



# J. KUMAR INFRAPROJECTS LIMITED

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Maharashtra. Phone: +91 22 67743555, Fax: +91 22 26730814, Email: [info@jkumar.com](mailto:info@jkumar.com),  
Website: [www.jkumar.com](http://www.jkumar.com), CIN: L74210MH1999PLC122886

23<sup>rd</sup> May, 2023

To,  
The General Manager  
Department of Corporate Services  
BSE Ltd  
Mumbai Samachar Marg  
Mumbai - 400 001  
Fax: 2272 2037 / 39 /41/61

The Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, Plot No .C/1, G- Block  
Bandra- Kurla Complex, Bandra East  
Mumbai-400 051  
Fax No.26598237/8238

**Scrip Code: 532940**  
**ISIN: INE576I01022**

**Scrip Name: JKIL**

**Sub:** Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

Dear Sir's,

Pursuant to the provisions of the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation for the Audited Financial Statements, for the fourth quarter and year-to-date, ended as on 31<sup>st</sup> March, 2023

The said presentation will also be put up on the website of the Company.

Yours faithfully,

**for J. Kumar Infraprojects Ltd**

**POORNIMA** Digitally signed by  
**CHINTAKINDI** POORNIMA CHINTAKINDI  
Date: 2023.05.23 15:18:19  
+05'30'

**Poornima**  
**Company Secretary**

Enclosures: As Above



*We dream... So we achieve...*

**J. Kumar Infraprojects Limited**

**Investor Presentation**

**Q4 & FY23 Results Update**

# Disclaimer

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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.

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# Our Major Achievements in FY23

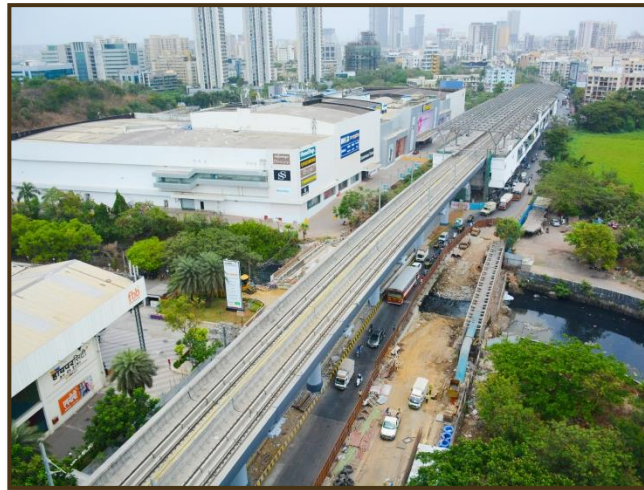
Bringing Pride to Nation - Delivering Project of National Importance



## Mumbai Metro Line 7

Mumbai Metro Line 7 from Andheri (E) to Dahisar (E) is 16.5 Km long elevated corridor with 13 stations

It shall facilitate smooth and efficient interchange with the suburban rail system & MRT system at Andheri, JVLR and Dahisar



## Mumbai Metro Line 2 A

Mumbai Metro Line 2A from Dahisar to DN Nagar is 18.6 Km long elevated corridor with 17 stations

It shall facilitate smooth and efficient interchange with the suburban rail system & MRT system at Dahisar and DN Nagar



## JNPT

JNPT Port Connectivity between Amra Marg starting from NMC Head Quarter Building to Gavan Fata, Jesai to Karal and Karal to D-Point Panvel and Kalamboli (35 Km) have been operational for Public from April 3<sup>rd</sup>.

# Our Major Achievements in FY23



## Chheda Nagar Flyover

1.3 Km length Flyover from Mankhurd to Thane

It shall facilitate smooth and signal free commute from Mumbai to Thane and Thane to Navi Mumbai, easing traffic and reducing pollution in eastern Mumbai



## SCLR Flyover

Santa Cruz Chembur Link road is a 6.45 Km long road connecting the Western Expressway Highway in Santa Cruz with the Eastern Expressway Highway in Chembur.

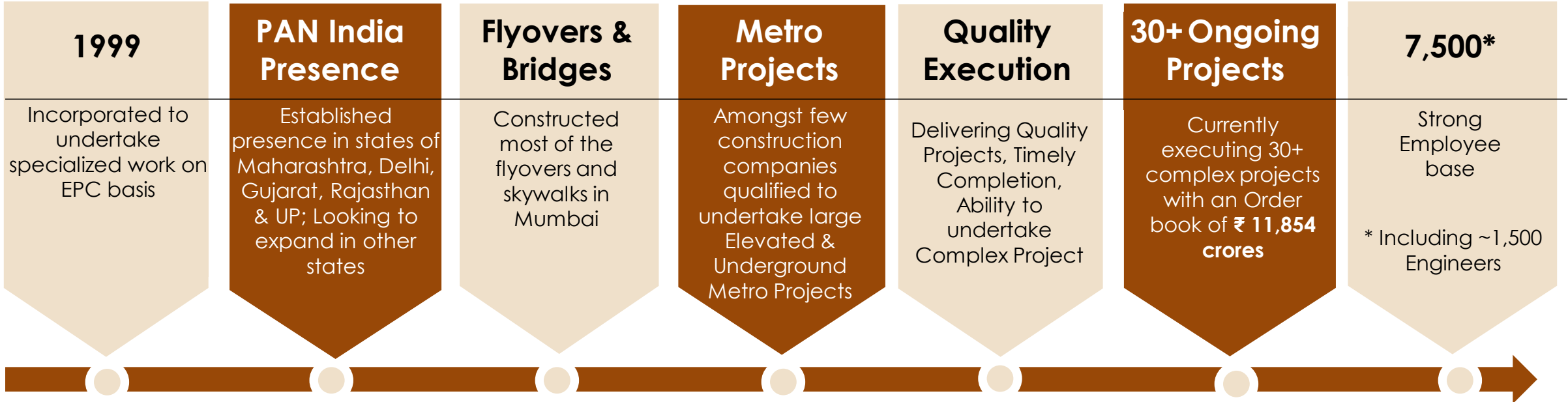
It contains the city's first and India's second double-decker flyover

# Company Overview



*We dream... So we achieve...*

# About J. Kumar Infraprojects



- J. Kumar embarked on its journey in 1980 under the visionary leadership of Mr. Jagdishkumar M. Gupta
- Rich legacy of more than 4 decades and strict financial discipline
- Execution marked by timely completion & good quality of projects
- Developed niche in field of urban infrastructure in India
- Present across Segments like Metros, Flyovers, Subways, Bridges, Roads, Water & Civil Construction

➤ **...42 years of Nation building**

We dream... So we achieve...



# Our Offerings



## Metro

- Metro Underground
- Metro Elevated
- Metro Elevated Stations
- Metro Underground Stations
- Depots

## Flyover & Bridges

- Flyovers
- Bridges
- Pedestrian Subways
- Skywalks
- Road Over Bridges

## Roads & Tunnels

- Roads
- Highways
- Expressways
- Tunnels
- Airport Runways

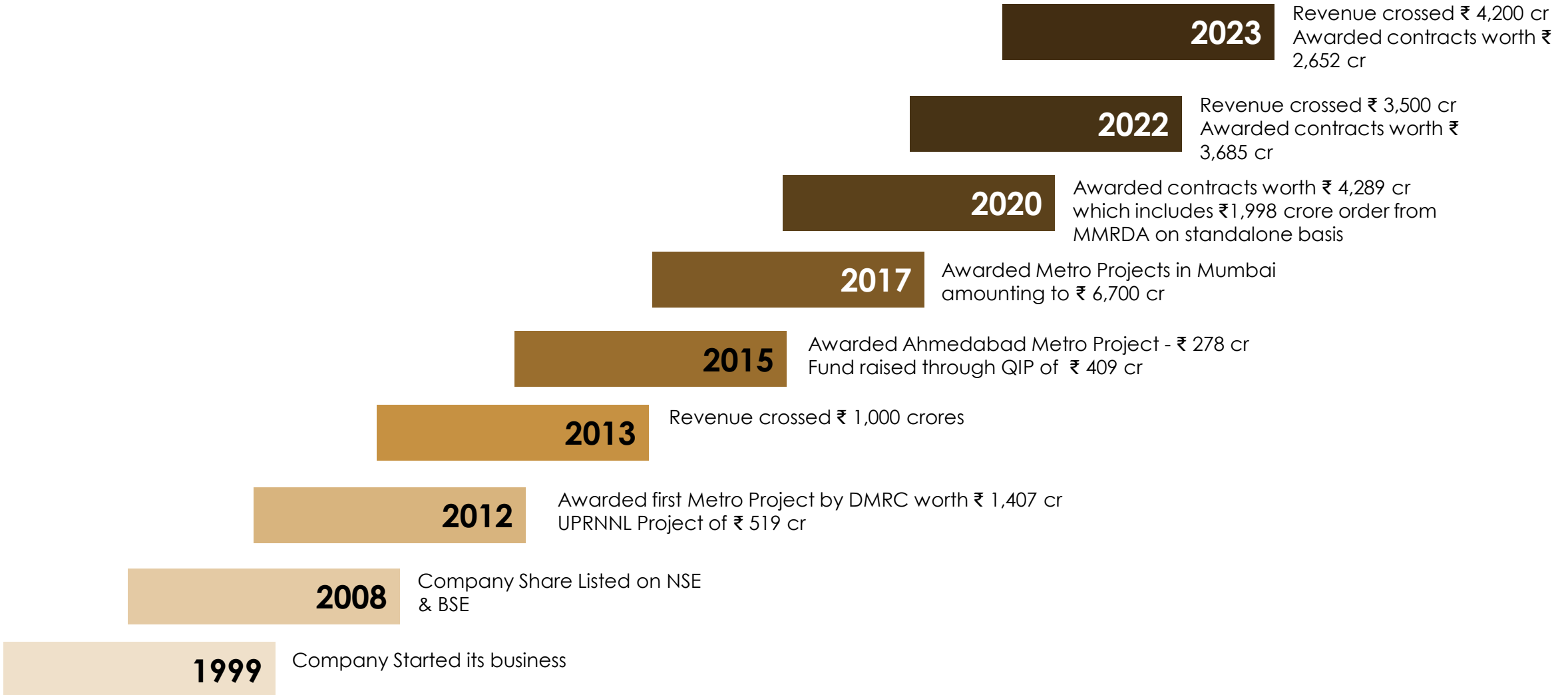
## Civil & Others

- Hospital / Medical Colleges
- Railway Terminus & Stations
- Commercial buildings
- Sports Complex
- Other Civil Constructions

## Water

- Sewage Treatment Plants
- River Fronts
- Tunnels
- Others

# Our Growth Story



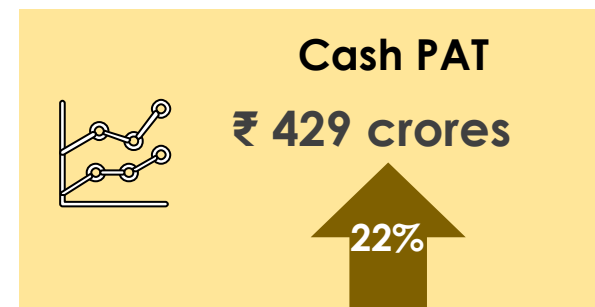
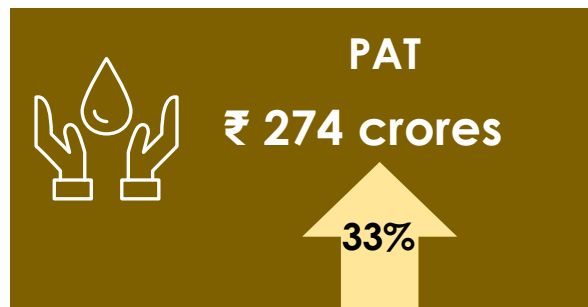
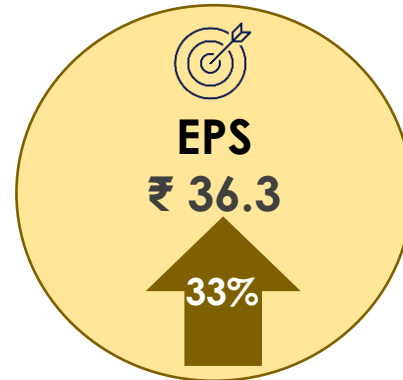
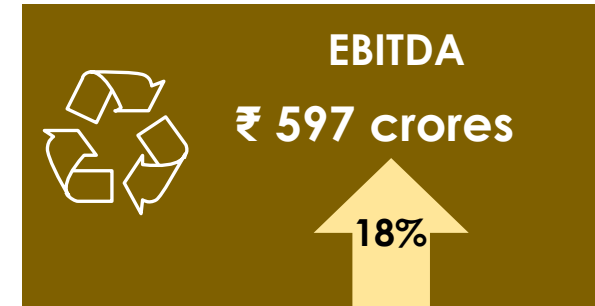
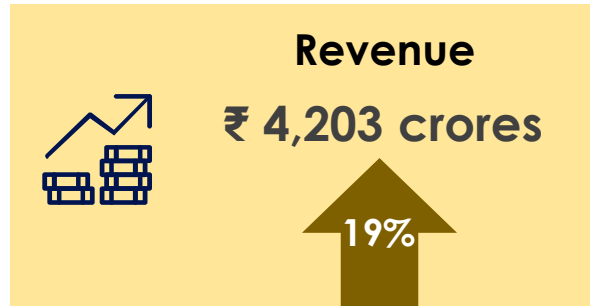
*We dream... So we achieve...*

# Performance Highlights



*We dream... So we achieve...*

# FY23 Key Financial Highlights



# Q4 & FY23 Profit & Loss

Particulars (₹ In Cr)	Q4 FY23	Q4 FY22	Y-O-Y	Q3 FY23	FY23	FY22	Y-O-Y
<b>Revenue from Operations</b>	<b>1,134.2</b>	<b>1,114.5</b>	2%	<b>1,062.4</b>	<b>4,203.1</b>	<b>3,527.2</b>	19%
Cost of Material Consumed	741.6	737.5		698.6	2,784.0	2,268.2	
Construction Expenses	129.7	124.9		119.9	456.6	417.6	
Employee Expenses	79.5	70.8		80.3	309.3	278.9	
Administrative & Other Expenses	23.9	22.0		12.0	56.1	57.8	
<b>EBITDA</b>	<b>159.4</b>	<b>159.2</b>	0%	<b>151.6</b>	<b>597.1</b>	<b>504.6</b>	18%
<b>EBITDA Margin</b>	<b>14.1%</b>	<b>14.3%</b>		<b>14.3%</b>	<b>14.2%</b>	<b>14.3%</b>	
Other Income	9.3	8.3		5.8	30.4	24.9	
Depreciation	41.3	37.7		38.7	154.7	146.8	
<b>EBIT</b>	<b>127.5</b>	<b>129.8</b>		<b>118.7</b>	<b>472.8</b>	<b>382.7</b>	24%
<b>EBIT Margin</b>	<b>11.2%</b>	<b>11.7%</b>		<b>11.2%</b>	<b>11.2%</b>	<b>10.8%</b>	
Finance Cost	27.3	26.4		22.1	99.2	100.0	
<b>Profit before Tax</b>	<b>100.2</b>	<b>103.4</b>	-3%	<b>96.6</b>	<b>373.6</b>	<b>282.7</b>	32%
<b>PBT Margin</b>	<b>8.8%</b>	<b>9.3%</b>		<b>9.1%</b>	<b>8.9%</b>	<b>8.0%</b>	
Tax	26.3	29.4		25.5	99.2	76.8	
<b>PAT</b>	<b>73.9</b>	<b>74.0</b>	0%	<b>71.1</b>	<b>274.4</b>	<b>205.9</b>	33%
<b>PAT Margin %</b>	<b>6.5%</b>	<b>6.6%</b>		<b>6.7%</b>	<b>6.5%</b>	<b>5.8%</b>	
<b>Cash PAT</b>	<b>115.2</b>	<b>111.7</b>	3%	<b>109.7</b>	<b>429.1</b>	<b>352.7</b>	22%
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>10.0%</b>		<b>10.3%</b>	<b>10.2%</b>	<b>10.0%</b>	

# Balance Sheet

Particulars (₹ in Cr)	As at Mar 2023	As at Mar 2022
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	925	790
Capital work-in-progress	107	152
Financial Assets		
Investments	1	2
Other Financial Assets	398	299
Other Non Current Assets	37	46
<b>Total - Non-Current Assets</b>	<b>1,468</b>	<b>1,289</b>
<b>Current Assets</b>		
Inventories	393	366
Financial Assets		
Trade Receivables	1,141	888
Cash and Cash Equivalents	65	111
Bank balances other than Cash & Cash equivalents	312	262
Loans	11	12
Other Financial Assets	108	100
Other Current Assets	858	916
<b>Total - Current Assets</b>	<b>2,887</b>	<b>2,655</b>
<b>TOTAL - ASSETS</b>	<b>4,356</b>	<b>3,944</b>

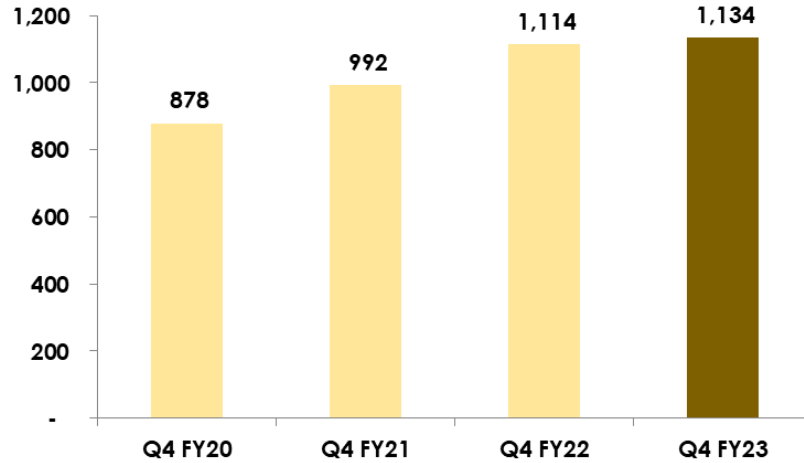
Particulars (₹ in Cr)	As at Mar 2023	As at Mar 2022
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	38	38
Other Equity	2,302	2,049
<b>Total - Shareholders' funds</b>	<b>2,340</b>	<b>2,087</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	83	32
Lease Liability	15	21
Other Financial Liabilities	79	68
Provisions	0	2
Deferred Tax Liabilities (Net)	23	24
<b>Total - Non-Current Liabilities</b>	<b>200</b>	<b>146</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	434	400
Trade Payables	630	573
Lease Liabilities	16	19
Other Financial Liabilities	175	161
Other Current Liabilities	561	558
<b>Total - Current Liabilities</b>	<b>1,816</b>	<b>1,711</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>4,356</b>	<b>3,944</b>

# Cash Flow

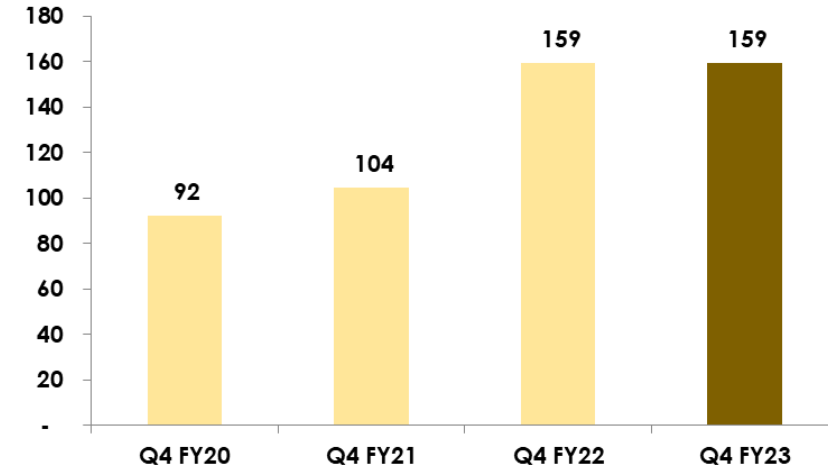
Particulars (₹ In Cr)	FY 23	FY 22
<b>PBT</b>	<b>374</b>	<b>283</b>
Adjustments	224	226
<b>Operating profit before working capital changes</b>	<b>598</b>	<b>509</b>
Changes in working capital	(323)	(65)
<b>Cash generated from operations</b>	<b>275</b>	<b>444</b>
Direct taxes paid (net of refund)	(92)	(63)
<b>Net Cash from Operating Activities</b>	<b>183</b>	<b>381</b>
<b>Net Cash from Investing Activities</b>	<b>(186)</b>	<b>(91)</b>
<b>Net Cash from Financing Activities</b>	<b>(43)</b>	<b>(224)</b>
<b>Net Change in cash and cash equivalents</b>	<b>(46)</b>	<b>65</b>
Opening Cash Balance	111	46
<b>Closing Cash Balance</b>	<b>65</b>	<b>111</b>

# Robust Performance

Revenue (₹ Crores)

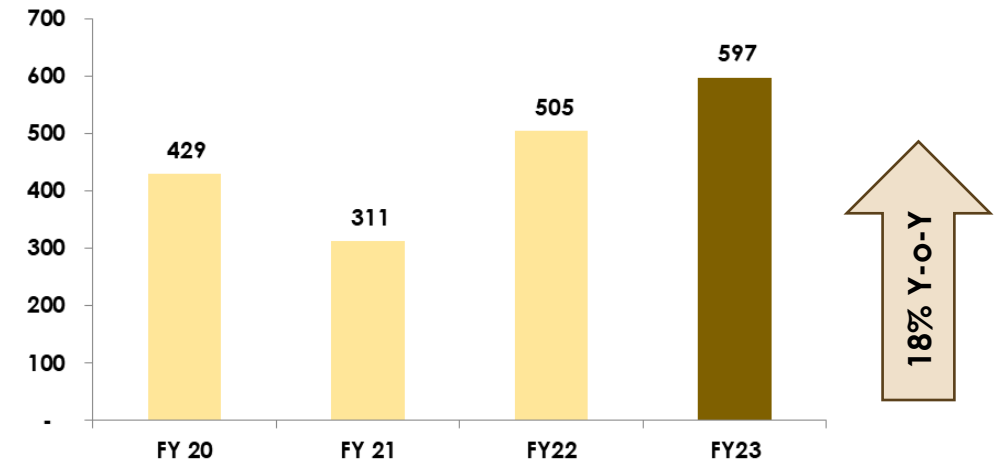
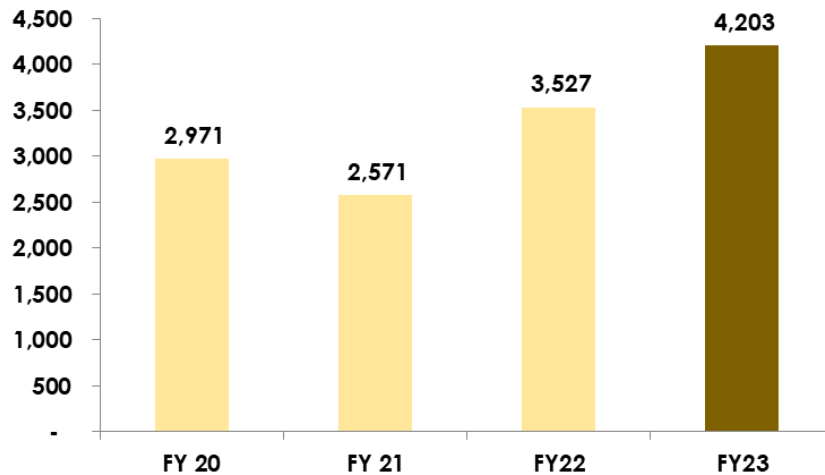


EBITDA (₹ Crores)



Quarter

12 Months

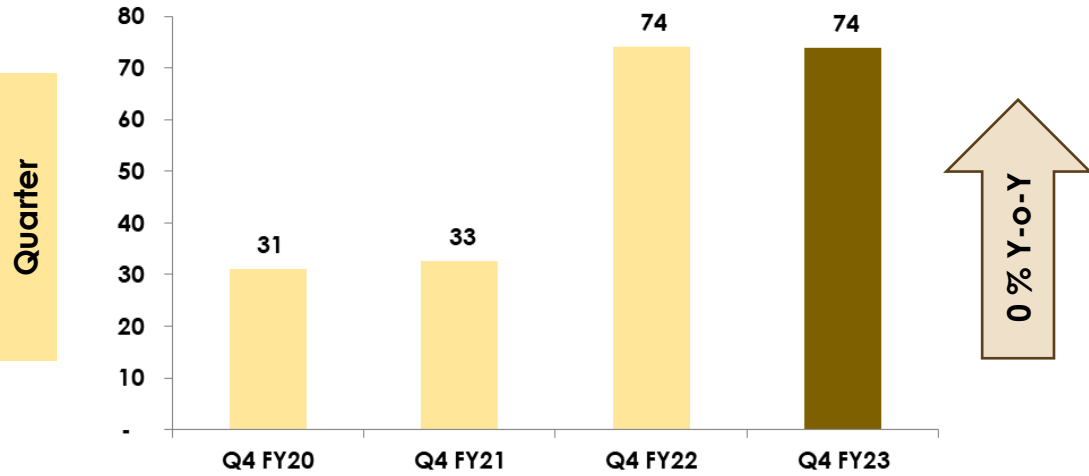


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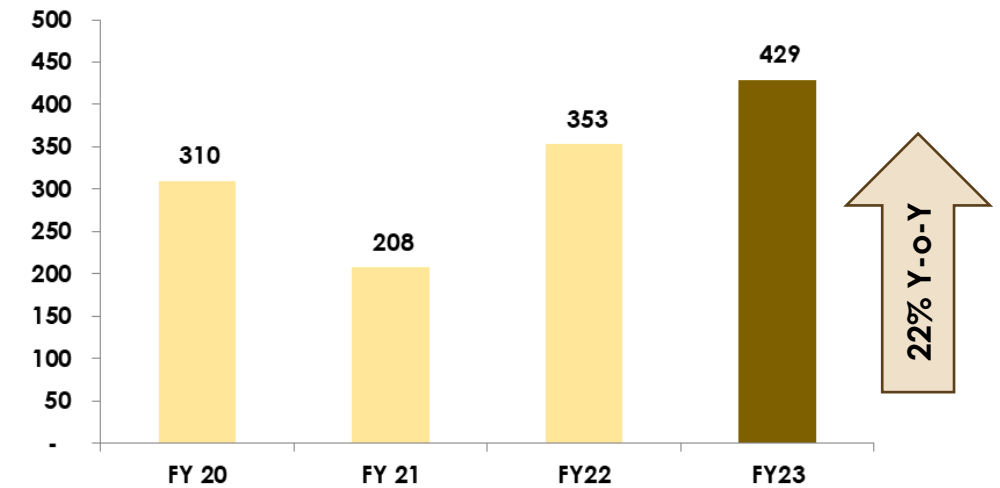
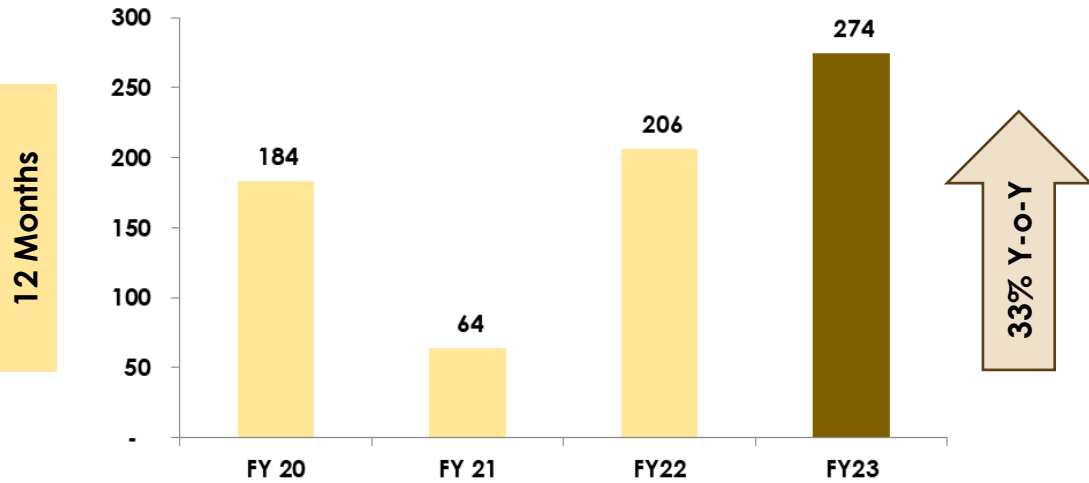
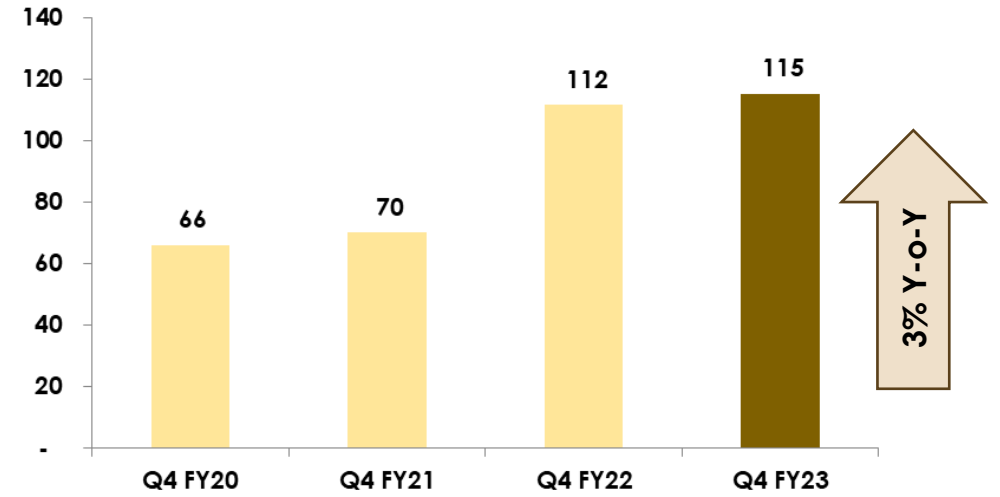


# Robust Performance

**PAT (₹ Crores)**



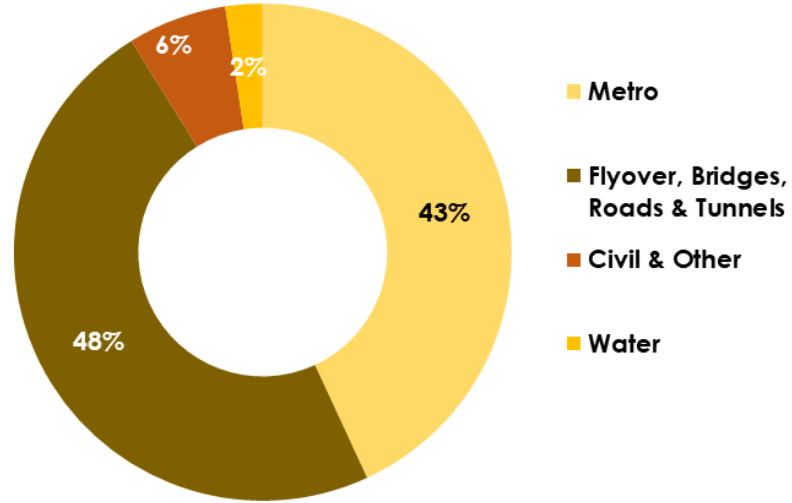
**CASH PAT (₹ Crores)**



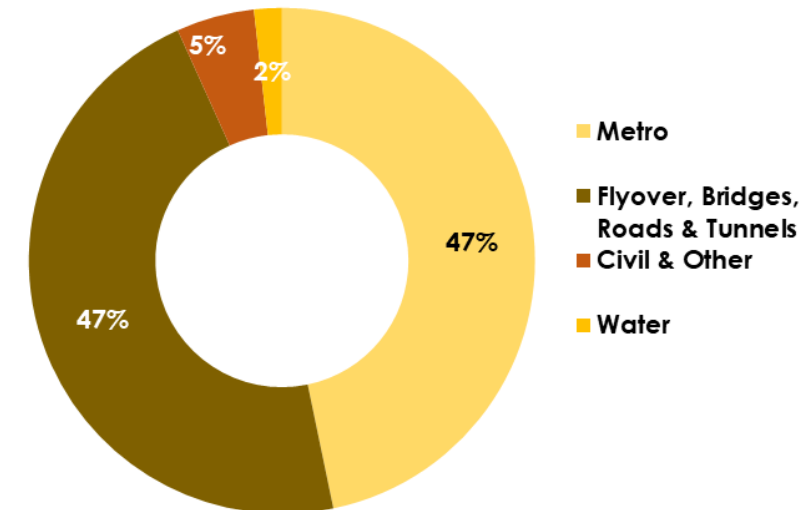
# Revenue Breakup

Q4 FY 23

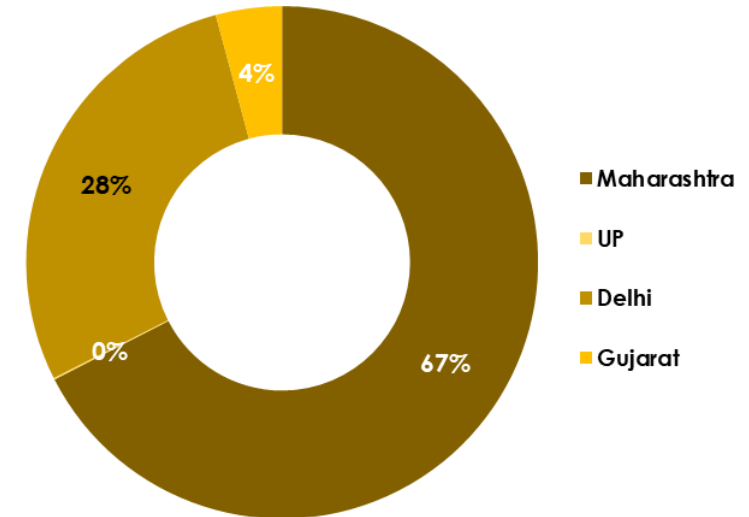
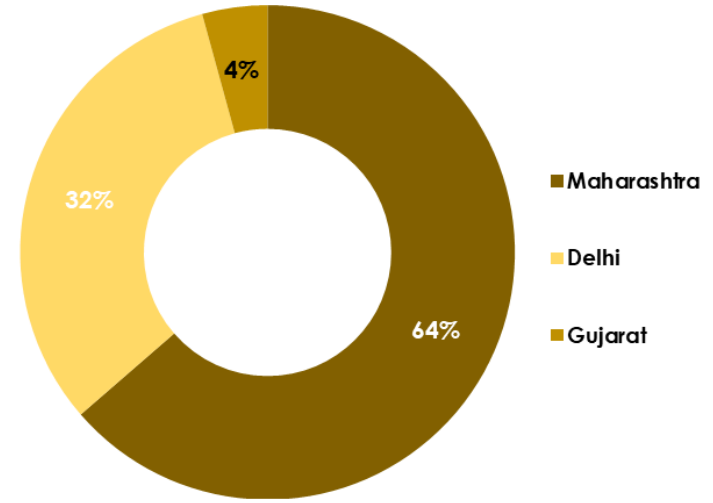
Segment Wise Breakup (%)



FY 23

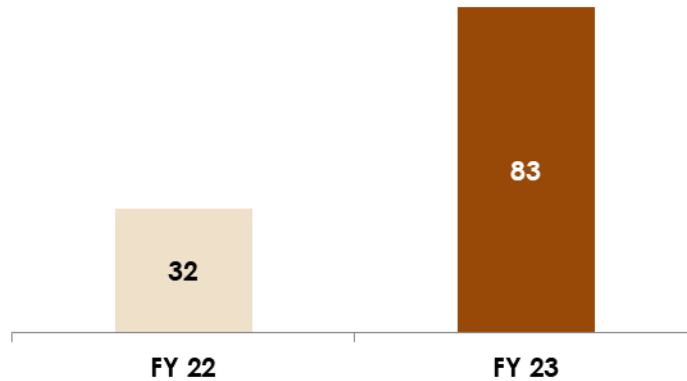


Geographical Break up (%)

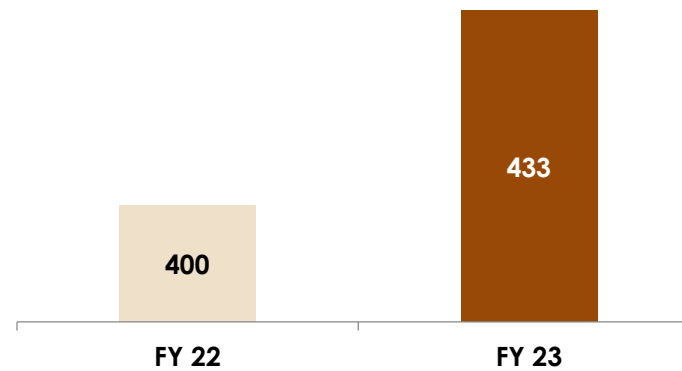


# Debt Profile

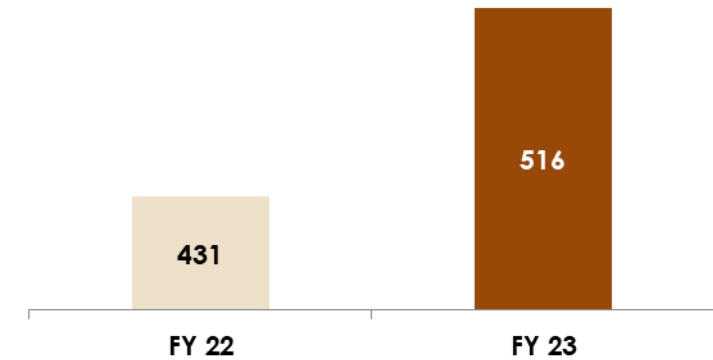
Long Term Debt (Incl. Current Maturities)  
(₹ In cr)



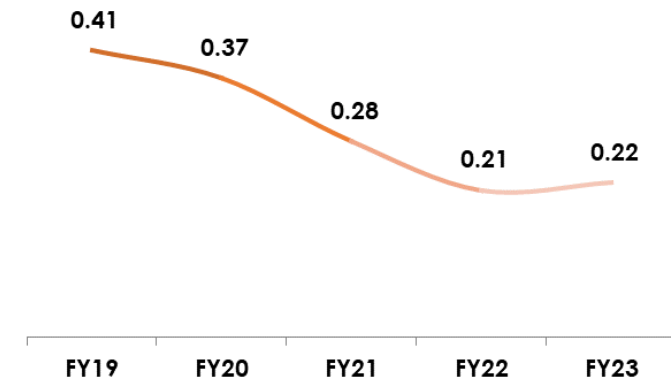
Short Term Debt  
(₹ In Cr)



Gross Debt  
(₹ In Cr)



Debt Equity Ratio



- **Gross debt equity ratio within comfort level at 0.22x** as on March 31, 2023
- **Net debt equity ratio at (0.02)x** as on March 31, 2023
- **Rated ICRA A+/ Stable for Fund based and Non Fund based limits**
- Focus to reduce debt in medium to long term and improve profitability and return ratio

# Order Wins FY23

Total Order Inflow during FY 23 - ₹ 2,652 crores

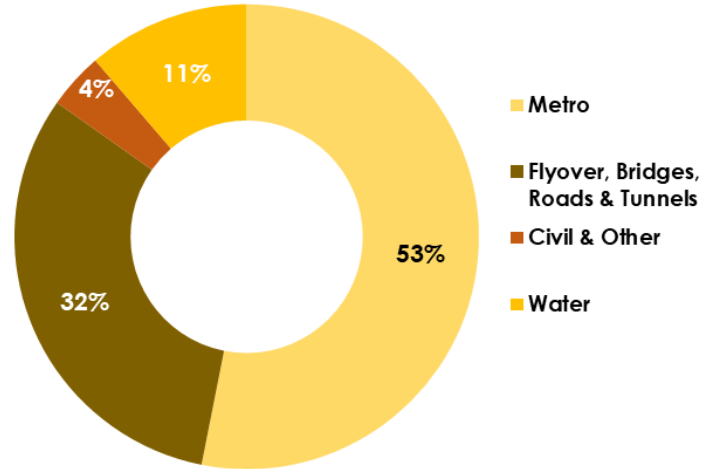
- LOA from **Ircon International Ltd** for a contract price of ₹ **1,068 crores** (excluding GST) for Construction of 8 lane access-controlled Expressway from Bhoj to Morbe Section- SPUR of Vadodara Mumbai Expressway, including long twin tube eight-lane tunnel in Matheran Eco-sensitive Zone
- LOA from **MCGM** for a contract price of ₹ 510 crores (excluding GST), JKIL share in the project ₹ **306 crores** for Design, Build and Commissioning of Priority Sewer Tunnel - Phase I
- LOA from **MCGM** for a contract price of ₹ **315** crores (excluding GST) for Reconstruction of Siddharth Municipal General Hospital at Siddharth Nagar, Goregaon (West), Mumbai
- LOA for Dwarka Expressway-PKG-01 (COS) from **NHAI** for a contract price of ₹ **464** crores (excluding GST)
- LOA from **BMRCL** for Bangalore Metro-Phase - 2A & 2B for total contract price of ₹ **237** crores (excluding GST)
- LOA from **MCGM** for a contract price of ₹ 515 crores (excluding GST), JKIL share in the project ₹ **262 crores** for Design, Build and Commissioning of Priority Sewer Tunnel - Phase 2

*We dream... So we achieve...*

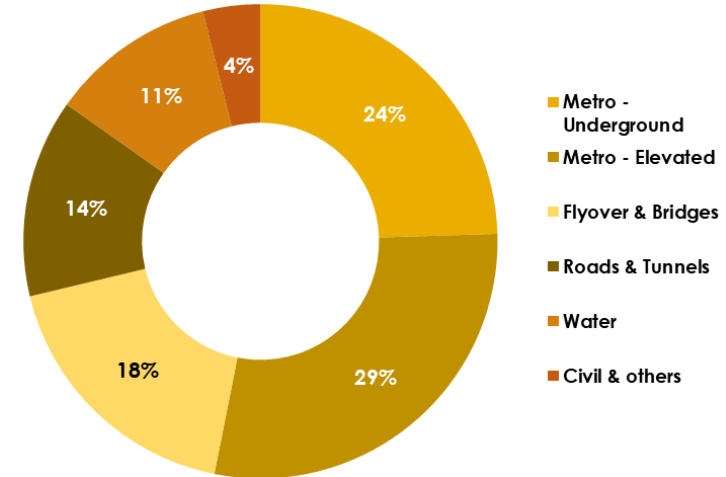
# Order Book as on March 31, 2023

Healthy Order Book of ₹ 11,854 Cr

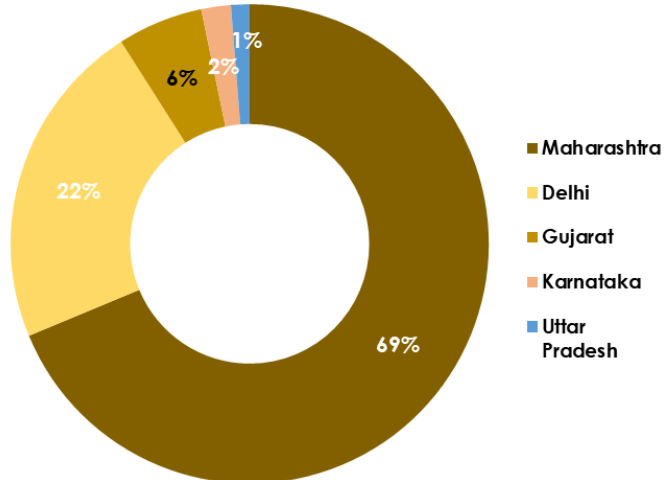
### Segment Wise Break-up (%)



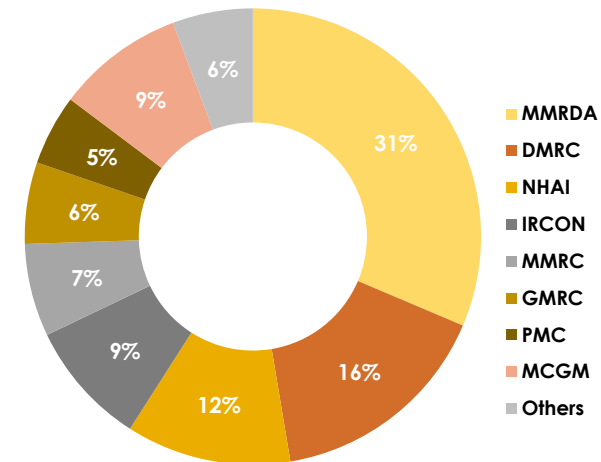
### Sub-segment wise Break-up (%)



### Geographical Break-up (%)



### Client wise Break-up (%)



# Order Book Breakup as on March 31, 2023

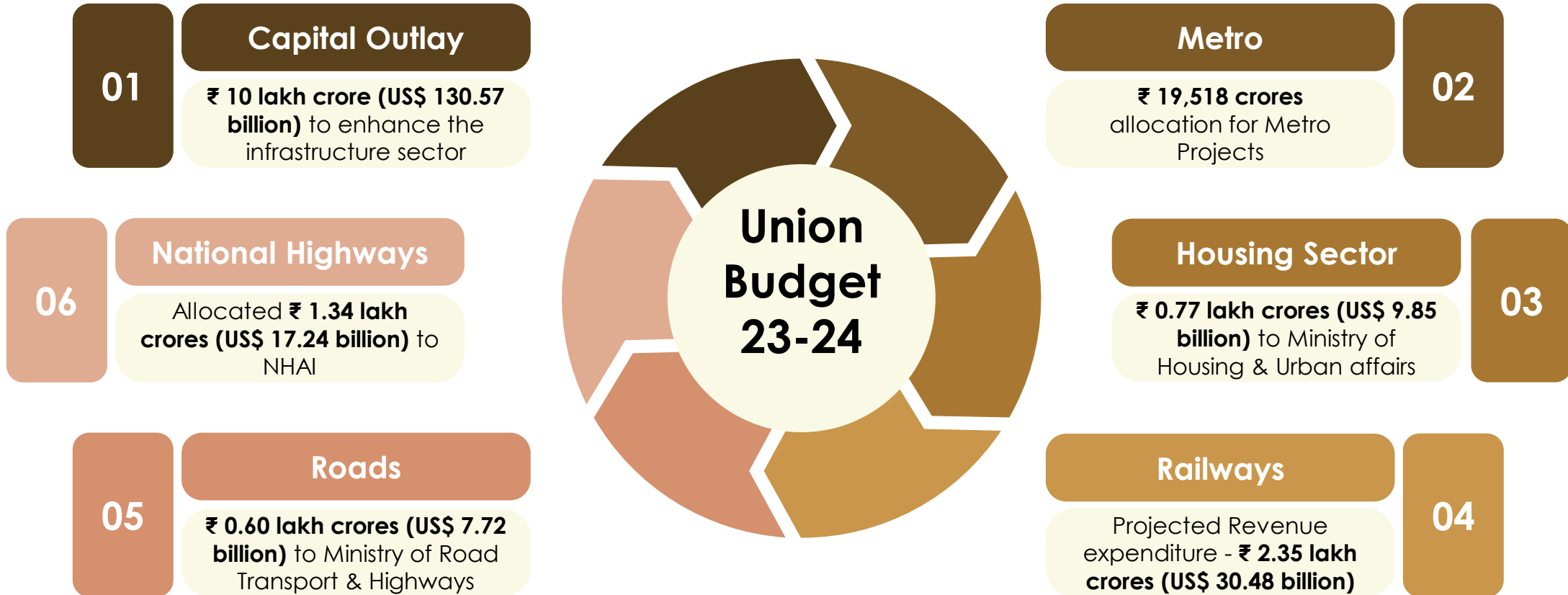
Name of the Project	Client Name	Order Backlog (₹ Cr)	Name of the Project	Client Name	Order Backlog (₹ Cr)
Mumbai Metro Line-09-07A (CA48)	MMRDA	1,376	Dwarka Expressway-Pkg-01	NHAI	933
Mumbai Metro Line-2B C101	MMRDA	907	Sewri Worli Elevated Connector	MMRDA	575
Mumbai Metro Line-6 BC03	DMRC	341	Dwarka Expressway-Pkg-02	NHAI	355
Mumbai Metro Line-4A CA54	MMRDA	237	SCLR Flyover	MMRDA	86
Mumbai Metro Line-6 BC01	DMRC	161	Airoli Creek Bridge	MMRDA	67
Bangalore Metro Phase 2A & 2B	BMRCL	237	Chheda Nagar Flyover	MMRDA	35
Pune Metro Elevated PIC-05	MAHA METRO	40	Motagaon Creek Bridge	MMRDA	36
Metro - Others		92	Flyover - Others		65
<b>Metro - Elevated (A)</b>		<b>3,393</b>	<b>Flyover &amp; Bridges (D)</b>		<b>2,152</b>
Delhi Metro DC08	DMRC	1,348	IRCON VME Package - 17	IRCON	1,049
Surat Metro Ph-1 UG-02 Pkg-CS3	GMRC	685	CIDCO Coastal Road Pkg 01	CIDCO	365
Mumbai Metro Line-3 Pkg 05	MMRC	484	JNPT Package-1, 2, 3	NHAI	97
Mumbai Metro Line-3 Pkg 06	MMRC	285	CIDCO Coastal Road Pkg 02	CIDCO	92
Maha Metro UG-01 Pune	MAHA METRO	103			
<b>Metro-Underground (B)</b>		<b>2,904</b>	<b>Roads &amp; Tunnels (E)</b>		<b>1,603</b>
Pune Riverfront	PMC	592	Siddharth Nagar - Hospital	MCGM	315
Sewer Tunnel Phase 1 & Phase 2	MCGM	567	RML Academy-Lucknow	UPRNNL	139
Mithi Package IV	MCGM	145	Civil - Others		9
Water - Others		36			
<b>Water (C)</b>		<b>1,340</b>	<b>Civil (F)</b>		<b>463</b>
<b>TOTAL</b>					<b>11,854</b>

Note: The order book as on March 31, 2023 is adjusted for price variations, changes in scope etc.

**Vision 2027 – Billion \$ Company**



*We dream... So we achieve...*



Construction sector is the second largest employment generator and has got major government thrust



# Towards a Billion \$ Revenue Company

## Growth Envisaged in Order Book

₹ **11,854** cr

Order book as on  
March 31, 2023

₹ **20,000+** cr

Expected Order Book in FY27

## Focus segments

- Metro Projects
- Flyover, Bridges & Roads
- STP, Sewerage & Water Projects
- Tunnels
- Building & Hospitals

**Metro projects to be the major contributor in terms of Revenue & Order Book**

## Strong Financial & Technical metrics

- Improving Financial metrics
- Strengthen working capital cycle
- Strong Balance Sheet with focus on Debt Reduction
- Fleet of modern equipment
- Talent pool
- Qualified for bigger ticket size projects

**VISION  
2027**

**Billion \$  
Revenue**

**14% -15%**  
**Operating Profit  
margin**

**Fortifying our Business, Organization & Governance**

# Strengthening Business, Organization & Governance

## Strengthening the Business

- Larger Complex projects
- Segment Diversification
- Geography Diversification
- Client Diversification
- Focus on owning high value equipment
- Better Financial Discipline
- Optimum Debt & Improving Credit rating
- Improved Innovation Technology & mechanization

## Building the Organisation

- Individual Profit Centers
- Centralised Planning & Monitoring Group (CPMG)
- Adequate reporting hierarchy
- Appointed KPMG as consultants for revamping SOPs, strengthening processes
- Talent Identification
- ERP upgradation
- Paperless office
- Enhancement in MIS System

## Reinforcing Governance

- Reconstituted the Board by induction of new independent directors
- Engagement with top consultants
- Various policies in place
- Risk Management Framework in place
- ESG / SHE & CSR
- Safety spend - ~1% of project cost
- Periodic training, Better facilities & Robust procedures for Safety, Health & Environment
- Thrust on education, health care & medical facilities

# Key Strengths

## Bidding Eligibility

- Built Bidding capacity for larger projects
- Amongst Top 5 EPC players eligible to undertake U/G Metro

## Larger Project Execution

- Undertaking & Execution of Large & complex projects such as Mumbai Metro, Delhi Metro , JNPT, Dwarka Expressway

## Timely Completion

- Impeccable Track record of completing complex projects within the stipulated time

## Metro Project Capability

- One of the few companies having entered metro projects that have grown & survived
- Amongst few companies qualified to undertake Elevated & Underground Metro
- Undertook first metro project in Mumbai in 2012
- Significant share of Mumbai Metro projects are with J. Kumar

## In-house Equipment Bank

- Only company in India owning 7 TBMs
- Sustained investment in cutting-edge technologies
- Better Asset churn

## Strengthened Organization

- Strong & Experienced Leadership
- Rich talent pool of professionals & technical experts
- Hired Expats for U/G Metro projects



## Strong Performance

**Consistent Increase in Revenue & Order Book with a CAGR of ~22% (2008 – 2023)**

**Net debt-free Company**

**Strong Credit Rating**

**Stable & improving margins despite increasing revenues**

**One of the few infrastructure companies with PAT margin of ~6%**

# Business Overview



*We dream... So we achieve...*

# Major Completed Projects



Mumbai Metro Line 2A



Mumbai Metro Line 7



Delhi Underground Metro



Delhi Elevated Metro



Ahmedabad Metro



ESIC Hospital Cum Medical College- Alwar

# Major Completed Projects



**JNPT - Mumbai**



**Panjarapol Flyover**



**Grant road Skywalk**



**Amar Mahal Flyover**



**Chheda Nagar Flyover Part 1**



**BKC- Chunabhathi Flyover**

# Major Ongoing Projects



**Mumbai Underground Metro Line 3**



**Mumbai Metro Line 9**



**Pune Elevated Metro**



**Mumbai Metro Line 4A**



**Mumbai Metro Line 6**



**Pune Underground Metro**

# Major Ongoing Projects



**Motagaon Creek Bridge**



**Dwarka Expressway**



**Chhedanagar Flyover**



**Kalwa Bridge Thane**



**SCLR Flyover**



**Sewri Worli Elevated**



# Major Ongoing Projects



RML, Lucknow



Vadodara Mumbai Expressway, IRCON



Pune Riverfront



Airoli Flyover



Delhi Metro



Dwarka Expressway

# Fleet of Modern Equipment

TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling



Launching Girder



Bitumen Plant



Straddle Carrier



# Strong Client Base

**METRO & RAILWAYS**



**FLYOVER & BRIDGES**

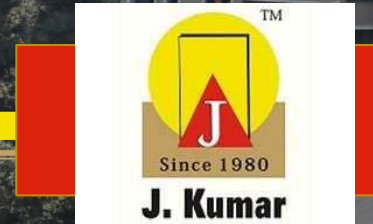


**CIVIL AND OTHERS**



UPRNNL

# Management Overview



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# Experienced & Visionary Leadership



**Mr Kamal J Gupta**  
**Managing Director**

- Bachelor in Civil Engineering, joined JKIL in 1996 having 27 years of experience
- Instrumental in Company's foray into Metro segment, spearheaded in design and construction of U/G Metro line 3 including 7 U/G stations
- Played key role in developing Urban Flyovers vertical & construction of various national highways & civil construction projects



**Mr Jagdish Kumar Gupta**  
**Executive Chairman**

- 50+ years of experience in Infrastructure sector
- First generation entrepreneur who led the company in undertaking projects of varied complexities and scale
- His vision, passion, zeal and indefatigable energy has been instrumental in shaping the company's growth path



**Dr Nalin J Gupta**  
**Managing Director**

- Commerce Graduate & Member of Indian Institution of Bridge Engineer, Joined JKIL in 1995 having 28 years experience
- Lead new initiatives by venturing into Metro Elevated and U/G Projects
- Completed various projects like Metro, River Bridges, Flyovers, Cable-stayed Skywalks, Segmental Bridges, ROB's

# Independent Directors

**Mr. Raghav Chandra**



- Masters in Public Administration from Harvard University, USA. He is MSc. in Mathematics.
- 1982 batch IAS , held key positions with Central Govt such as Chairman NHA.
- Awarded with the “Man of the Year” Award by Construction World Magazine in 2016.
- Former Principal Secretary, Urban Development, MD MPSIDC, CEO Housing Board, Govt of M.P.

**Mr. Sidharath Kapoor**



- Chartered Accountant (rank holder), CS and GAMP from ISB.
- He is currently on the Board of Noida International Airport; Advisor-AIF SBI MF.
- Track record of over two decades in strategic leadership and leading complex businesses.
- Successfully led complex infrastructure businesses including Airports, Renewable Energy, Oil & Gas, Pipelines, etc.

**Ms. Archana S. Yadav**



- Chartered Accountant with over 15 years of experience.
- A PGDBM holder, she has also Cleared Forensic Audit & Fraud Detection Course by ICAI
- She has been Appointed as GST Faculty by ICAI for knowledge sharing.

# Strong Focused Management Team



**Shaibal Roy**

*Ex Vice President - Projects*



**Mayank Kumar Jain**

*Head Transportation-Projects*



**Madan Biyani**

*Chief Financial Officer*



**Sudhakar Thorat**

*Vice President - Projects*



**Ravindra M Kulkarni**

*Vice President -IT, Admin & HR*



**Rajendra Sharma**

*Head - Central Planning & Monitoring Group*



**Arvind Gupta**

*Vice President - Taxation*



**Poornima Chintakindi**

*Company Secretary & Compliance Officer*



**Prashant Joshi**

*Head - CPMG*



**Iffekhar Ahmed**

*Sr. GM - Projects*



**Rajan Sharma**

*Head - Projects*



**Praveen S Dongre**

*Sr. GM – Safety*



**Sachin Sabnis**

*Head - Procurement*



**Sachin Naik**

*GM - Projects*



**R.B. Singh**

*Regional GM - Projects*

# Historical Financials



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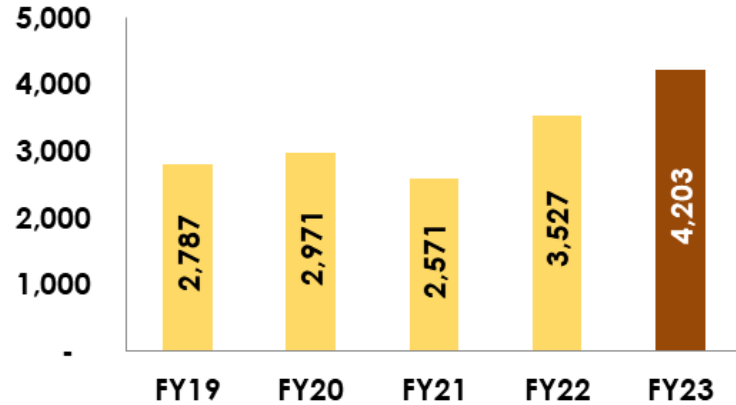
# Profit & Loss

Particulars (₹ In Cr)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
<b>Revenue from Operations</b>	<b>1,604</b>	<b>2,051</b>	<b>2,787</b>	<b>2,971</b>	<b>2,571</b>	<b>3,527</b>	<b>4,203</b>	<b>17%</b>
Cost of Material Consumed	966	1,209	1,720	1,817	1,612	2,268	2,784	
Construction Expenses						418	457	
Employee Expenses	127	197	248	299	231	279	309	
Other Expenses	261	324	383	426	416	58	56	
<b>EBITDA</b>	<b>251</b>	<b>321</b>	<b>436</b>	<b>429</b>	<b>311</b>	<b>505</b>	<b>597</b>	<b>16%</b>
<b>EBITDA Margin</b>	<b>15.6%</b>	<b>15.7%</b>	<b>15.7%</b>	<b>14.4%</b>	<b>12.1%</b>	<b>14.3%</b>	<b>14.2%</b>	
Other Income	31	29	28	28	25	25	30	
Depreciation	56	73	102	126	144	147	155	
<b>EBIT</b>	<b>226</b>	<b>277</b>	<b>362</b>	<b>331</b>	<b>193</b>	<b>383</b>	<b>473</b>	<b>13%</b>
<b>EBIT Margin</b>	<b>14.1%</b>	<b>13.5%</b>	<b>13.0%</b>	<b>11.1%</b>	<b>7.5%</b>	<b>10.8%</b>	<b>11.2%</b>	
Finance Cost	66	70	94	98	104	100	99	
<b>Profit before Tax</b>	<b>160</b>	<b>207</b>	<b>268</b>	<b>233</b>	<b>89</b>	<b>283</b>	<b>374</b>	<b>15%</b>
<b>PBT Margin</b>	<b>10.0%</b>	<b>10.1%</b>	<b>9.6%</b>	<b>7.9%</b>	<b>3.4%</b>	<b>8.0%</b>	<b>8.9%</b>	
Tax	53	70	91	50	25	77	99	
<b>PAT</b>	<b>107</b>	<b>137</b>	<b>177</b>	<b>184</b>	<b>64</b>	<b>206</b>	<b>274</b>	<b>17%</b>
<b>PAT Margin %</b>	<b>6.7%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>2.5%</b>	<b>5.8%</b>	<b>6.5%</b>	
<b>Cash PAT</b>	<b>163</b>	<b>209</b>	<b>279</b>	<b>310</b>	<b>208</b>	<b>353</b>	<b>429</b>	
<b>Cash PAT Margin %</b>	<b>10.2%</b>	<b>10.2%</b>	<b>10.0%</b>	<b>10.4%</b>	<b>8.1%</b>	<b>10.0%</b>	<b>10.2%</b>	

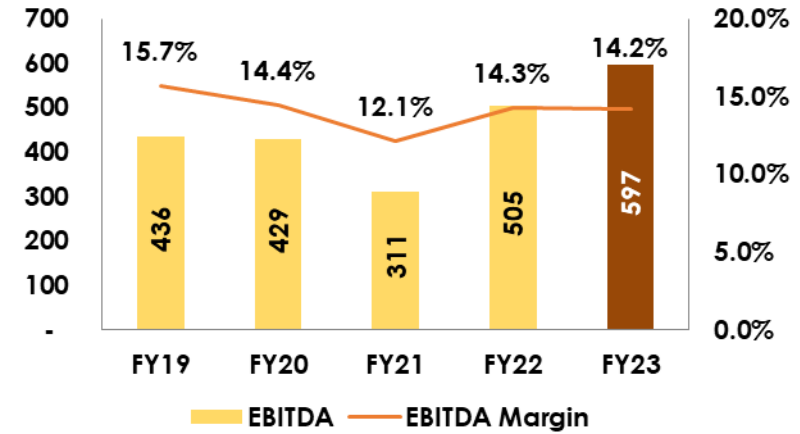
*We dream... So we achieve...*

# Key Financial Indicators

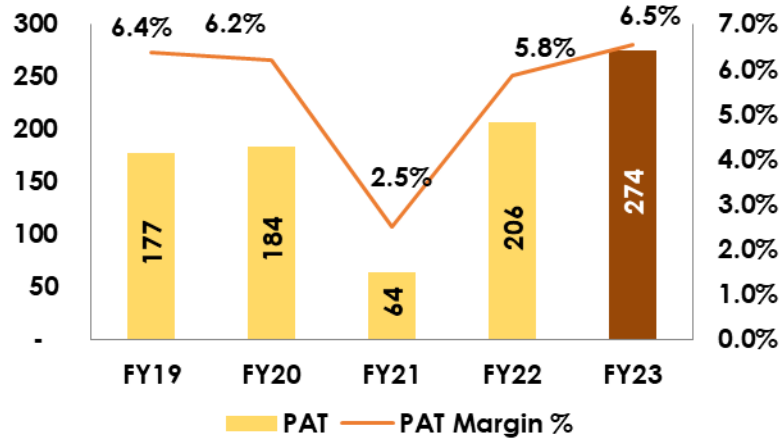
### Revenue from Operations ₹ Cr



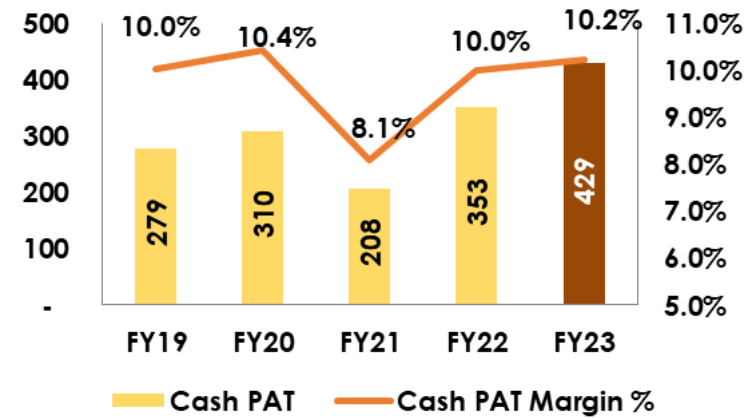
### EBITDA ₹ Cr



### PAT ₹ Cr



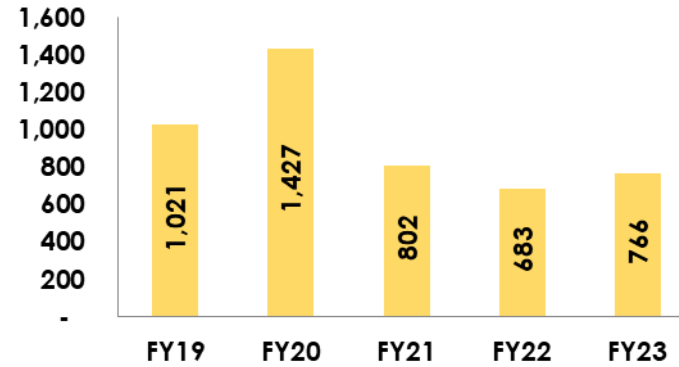
### Cash PAT ₹ Cr



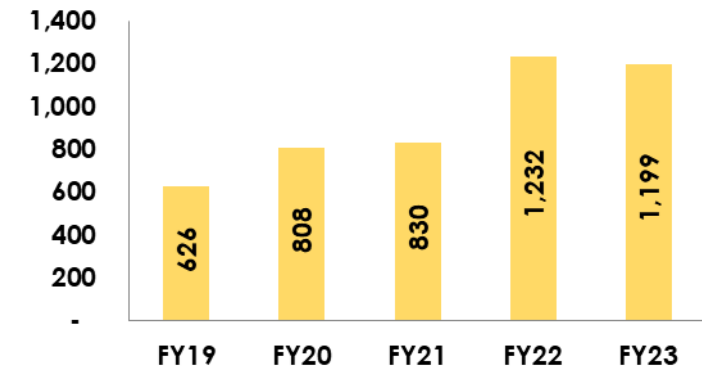
# Revenue – Key Contributors



METRO - UNDERGROUND (₹ cr)



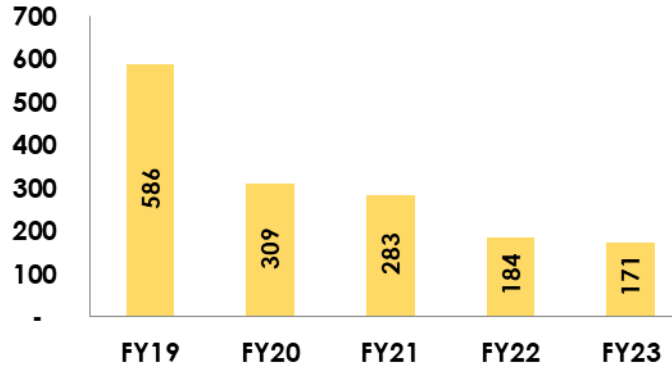
METRO - ELEVATED (₹ cr)



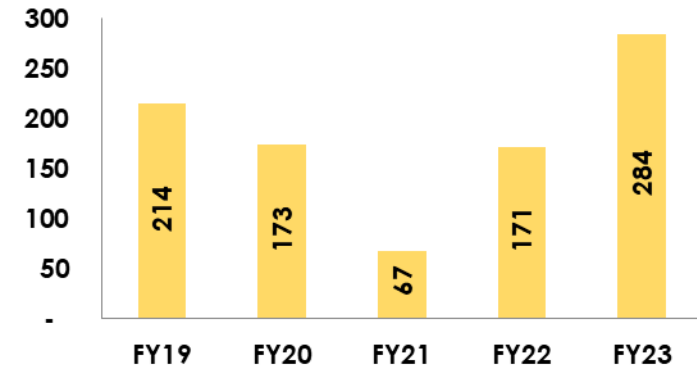
# Revenue – Key Contributors



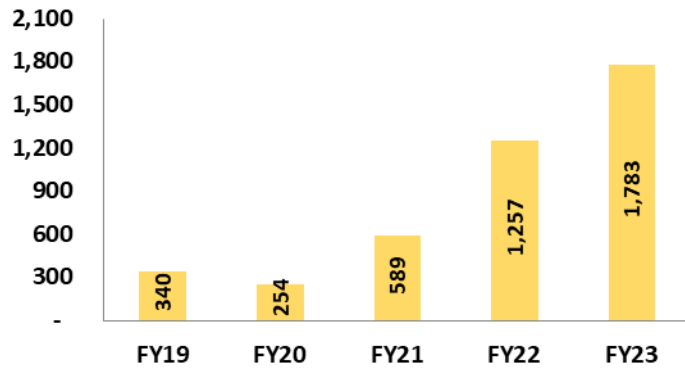
**FLYOVER & BRIDGES (₹ cr)**



**CIVIL & OTHERS (₹ cr)**



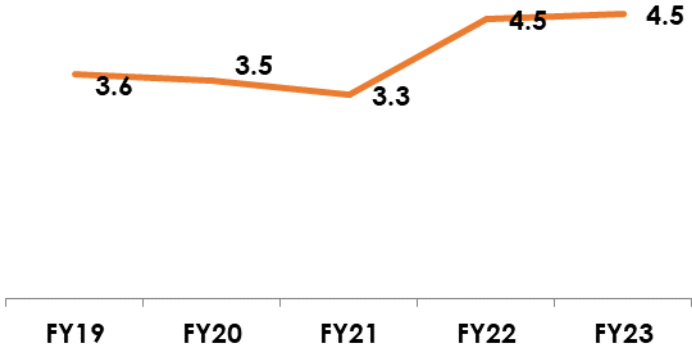
**ROADS & TUNNELS (₹ cr)**



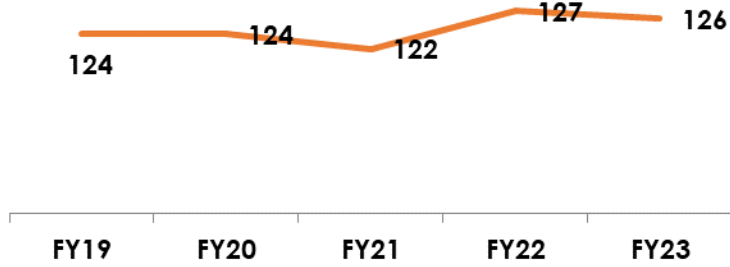
*We dream... So we achieve...*

# Strong Financial Metrics

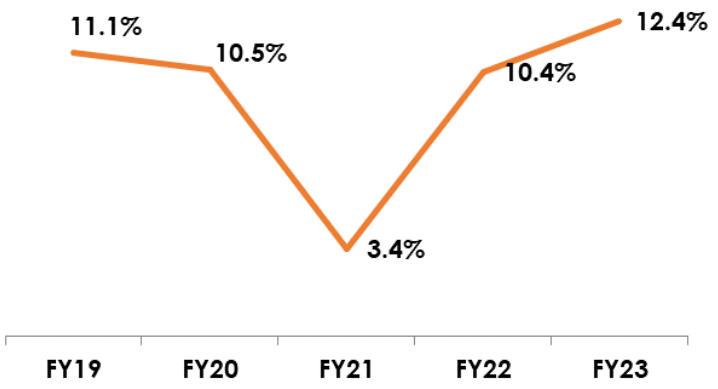
## Asset Turnover Ratio



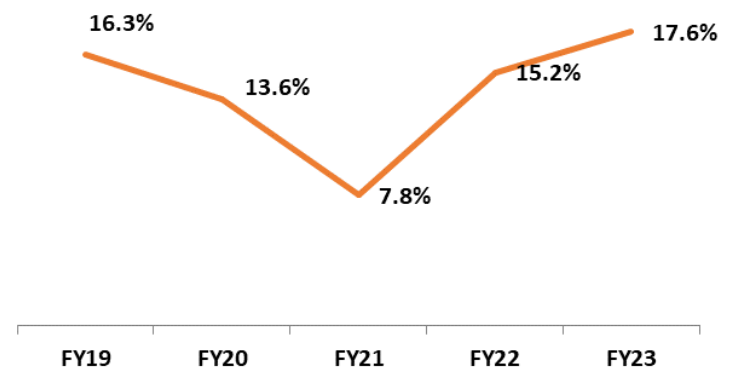
## Working Capital Days



## ROE



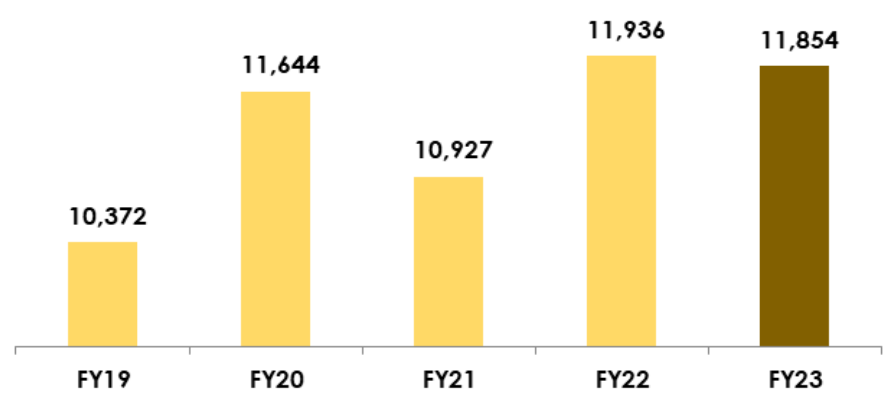
## ROCE



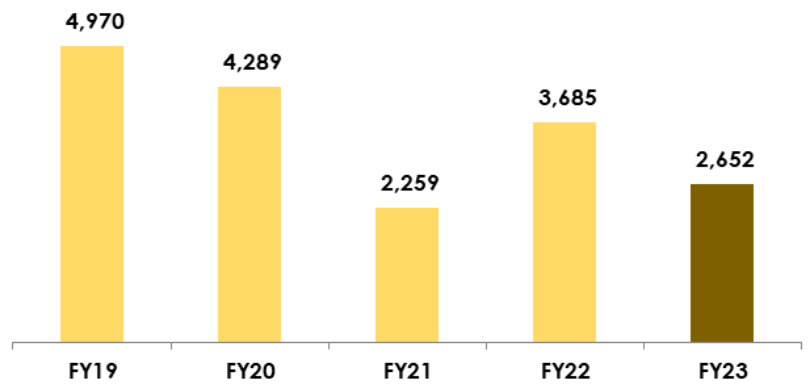
*We dream... So we achieve...*

# Order Book as on March 31, 2023

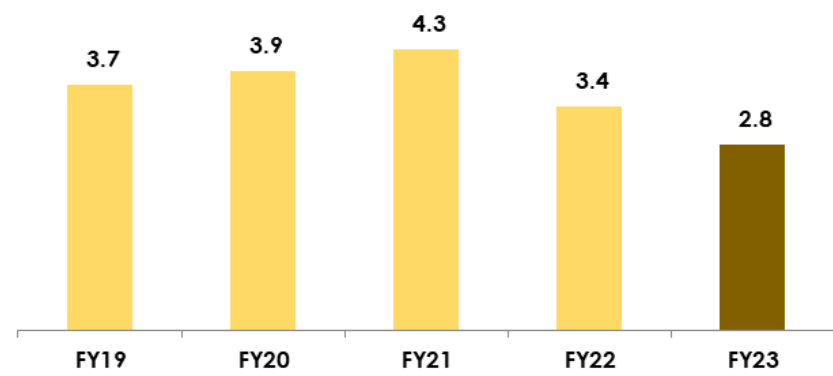
**Order Book (₹ crores)**



**Order Inflow (₹ crores)**



**Order Book to Sales (x)**



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**Thank You**

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[www.marathoncapital.in](http://www.marathoncapital.in)