

HGIEL/HO/COMPLIANCE/2024-25/92

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex, Bandra (East)
Mumbai- 400 051

Scrip Code- 541019 / 973671

Scrip Symbol- HGINFRA

Dear Sir/Madam,

Sub: Investor Presentation Q4 & FY24

Please find enclosed a copy of the Investor Presentation on the audited standalone and consolidated financial results of the Company for the quarter and financial year ended March 31, 2024.

The above information is also being uploaded on the Company's website at www.hginfra.com.

This is for your information and records.

Thanking you,

Yours faithfully,
For **H.G. Infra Engineering Limited**

Ankita Mehra
Company Secretary & Compliance Officer
ACS No. - 33288

Encl.: As above

H.G. INFRA ENGINEERING LTD

Investor Presentation Q4 & FY 2023 -24





Q4 & FY24 FINANCIALS HIGHLIGHTS



COMPANY OVERVIEW



LEADING CONSTRUCTION COMPANY

22

YEARS OF EXECUTION

21

ACTIVE PROJECTS

10

HAM PROJECTS



PAN INDIA PRESENCE

12

INDIAN STATES

100%

PROJECTS IN INDIA

NORTH **32%** SOUTH **18%**

EAST **31%** WEST **19%**



STRONG GROWTH TRAJECTORY

20.6%

REVENUE CAGR

(5 Years)

22.1%

EBITDA CAGR

(5 Years)

34.6%

PROFIT CAGR

(5 Years)



ROBUST BUSINESS MODEL

2800+

FLEET OF MODERN EQUIPMENT

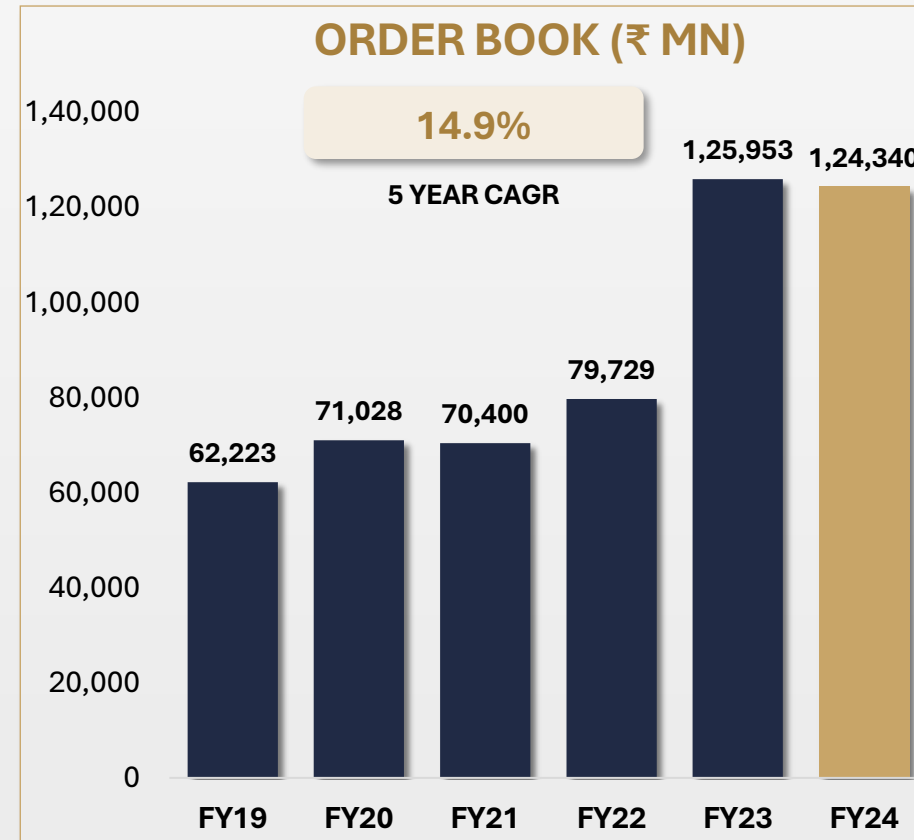
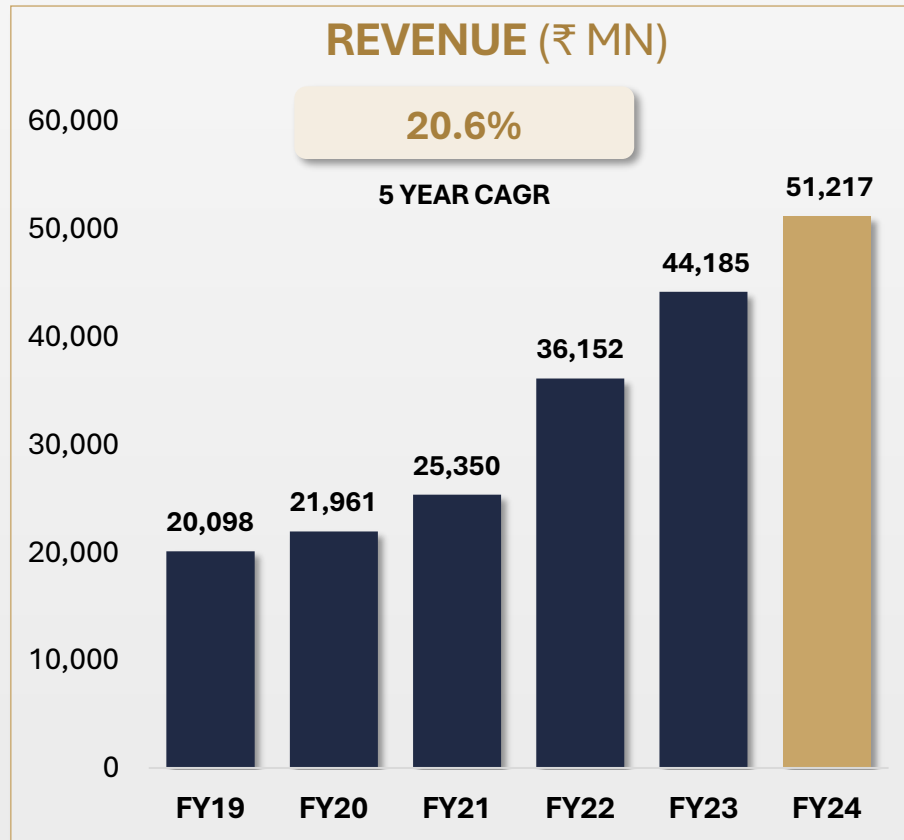
HUMAN CAPITAL

QUALIFIED TALENT &
EXPERT WORKFORCE

DIGITAL FIRST

MULTIPLE DIGITAL INITIATIVES TO ENHANCE
PROCESSES

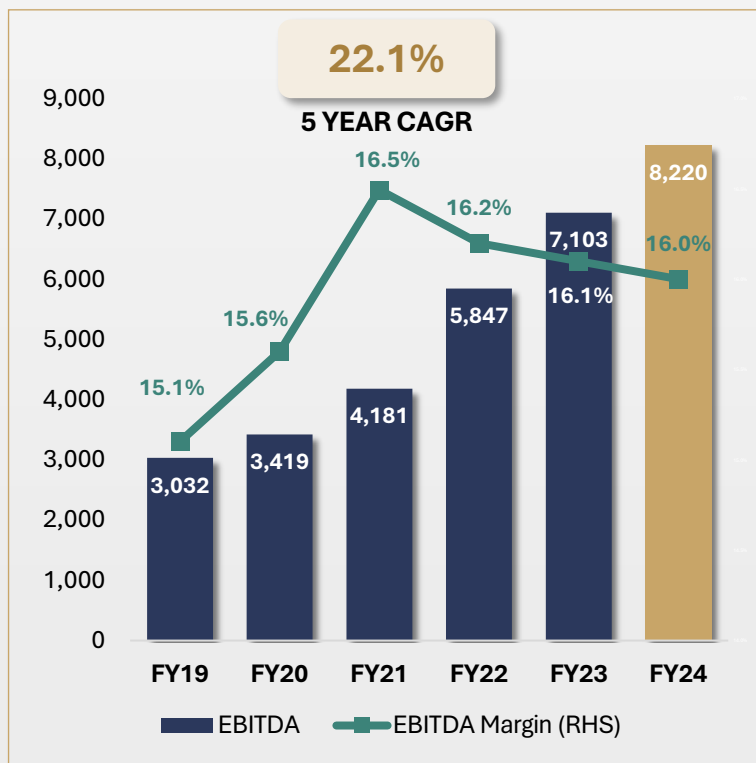
ONE OF THE FASTEST GROWING EPC COMPANIES



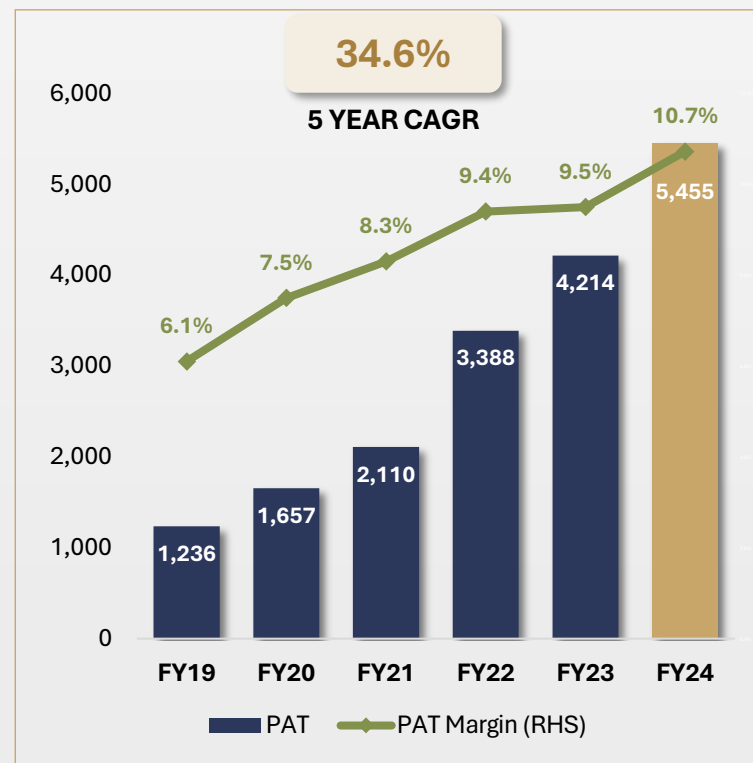
Standalone Financials

STRICT DISCIPLINE IN SELECTING AND EXECUTING ORDERS TRANSLATING INTO ROBUST MARGINS

EBITDA (₹ MN) AND EBITDA MARGIN (%)



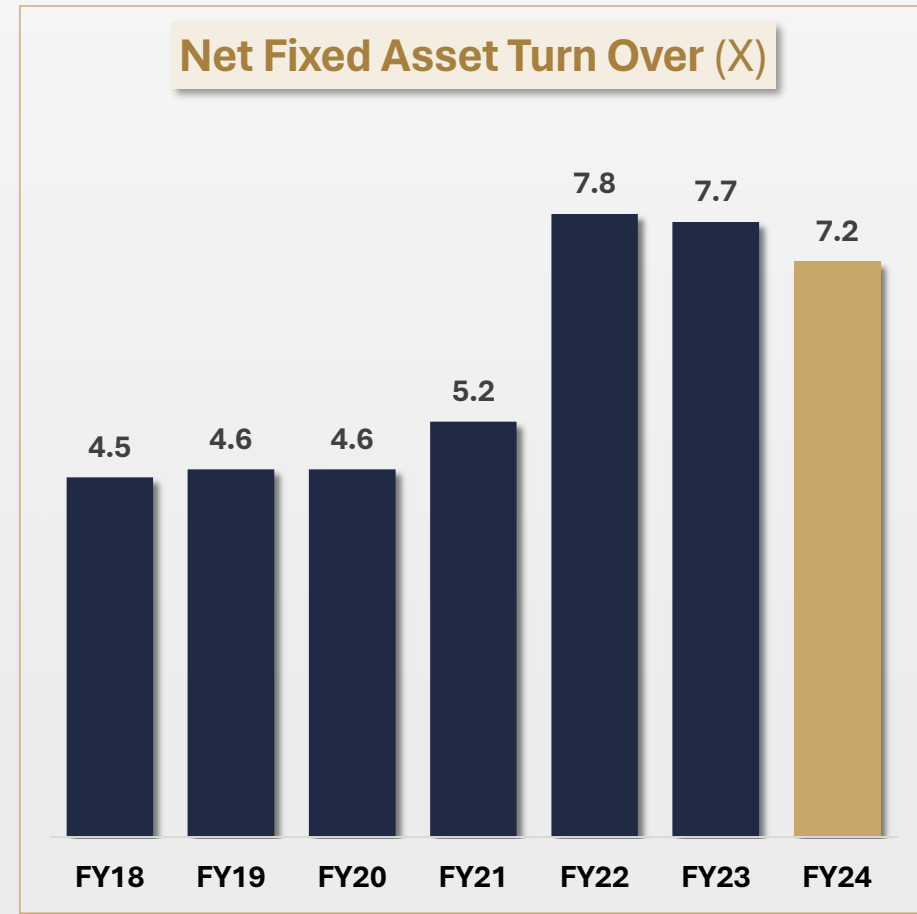
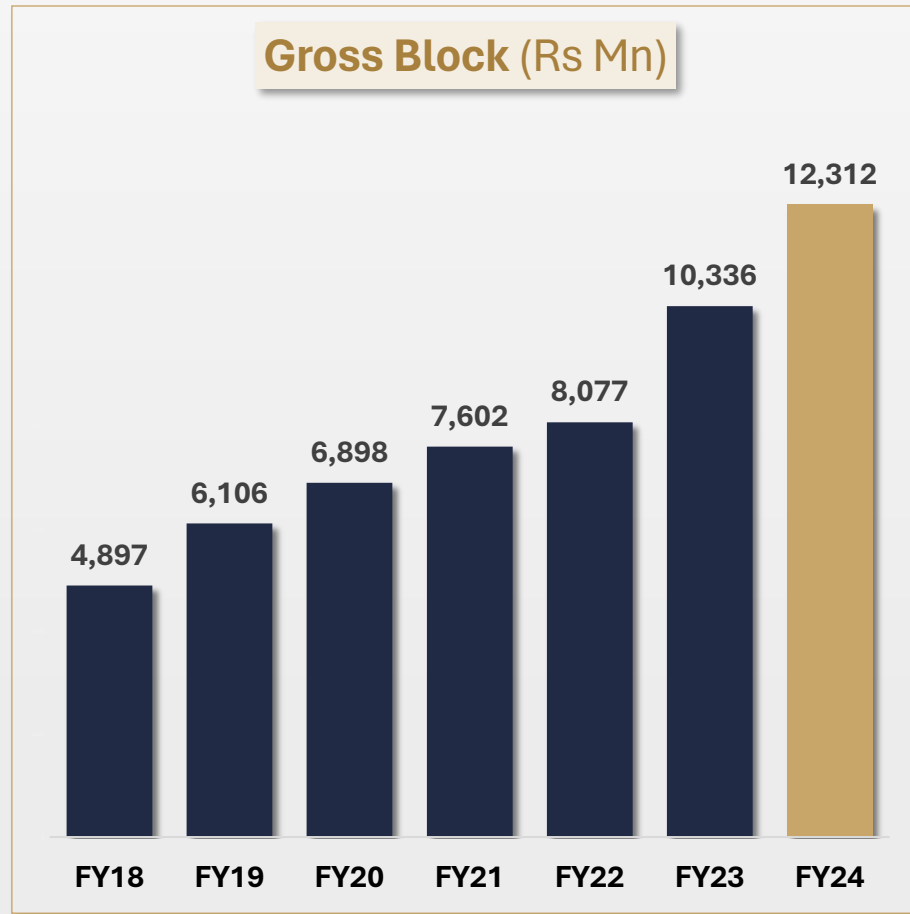
PAT (₹ Mn) & PAT MARGIN (%)



Standalone financials

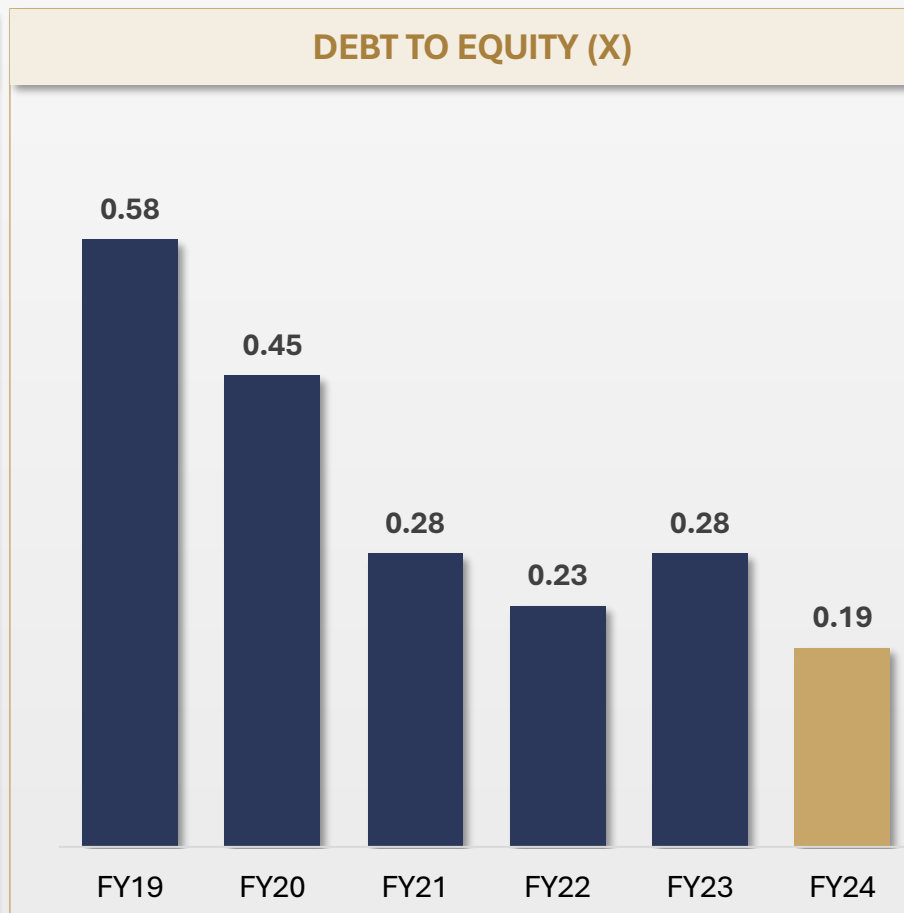
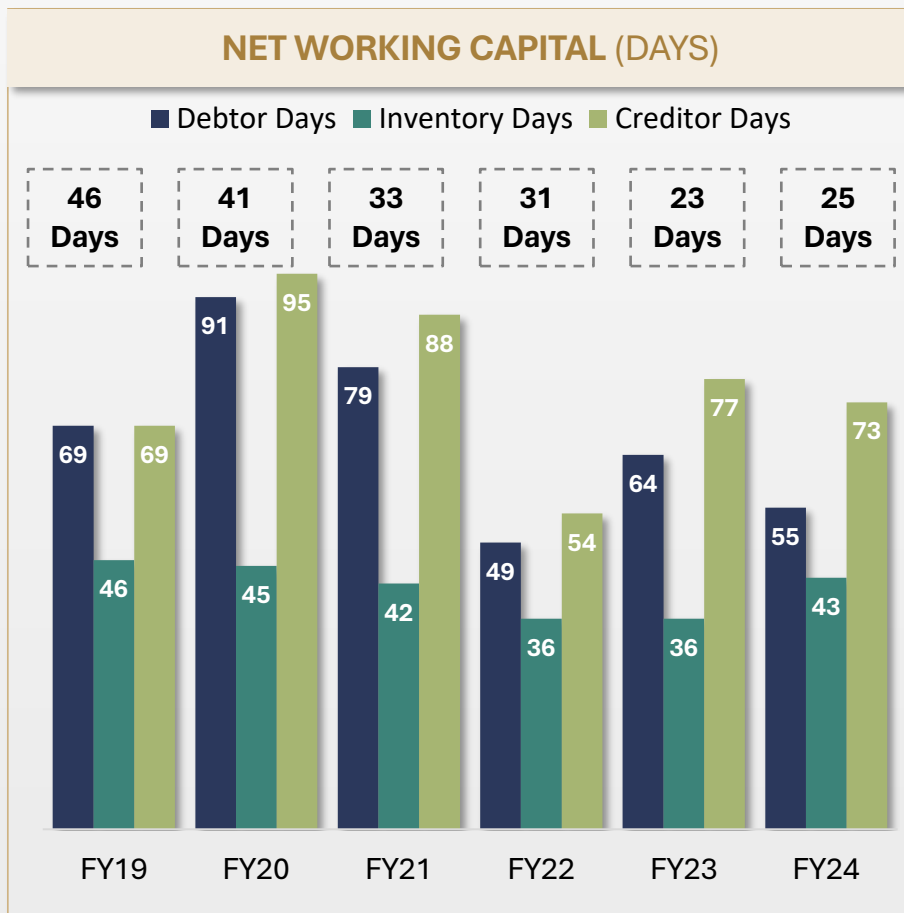
STRONG REPOSITORY OF ASSETS - PROMOTING EFFICIENCIES

Fleet of modern construction equipment totaling 2800+ for large scale execution



Standalone financials

HEALTHY BALANCE SHEET



- Debtor days = Average Trade Receivables (excl. retention money) / Revenue From Operations
- Inventory Days = Average Inventory / Cost of Materials
- Creditors Days = Average Trade Payables / (Cost of Materials + Contract & Site Expenses)
- Net working capital days = Debtor days + Inventory days – Creditor days
- Debt to Equity = Total debt/Shareholders Equity

Standalone financials

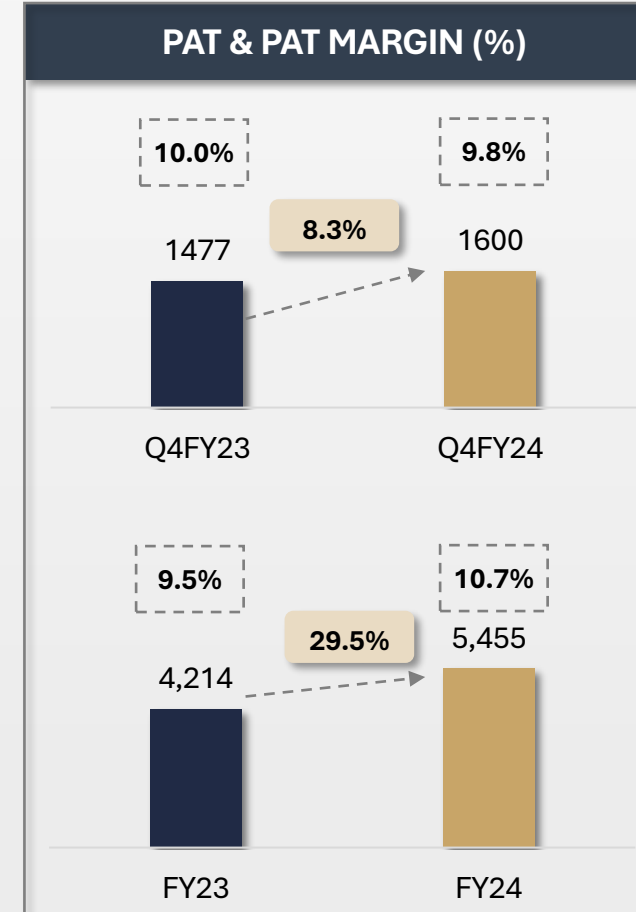
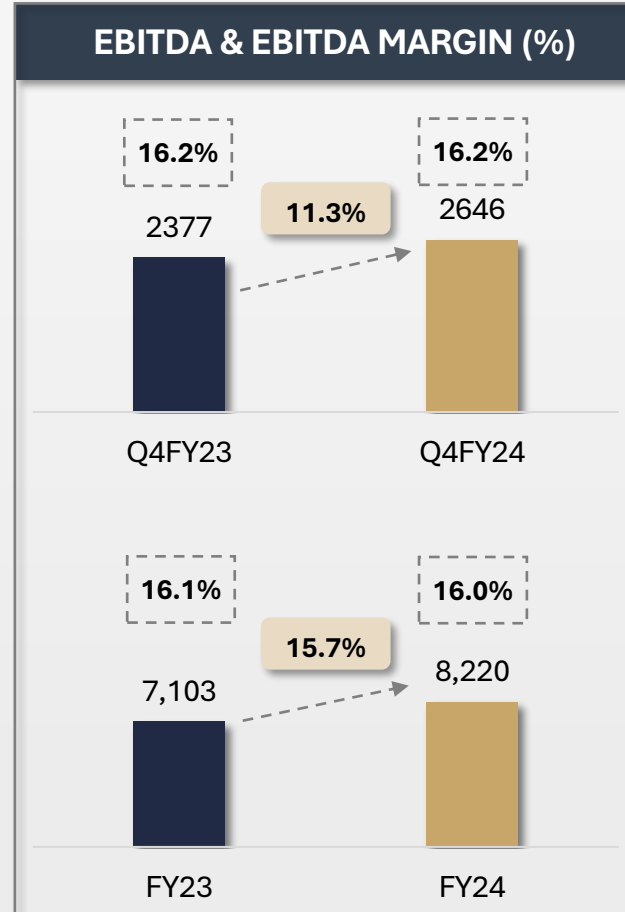
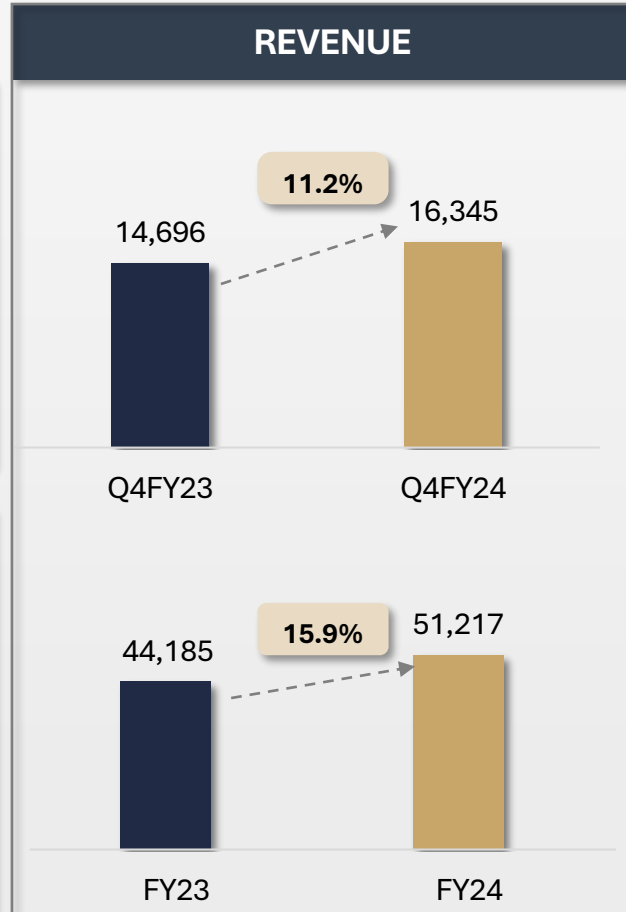
CONSISTENT STANDALONE FINANCIAL PERFORMANCE



Figures are reported in ₹ Mn

Q4 - QUARTER HIGHLIGHTS

FULL YEAR HIGHLIGHTS



STANDALONE PROFIT & LOSS STATEMENT

All figures in ₹ Million

PARTICULARS	Q4FY24	Q4FY23	YOY	FY24	FY23	YOY
Revenue from operations	16,345	14,696	11.2%	51,217	44,185	15.9%
Cost of material consumed	7,124	6,853		22,633	21,435	
Contract and site expenses	5,652	4,509		16,556	13,040	
Employee expenses	743	628		2,882	1,959	
Other expenses	180	329		926	648	
Total Operating expenses	13,699	12,319		42,997	37,082	
EBITDA	2,646	2,377	11.3%	8,220	7,103	15.7%
EBITDA margin	16.2%	16.2%		16.0%	16.1%	
Finance Cost	195	190		810	633	
Depreciation	380	260		1,412	964	
Other Income	46	77		126	181	
PBT (Before exceptional item and tax)	2,117	2,004	5.6%	6,124	5,687	7.7%
Exceptional item *	-	-		1,068	-	
PBT	2,117	2,004	5.6%	7,192	5,687	26.5%
PBT margin	13.0%	13.6%		14.0%	12.9%	
Tax Expenses (Credits)	517	527		1,737	1,473	
PAT	1,600	1,477	8.3%	5,455	4,214	29.5%
PAT margin	9.8%	10.0%		10.7%	9.5%	
Other comprehensive income	36	5		27	-8	
Total comprehensive income	1,636	1,482		5,482	4,206	

STANDALONE BALANCE SHEET

All figures in ₹ Million

PARTICULARS	MAR'24	MAR'23
Share Capital	652	652
Reserves	22,533	17,133
Shareholders' Funds	23,185	17,785
Secured Loans	1,501	2,361
Other Non-current liabilities	943	355
Total Non-Current Liabilities	2,444	2,716
Trade Payables	8,358	7,242
Other Current Liabilities	712	427
Current Tax Liabilities	121	141
Other Financial Liabilities	334	516
Contract Liabilities	2,848	3,590
Short Term Borrowings	3,011	2,676
Total Current Liabilities	15,384	14,592
Total Liabilities	41,013	35,093

All figures in ₹ Million

PARTICULARS	MAR'24	MAR'23
Fixed Assets (incl. CWIP & Investment Property)	7,362	7,010
Other Financial Assets	7,372	7,916
Other Non-Current Assets	502	297
Total Non-Current Assets	15,236	15,223
Inventories	2,967	2,353
Trade Receivables	9,138	8,712
Cash and Bank	1,993	1,794
Other Financial Assets	71	214
Contract Assets	9,977	5,846
Other Current Assets	774	941
Total Current Assets	24,920	19,860
Assets classified held for sale	857	10
Total Assets	41,013	35,093

CONSOLIDATED PROFIT & LOSS STATEMENT

All figures in ₹ Million

PARTICULARS	Q4FY24	Q4FY23	YOY	FY24	FY23	YOY
Revenue from operations	17,083	15,354	11.3%	53,785	46,220	16.4%
Cost of material consumed	7,124	6,853		22,633	21,435	
Contract and site expenses	5,675	4,544		16,615	13,107	
Employee expenses	746	634		2,891	1,982	
Other expenses	212	353		1,028	742	
Total Operating expenses	13,757	12,384		43,167	37,266	
EBITDA	3,326	2,970	12.0%	10,618	8,954	18.6%
EBITDA margin	19.5%	19.3%		19.7%	19.4%	
Finance Cost	484	468		2,169	1,538	
Depreciation	380	262		1,411	964	
Other Income	56	68		180	182	
PBT (Before exceptional item & associate share)	2,518	2,308	9.1%	7,218	6,634	8.8%
Share of net profit of associate	1	5		3	12	
Exceptional item *	-	-		178	-	
PBT	2,519	2313	8.9%	7,399	6,646	11.3%
PBT margin	14.7%	15.1%		13.8%	14.4%	
Tax Expenses (Credits)	619	604		2,013	1,714	
PAT	1,900	1,709	11.2%	5,386	4,932	9.2%
PAT margin	11.1%	11.1%		10.0%	10.7%	
Other comprehensive income	36	5		27	-8	
Total comprehensive income	1,937	1,714		5,413	4,924	

CONSOLIDATED BALANCE SHEET



All figures in ₹ Million

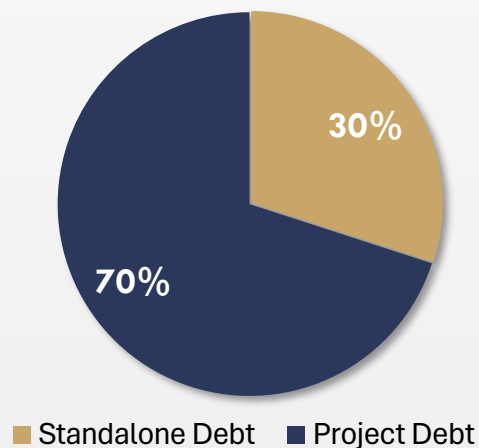
PARTICULARS	MAR'24	MAR'23
Share Capital	652	652
Reserves	23,898	18,567
Shareholders' Funds	24,550	19,219
Secured Loans	10,925	14,820
Other Non-current liabilities	1,252	635
Total Non-Current Liabilities	12,177	15,455
Trade Payables	8,358	7,242
Other Current Liabilities	817	495
Current Tax Liabilities	121	141
Other Financial Liabilities	361	542
Contract Liabilities	1,804	1,926
Short Term Borrowings	4,119	4,247
Assets classified as Held For Sale	2,036	-
Total Current Liabilities	17,616	14,593
Total Liabilities	54,344	49,267

All figures in ₹ Million

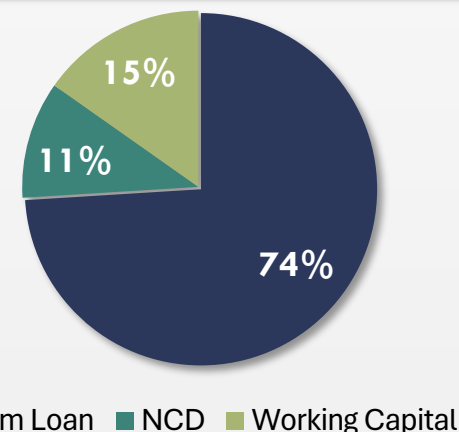
PARTICULARS	MAR'24	MAR'23
Fixed Assets (incl. CWIP & Investment Property)	7,455	7,012
Other Financial Assets	15,684	15,911
Other Non-Current Assets	625	1,163
Total Non-Current Assets	23,764	24,086
Inventories	2,967	2,353
Trade Receivables	6,729	7,282
Cash and Bank	2,072	2,705
Other Financial Assets	1,549	4,104
Contract Assets	10,353	5,846
Other Current Assets	3,715	2,881
Total Current Assets	27,385	25,171
Assets classified held for sale	3,195	10
Total Assets	54,344	49,267

DEBT BREAKUP

CONSOLIDATED DEBT BREAKUP- MARCH 24



STANDALONE DEBT BREAKUP - MARCH 24



CONSOLIDATED DEBT BREAK-UP	MAR'24	MAR'23	MAR'22
Standalone Debt	4,512	5,037	3,147
Project Debt*	10,532	14,031	8,686
Total Consolidated Debt	15,044	19,068	11,833
Consolidated Cash & Bank	2,072	2,705	1,645

STANDALONE DEBT BREAK-UP	MAR'24	MAR'23	MAR'22
Term Loan + Current Maturities*	3,340	3,681	1,738
Non-convertible Debentures (NCD)	485	970	970
Working Capital	687	386	439
Total Standalone Debt	4,512	5,037	3,147
Standalone Cash & Bank	1,993	1,794	1,585

*Net off loan fees (76.38 Mn) amortizable for HAM projects for Mar' 24.
* Project Debt including ST Borrowing amount of Rs 1108.40 Mn for Mar' 24

*Includes payables under MSME Trade receivables discounting system (TReDS)- Rs 223.67 Mn for Mar' 24

ICRA has reaffirmed / assigned AA- (Long-term facilities), AA-/A1 (Long-term/Short-term — Non-Fund Based), AA- (Non-Convertible Debentures (NCDs)). The rating has been upgraded from *Stable* to *Positive*.







Figures are reported in Mn

Q4 & FY24 OPERATIONAL HIGHLIGHTS



NEW PROJECTS AWARDED IN Q4 - FY 23-24

New Horizons: Showcasing Project Wins Across Diverse Sectors

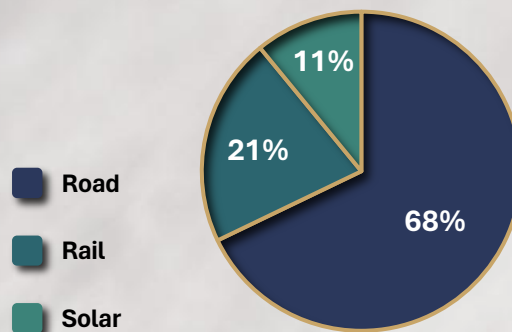
PROJECT NAME	EPC PROJECT COST	STATE	LOA DATE	CLIENT
DHULE NARDANA	₹ 716.11 cr.	Maharashtra	02.02.2024	Central Railway 
KARANJGAON	₹ 447.11 cr.	Maharashtra	01.03.2024	South Central Railway 
GAYA SON NAGAR	₹ 709.11 cr.	Bihar	12.03.2024	East Central Railway 
KALI MANDIR JAMSHEDPUR	₹ 610.11 cr.	Jharkhand	09.03.2024	NHAI 
HAM – CHENNAI TIRUPATI PKG-II	₹ 760.00 cr.	Andhra Pradesh	11.03.2024	NHAI 
SOLAR POWER PROJECTS IN RAJASTHAN (KUSUM)	₹ 1,307 cr.	Rajasthan	28.03.2024	JDVVNL 

TAPPING OPPORTUNITIES BEYOND ROAD-RAILWAYS & SOLAR

Exploring New Horizons: Expanding Our Portfolio

Total Order Book Split Across Different Sectors(in Mn)				
SECTOR	2022-23		2023-24	
	₹	%	₹	%
Road	1,13,001	89.7%	84,850	68.2%
Rail	12,952	10.3%	26,507	21.3%
Solar	-	-	12,983	10.5%
Total	1,25,953	100%	1,24,340	100%

Order Book Split 23-24



During last two fiscal year 2022-2024, the company underwent a strategic evolution, transitioning from its traditional focus on the road sector to embracing new horizons in railway and solar industries. This bold move marked a pivotal moment in the company's journey, expanding its business outlook while aligning with global trends towards sustainable infrastructure and renewable energy solutions.

HG Infra is recruiting senior professionals with substantial experience in infrastructure sectors such as rail and solar to spearhead diversification into various infrastructure domains.

WELL DIVERSIFIED ORDER BOOK AS ON 31ST MAR 2024

HIGHWAY



All figures in ₹ Million

Project	Type	Sector	Authority	% Completion	Order book
Karnal Munak Road	HAM	GOVT	NHAI	23.9%	6,684
Varanasi Ranchi Kolkata Highway P 10				1.1%	10,974
Varanasi-Ranchi-Kolkata Highway P 13				2.7%	7,688
Raipur-Visakhapatnam OD5				65.9%	4,538
Raipur-Visakhapatnam OD6				73.7%	2,633
Khammam-Devarapalle P1				50.0%	3,393
Khammam-Devarapalle P2				53.7%	2,616
Raipur-Visakhapatnam AP P1				69.5%	2,638
Rewari Bypass Pkg-4				83.9%	799
Chennai-Tirupati Package-II				0%	7,700
Kalimandir Dimma Chowk Elevated Corridor	EPC	PVT	ADANI	0%	6,101
Neelmangala-Tumkur				28%	6,443
UER P1				93.1%	9,65
Ganga Expressway				54.3%	20,814
Others					864

RAILWAY & METRO



₹ 84,850

Project	Type	Sector	Authority	% Completion	Order book
Bilaspur Himachal Pradesh	BOQ	GOVT & PSU	RVNL	10.3%	3,556
Janakpuri West to R.K. Ashram Corridor			DMRC	49.6%	1,762
Kanpur Central Railway	EPC		NCR	4.12%	5,323
Dhule-Nardana Railway			CR	0%	6,088
Karanjgaon_Aurangabad_RVNL_Pk9			SCR	0%	3,789
Gaya-Son Nagar section			ECR	0%	6,009

₹ 26,507

SOLAR



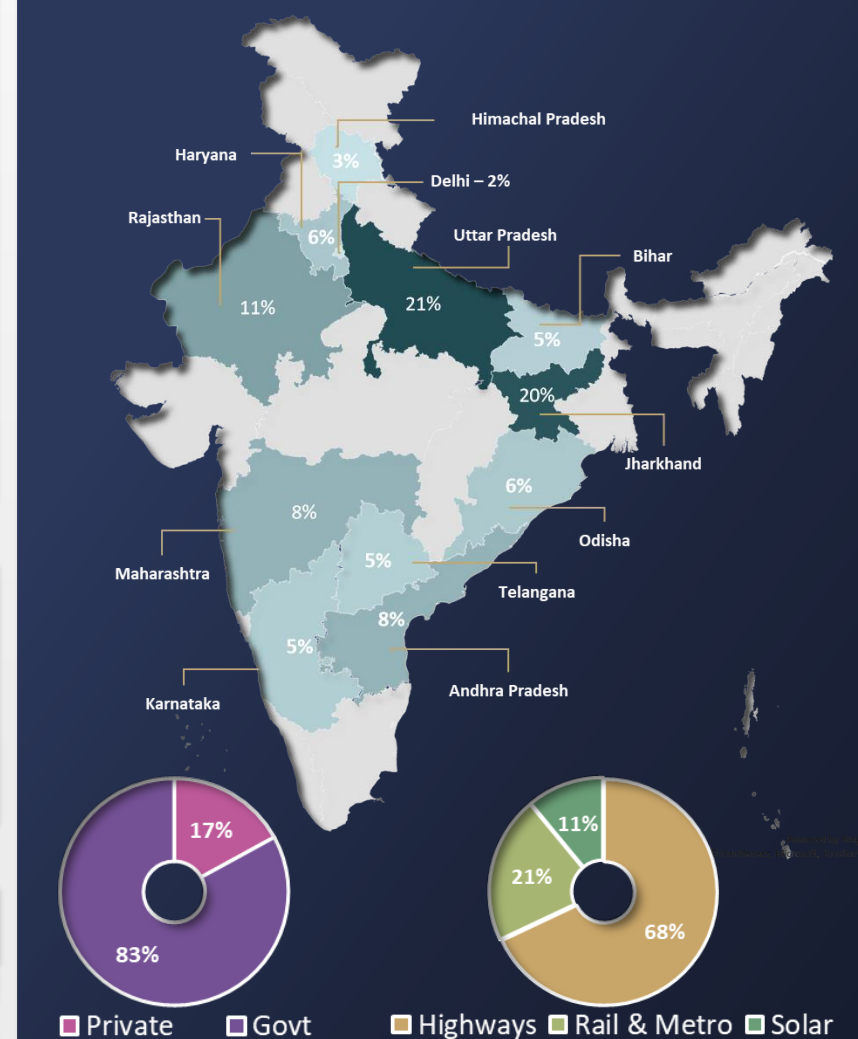
Project	Type	Sector	Authority	% Completion	Order book
Solar Power Projects- Rajasthan (KUSUM)	EPC	GOVT	JDVVNL	0.7%	12,983

₹ 12,983

TOTAL

₹ 1,24,340

Order Book's Geographical Spread





Thank You

COMPANY CONTACT

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