge durations over 6 hours to meet peak demand or compensate for grid variability due to VREs

Source: Ministry of Power Investor Presentation Q3 FY25 —

### Micro Irrigation The Way Forward





- · Micro-irrigation increases water efficiency by as much as 50%-90%
- · Water savings are in the range of 30-50% compared to flood irrigation, with an average of 32.3%
- Electricity consumption is drastically reduced
- Micro-irrigation saves money on fertilizer
- Increased average fruit and vegetable production
- Micro irrigation is a modern method of irrigation in which water is irrigated on the land's surface or subsurface using drippers, sprinklers, foggers

• In India, the average penetration of micro irrigation is 19% (as of February 3, 2021), which is much lower than in many other countries

Micro

Irrigation in

India

- Drip irrigation systems can save up to 60% of the water used for sugarcane, banana, okra, papaya, bittergourd, and a few other crops
- · Only Sikkim, Andhra Pradesh, Karnataka, and Maharashtra currently have more than half of their net cultivable area under micro irrigation, while other states in India have less than 15%
- · Although Uttar Pradesh is the largest producer of sugarcane, a water-intensive crop, it only has 1.5% of its land under micro irrigation, while Punjab has only 1.2%



- The government started micro irrigation in the Tenth Five Year Plan (2002-2007)
- · Micro-irrigation has been prioritized in the Pradhan Mantri Krishi Sinchayee Yojana (PMKSY) with the goal of expanding irrigation coverage and improving water use efficiency ('Per Drop More Crop') to improve various water development and management activities
- · Under the Pradhan Mantri Krishi Sinchayee Yojana (PMKSY) for 2021-26 there has been an outlay allocation of ₹93.068 Crore which would benefit about 22 lakh farmers
- · An allocation of Rs. 67,000 Crores for Jal Jeevan Mission and Rs. 8,260 Crores for PMKSY has been allocated for FY26.
- Financial assistance of up to 55% for small and marginal farmers and 45% for other farmers is available under the programme for the adoption of micro-irrigation systems

Source: Prep

Management Overview

### **Professional & Experienced Board Of Directors**





Janky Patel

Chairperson & Non-Executive Director

Ms. Janky Patel, a BA graduate, represents the Promoter group and is backed by a strong professional board. She has been a pivotal force, supporting our late CMD through challenging times and playing a key role in the organization's growth



Kavita Shirvaikar Managing Director

Mrs. Kavita Shirvaikar, a Chartered Accountant and ICWAI graduate with over 26 years of experience in the Infrastructure sector and over a decade-long tenure with the Company, she has been instrumental in key strategic decisions of the Company and has implemented key systems and processes, leading major projects, and establishing strong client relationships



Kishan Lal Daga Whole Time Director

Mr. Kishan Daga brings with him a wealth of experience in the construction Industry and has been involved in business development activities both domestically and internationally and is proficient in managing contractual affairs and providing oversight on legal matters



Dimitrius D'Mello Whole Time Director

Mr. Dimitrius D'Mello, a senior professional in the Infrastructure and Real Estate industry with international experience, has extensive expertise in operations, international partnerships, cost control, contract management, and supply chain management, including procurement, logistics, and inventory management

### **Professional & Experienced Board Of Directors**





#### Dr. Emandi Sankara Rao

Independent Director

Dr. Rao, an IIT Bombay PhD, has extensive experience in management and engineering across the infrastructure, banking, finance, and institutional development sectors. He has served in esteemed institutions such as IDBI, IDFC, IIFCL, and its subsidiaries.



#### Dr. Sunanda Rajendran Independent Director

Dr. Sunanda Rajendran is the founder and Director of the Indo-Arab Chamber of Commerce & Industry, India's largest business chamber representing around 80,000 MSMEs. With extensive experience in government and private sector liaison, she specializes in international trade, export/import, finance, and international arbitration



Shambu Singh Independent Director

Mr. Shambhu Singh is a retired I.A.S officer with a Master's degree in Economics. With career spanning over three and half decades, he held significant positions, including Special Secretary & Financial Adviser at the Ministry of Road Transport, Highways & Shipping, New Delhi



Ashwin Parmar Independent Director

Mr. Ashwin Parmar is a distinguished civil engineer with extensive experience in project management. He has led groundbreaking projects in India, utilizing advanced technologies like Tunnel Boring Machines and Roller Compacted Concrete for dams Strong Value Proposition

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Extensive 75-year experience with a solid track record of executing prestigious and strategically significant infrastructure projects in India

(01)

Well-positioned to leverage leading position in the infrastructure space amidst strong government push aligning with their spending strategy

02

Competitive advantage in niche segments such as hydroelectric, tunneling, and irrigation leads to higher margins

03

Successful strategy implementation through disposal of non-core businesses led to lower debt levels

05

Sizeable order book of over ₹ 1,63,900 Mn provides solid earnings visibility

04

Unlocking Growth Potential: Key Investment Highlights

## Thank You

For further information, please contact: Company :



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Investor Relations Advisors :



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