

CIL/SE/2024-25/17

May 28, 2024

BSE Limited

P.J. Towers
Dalal Street
Mumbai- 400 001

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip code: 540710

Symbol: CAPACITE

Sub: Investor Presentation - Q4 & FY24

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

Dear Sir/ Madam,

Please find enclosed Investor Presentation for the fourth quarter (Q4) and year ended March 31, 2024.

Please take same on record.

This disclosure will also be hosted on Company's website viz. www.capacite.in.

For any correspondence/ queries/ clarifications, please write to cs@capacite.in.

Thanking you

Yours faithfully,

For Capacit'e Infracapacite Limited

Rahul Kapur

Company Secretary & Compliance Officer

Encl: a/a

Mumbai (Head office):

605-607, Shrikant Chambers, Phase - 1, 6th Floor, Adjacent to R.K. Studios, Sion - Trombay Road, Chembur, Mumbai - 400 071. Maharashtra, India. Tel.: 022 7173 3717 • Fax : 022 7173 3733 • E-mail : info@capacite.in



Capacit'e Infraprojects Limited

INVESTOR PRESENTATION

Q4 & FY 24

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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.



Key Highlights



Total Income

- Registered **highest ever Quarterly** Total Income of **₹609 crores** in Q4 FY 24
- Registered **highest ever Annual** Total Income of **₹1,964 crores** in FY 24



Profit

- Registered **highest ever Quarterly** Profit After Tax of **₹52 crores** in Q4 FY 24
- Registered **highest ever Annual** Profit After Tax of **₹120 crores** in FY 24



Debt Equity

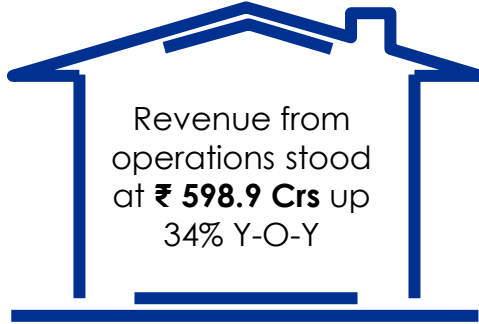
- The Company's Gross Debt Equity Ratio remains at a healthy level of **0.21x**.
- The net Debt Equity Level stood at **0.05x**.



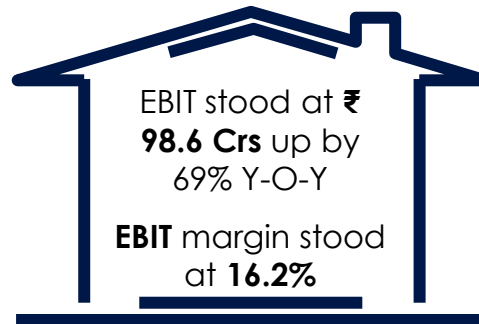


Key Financial Highlights

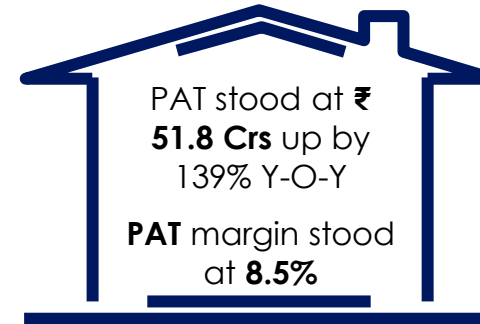
Q4 FY24



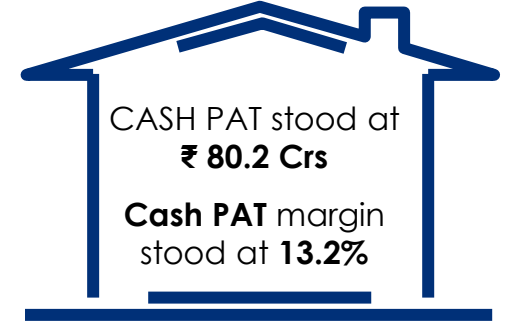
Revenue



EBIT

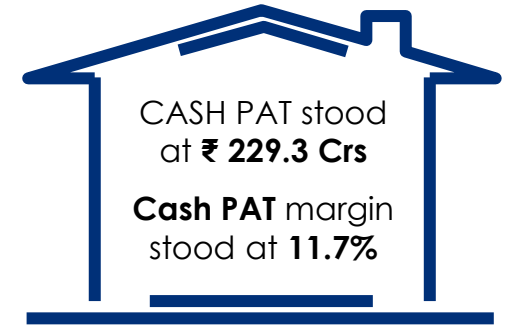
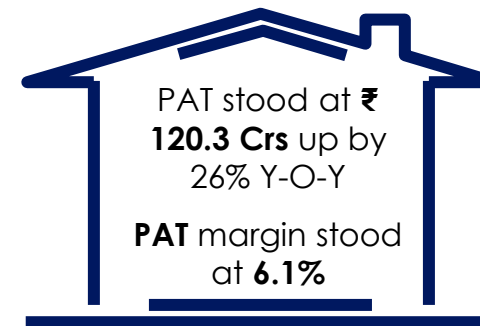
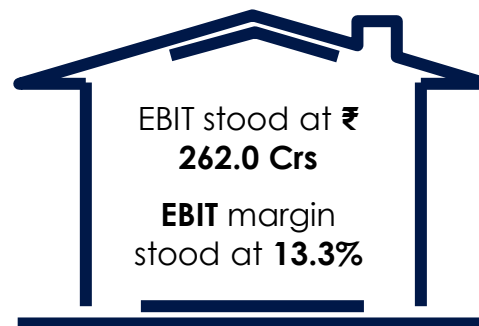
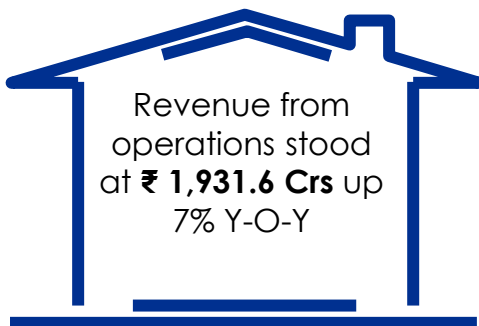


PAT



Cash PAT

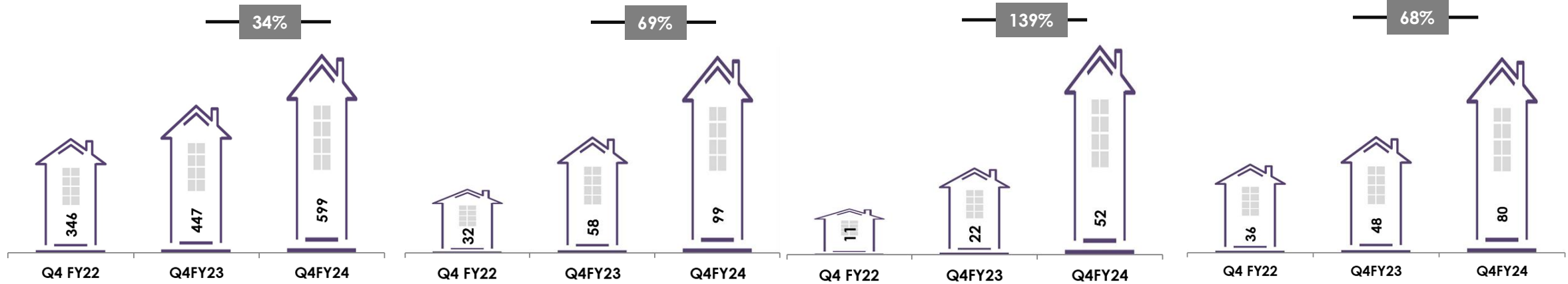
FY24



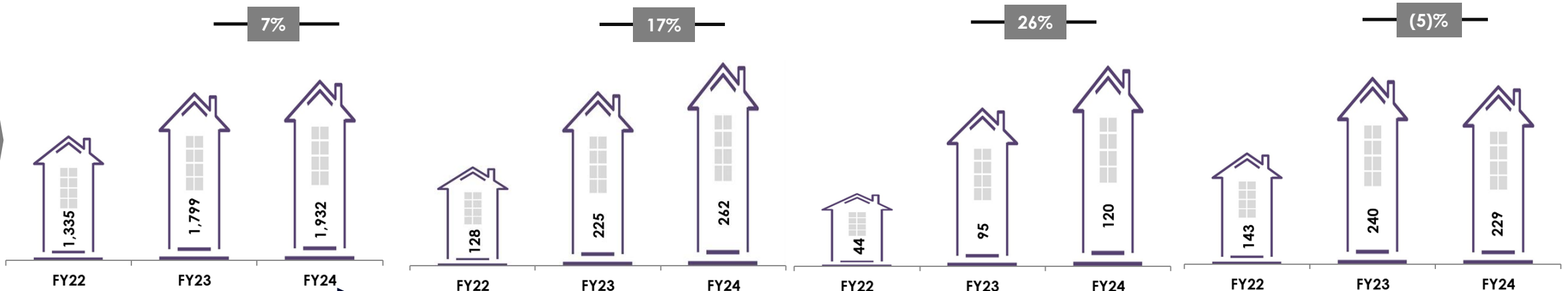


Q4 & FY24 - Performance

Quarter



Year



Revenue (₹ Cr)

EBIT (₹ Cr)

PAT (₹ Cr)

CASH PAT (₹ Cr)



Consolidated Profit & Loss

Particulars (₹ In Crs)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	FY24	FY23	Y-o-Y
Revenue from Operations	598.9	446.7	34%	480.7	1,931.6	1,798.6	7%
Other Income	9.9	1.8		2.3	32.0	9.5	
Total Income	608.8	448.6	36%	483.0	1,963.7	1,808.1	9%
Cost of Material Consumed (Incl. Construction Expenses)	404.3	297.1		319.4	1,294.1	1,213.4	
Employee Expenses	29.6	32.5		30.6	124.4	127.6	
Other Expenses	54.0	33.5		43.6	181.8	106.2	
EBITDA	120.8	85.5	41%	89.5	363.4	360.9	1%
EBITDA Margin (%)	19.8%	19.1%		18.5%	18.5%	20.0%	
Depreciation	22.3	27.2		26.9	101.4	136.0	
EBIT	98.6	58.3	69%	62.6	262.0	224.9	17%
EBIT Margin (%)	16.2%	13.0%		13.0%	13.3%	12.4%	
Finance Cost	23.4	21.7		24.9	95.6	89.4	
Share of Profit/(loss) of JV & Associates (net)	-2.1	0.5		3.1	1.0	0.5	
Profit before Tax	73.1	37.1	97%	40.8	167.4	136.0	23%
Profit before Tax Margin (%)	12.0%	8.3%		8.4%	8.5%	7.5%	
Tax	21.3	15.4		11.2	47.1	40.7	
Profit After Tax	51.8	21.7	139%	29.6	120.3	95.3	26%
PAT Margin (%)	8.5%	4.8%		6.1%	6.1%	5.3%	
Other comprehensive income	0.3	0.1		0.4	0.8	0.6	
Total other comprehensive income	52.1	21.7	140%	29.9	121.1	95.9	26%
Cash PAT	80.2	47.7	68%	62.0	229.3	240.3	-5%
Cash PAT Margin	13.2%	10.6%		12.8%	11.7%	13.3%	
Basic EPS	7.0	3.2		4.0	16.1	14.0	
Diluted EPS	7.0	3.2		4.0	16.1	14.0	





Consolidated Balance Sheet

ASSETS (₹ In Crs)	Mar'24	Mar'23
NON-CURRENT ASSETS	760	886
Property, plant & equipment	585	648
Capital work-in-progress	9	20
Intangible assets	1	1
Right-of-use assets	3	3
Investments Properties	4	7
Investment in joint venture	3	1
Trade receivables	86	97
Investments	0	0
Other Financial Assets	24	21
Non Current tax assets (Net)	1	25
Other Non - current assets	43	63
CURRENT ASSETS	2,389	1,726
Inventories	111	99
Contract Assets	1229	924
Trade receivables	548	348
Cash & Cash Equivalents	19	29
Bank balances	190	146
Loans	0	0
Other Financial Assets	99	34
Other Current assets	148	147
Non-current assets held for sale	45	0
TOTAL ASSETS	3,149	2,612

EQUITY & LIABILITIES (₹ In Crs)	Mar'24	Mar'23
EQUITY	1,517	1,073
Equity Share capital	85	68
Other equity	1432	1006
Non-Controlling Interest	0	0
NON-CURRENT LIABILITIES	289	344
Contract Liability	56	132
Borrowings	124	112
Lease Liability	1	2
Other financial liabilities	44	44
Provisions	5	2
Deferred tax liabilities (Net)	60	53
Other Non Current Liabilities	0	0
CURRENT LIABILITIES	1,343	1,195
Contract Liability	246	179
Borrowings	202	258
Lease Liability	2	2
Trade Payables	818	634
Other Financial Liabilities	35	55
Provisions	6	5
Current Tax Liabilities (net)	18	9
Other current liabilities	16	53
TOTAL EQUITY & LIABILITIES	3,149	2,612





Consolidated Cash Flow

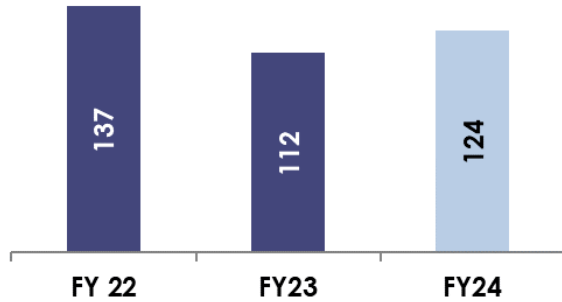
Particulars (₹ In Cr)	FY 24	FY 23
PBT	167	136
Adjustments	267	271
Operating profit before working capital changes	435	407
Changes in working capital	(467)	(301)
Cash generated from operations	(33)	105
Direct taxes paid (net of refund)	(6)	(17)
Net Cash from Operating Activities	(39)	88
Net Cash from Investing Activities	(152)	(48)
Net Cash from Financing Activities	182	(34)
Net Change in cash and cash equivalents	(10)	7
Opening Cash Balance	29	22
Closing Cash Balance	19	29



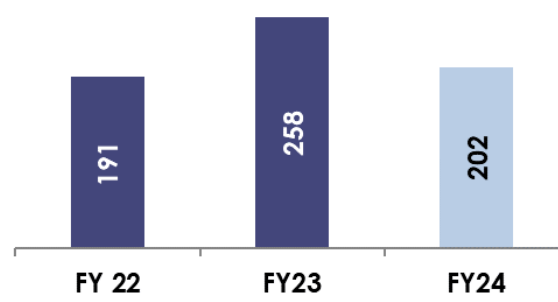


Consolidated Debt Position

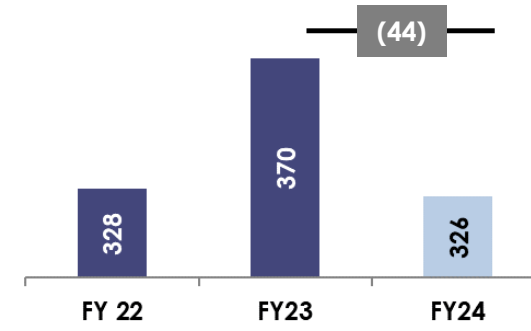
Long Term (₹ Cr)



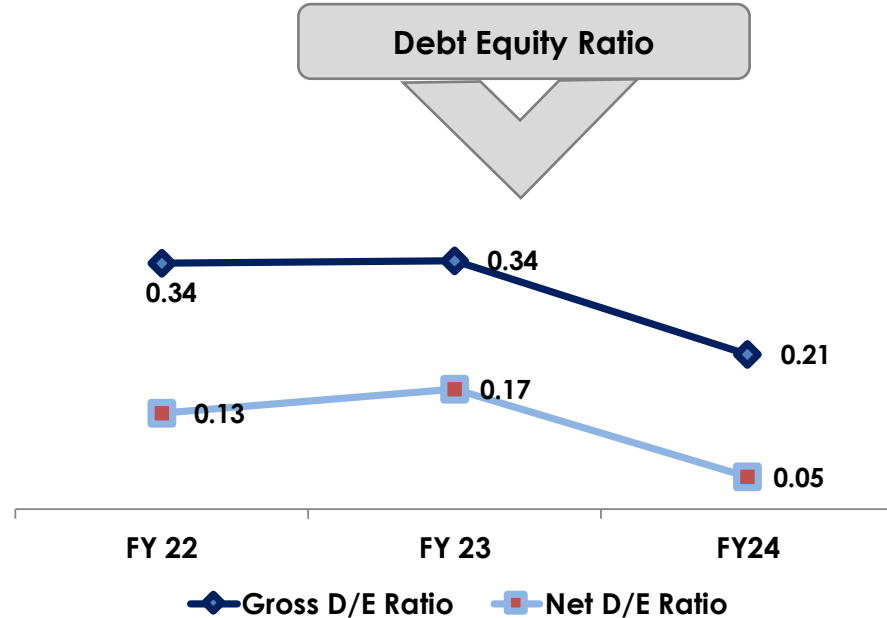
Short Term (₹ Cr)



Gross Debt (₹ Cr)



Debt Equity Ratio



- **Gross debt equity ratio within comfort level at 0.21x** as on Mar 31, 2024 as compared to 0.34x as on March 31, 2023
- **Healthy Net debt equity ratio at 0.05x** as on Mar 31, 2024 as compared to 0.17x as on March 31, 2023
- Focus to further reduce fund based debt in medium to long term and improve profitability and return ratio



Corporate Overview



About Capacit'e





Key Strengths

Track Record

Established presence and track record with focus on building construction

Order Book

Large order book with a marquee client base

Execution Capabilities

Diversified mix of projects across the building construction horizon

Strong Financial

Industry leading margin with focus on maintaining strong balance sheet

Experienced Team

Promoters extensive experience coupled with dedicated senior management team





Track Record

01



One of the few companies in the organised segment in India that concentrates specifically on undertaking building construction

Track Record of successfully completing over 60 projects spread across India in MMR, PMR, NCR, Varanasi, Bengaluru, Chennai and Hyderabad in the limited operational history of Company



02

03



More than 64 mn sq ft of constructed area across residential, commercial and other institutional buildings

Our demonstrated experience in developing large-scale projects provides us a crucial competitive advantage to meet the prequalification requirements for the competitive bidding process for large potential projects



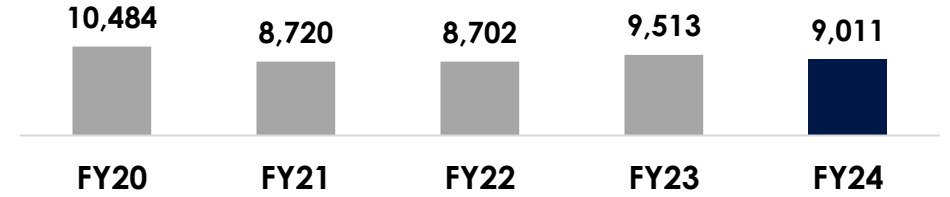
04



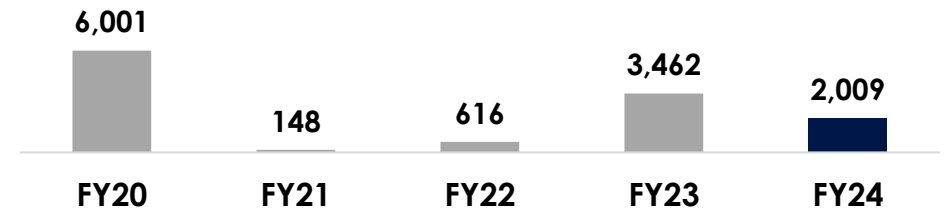
Order Book



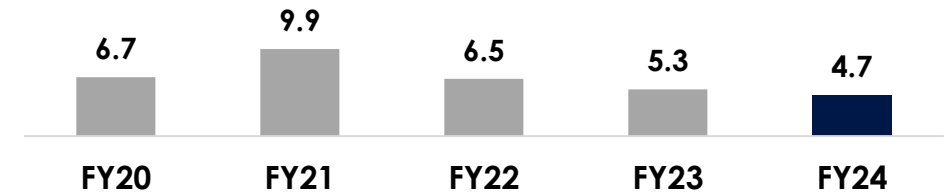
Order Backlog (₹ Cr)



Order Inflow (₹ Cr)



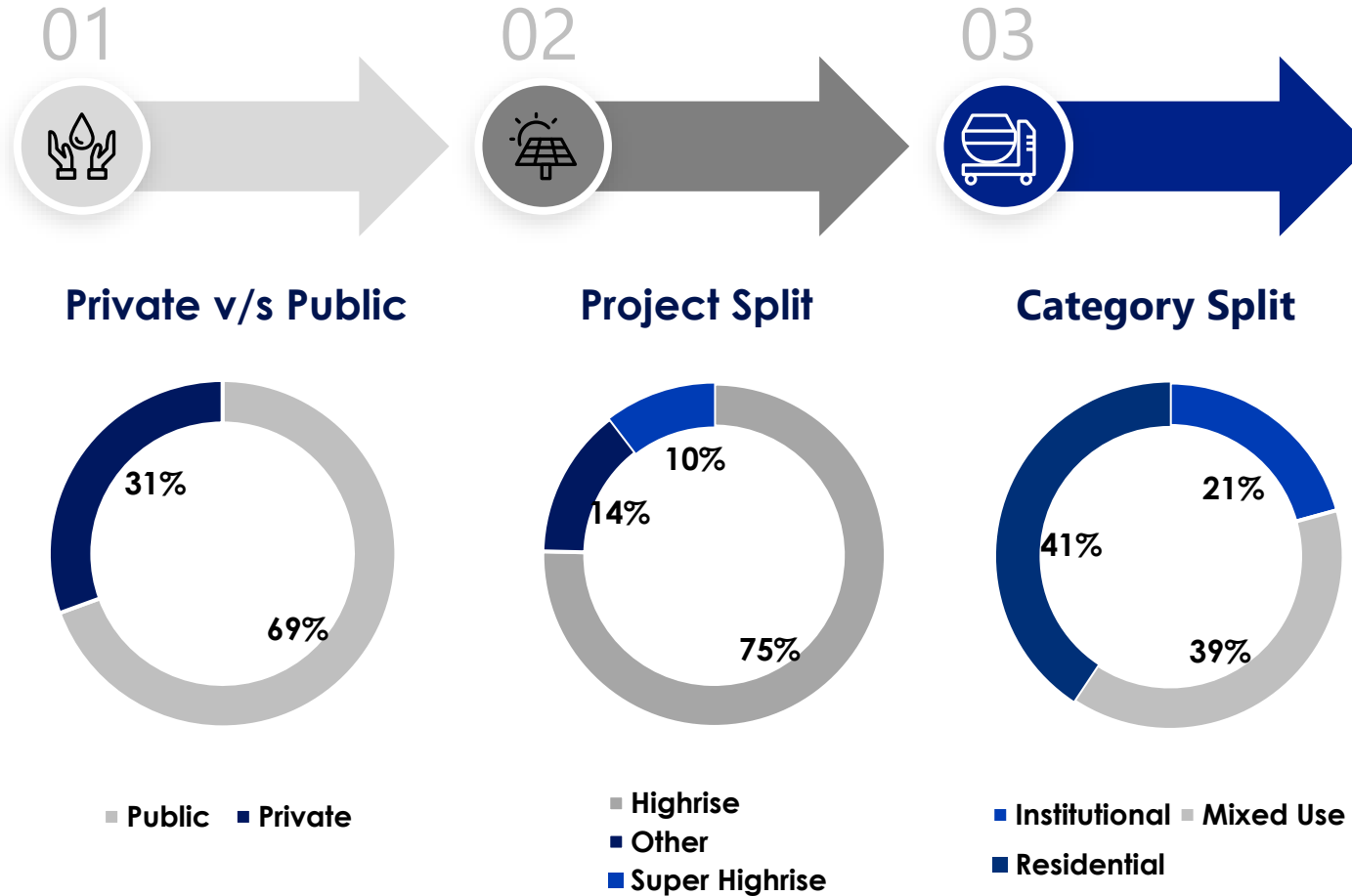
Order Book to Sales Ratio





Order Book Analysis

- ❖ Order book with higher share of Public sector at ~65%
- ❖ Marquee Public as well Private Sector clients
- ❖ Order inflow for FY24 includes repeat orders from Godrej & Raymond.
- ❖ Well funded projects including projects with Investments by global players in our clients; enhancing project visibility



Revenue Uptick

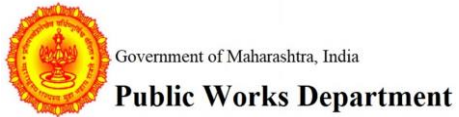
Achieved a 34% Y-o-Y and 25% Q-O-Q increase in turnover in Q4 FY24.

Revenue uptick to gain further Momentum owing to quality of order book & improved Liquidity condition



Marquee Clients

Public Sector



Private Sector





Exclusive Focus on Building Construction

- Our ability to execute projects, in a timely manner, using systems and processes that are aligned with the specific requirements of the building construction business, has enabled us to provide differentiated services in our area of operations.
- Our concentrated focus on construction of buildings has also led to a high degree of specialization in this business



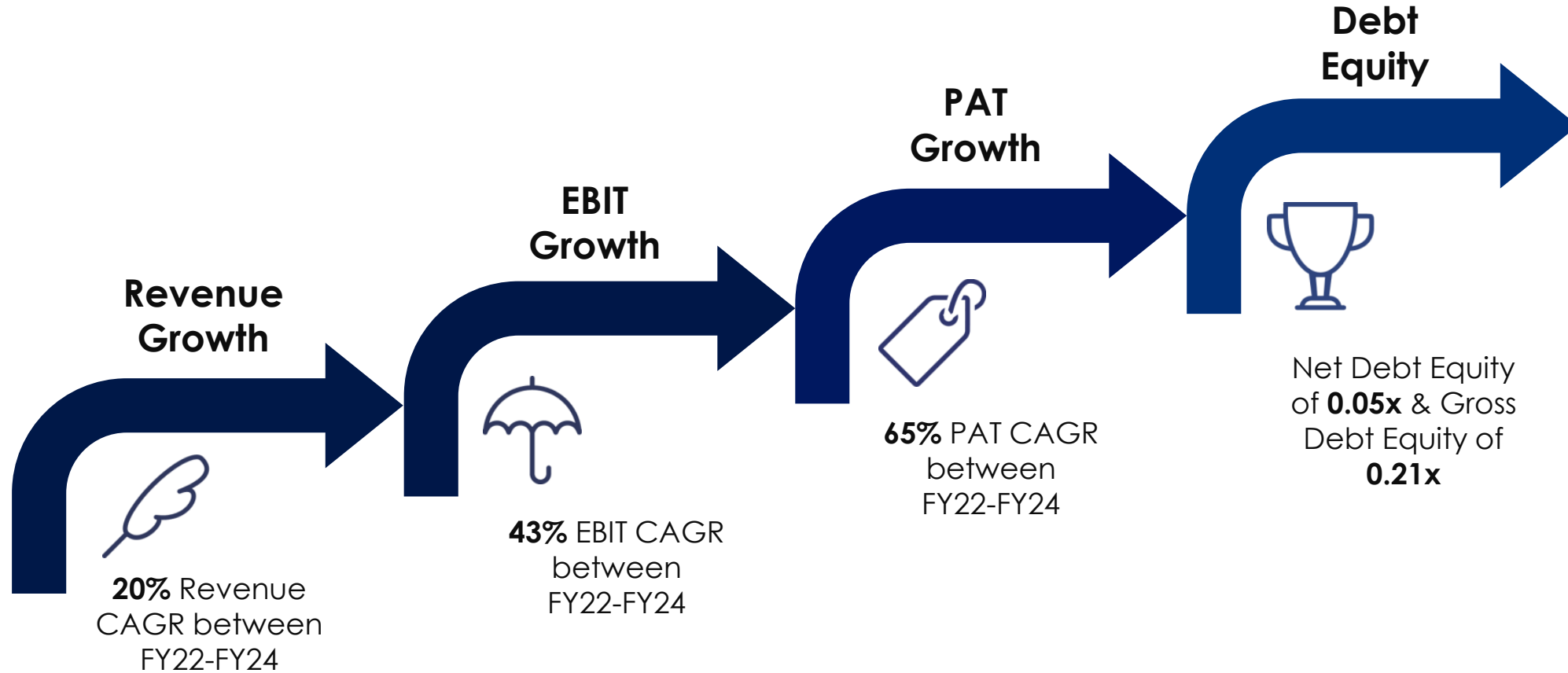
Full spectrum of construction services.

- Successfully completed over 60 projects spread across India in MMR, PMR, NCR, Varanasi, Bengaluru, Chennai and Hyderabad.
- We also offer MEP, finishing and interior services for the projects that we work on.
- Our construction capabilities in concrete and composite steel structures augment our positioning as a building focused construction company.





Strong Financial



With strong financial alongside our execution prowess we are confident of setting up new performance benchmarks in the years to come.



Experienced Promoter



Rohit Katyal

Rohit Katyal, Executive Director, holds a bachelors' degree in commerce with specialization in financial accounting and auditing. He brings over 27 years of invaluable experience in the field of Civil Construction and Finance.

He currently leads the financial planning, budgeting and compliance function, ensuring adherence to the highest standards of governance and transparency.



Rahul Katyal

Rahul Katyal is MD & CEO of the Company. With a deep understanding of the construction industry and experience spanning over 25 years, he brings expertise in project management, budgeting, resource allocation & client relations, enabling the Company to deliver projects with excellence and efficiency.

He leads the Company's strategic planning, emphasizing growth, efficiency and sustainability.



Subir Malhotra

Subir Malhotra is Whole time Director of the Company. He holds a bachelor's degree in civil engineering (honours) from the BITS, Pilani. He has over 30 years of Industry experience.

He leads Business Development and Operations for the Company's Northern India operations, driving growth and efficiency in the region.



Our Creations

Lodha – The Park



Piramal - Mahalaxmi





Our Creations

Lodha – Altamount



SBUT



Nahar Excalibur





Our Creations

Four Seasons



Auris Serenity



Oberoi Enigma





Our Creations

Hubtown – 25 South

Siemens - Worli

BDD - Worli





Our Creations

Raymond Thane



Godrej - Emerald





Historical Financial



Consolidated Profit & Loss

Particulars (₹ In Crs)	FY22	FY23	FY24	CAGR
Revenue from Operations	1,335	1,799	1,932	20%
Other Income	13	10	32	
Total Income	1,348	1,808	1,964	
Cost of Material Consumed (Incl. Construction Expenses)	931	1213	1294	
Employee Expenses	109	128	124	
Other Expenses	82	106	182	
EBITDA	227	361	363	27%
EBITDA Margin (%)	16.8%	20.0%	18.5%	
Depreciation	99	136	101	
EBIT	128	225	262	43%
EBIT Margin (%)	9.5%	12.4%	13.3%	
Finance Cost	67	89	96	
Share of Profit/(loss) of JV & Associates (net)	-1	0	1	
Profit before Tax	60	136	167	
Tax	16	41	47	
Profit After Tax	44	95	120	65%
PAT Margin (%)	10.2%	5.3%	6.1%	
Cash PAT	144	240	229	
Cash PAT Margin (%)	17.8%	13.3%	11.7%	





Consolidated Balance Sheet

Particulars (₹ In Crs)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	FY24	FY23	Y-o-Y
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THANK YOU



Capacit'e Infraprojects Ltd.

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