

KPIL/24-25 13th February, 2025

BSE Limited	National Stock Exchange of India Ltd.
Corporate Relationship Department	'Exchange Plaza', C-1,
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Dalal Street, Fort	Bandra (E)
Mumbai - 400 001	Mumbai – 400 051
Scrip Code: 522287	Scrip Code : KPIL

Sub.: Investors'/Analyst Presentation

Respected Sir/Madam,

In terms of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investors'/Analyst Presentation on financial results of the Company for the quarter and nine months ended 31st December, 2024.

Kindly take note of the same on your records.

Thanking you,

Yours faithfully, For **Kalpataru Projects International Limited**

Shweta Girotra Company Secretary

Enclosed: As Above



Investor Presentation – Q3 FY25

13 February 2025



Carbon Neutrality

Water Neutrality

Disclaimer



KALPATARU PROJECTS INTERNATIONAL LIMITED

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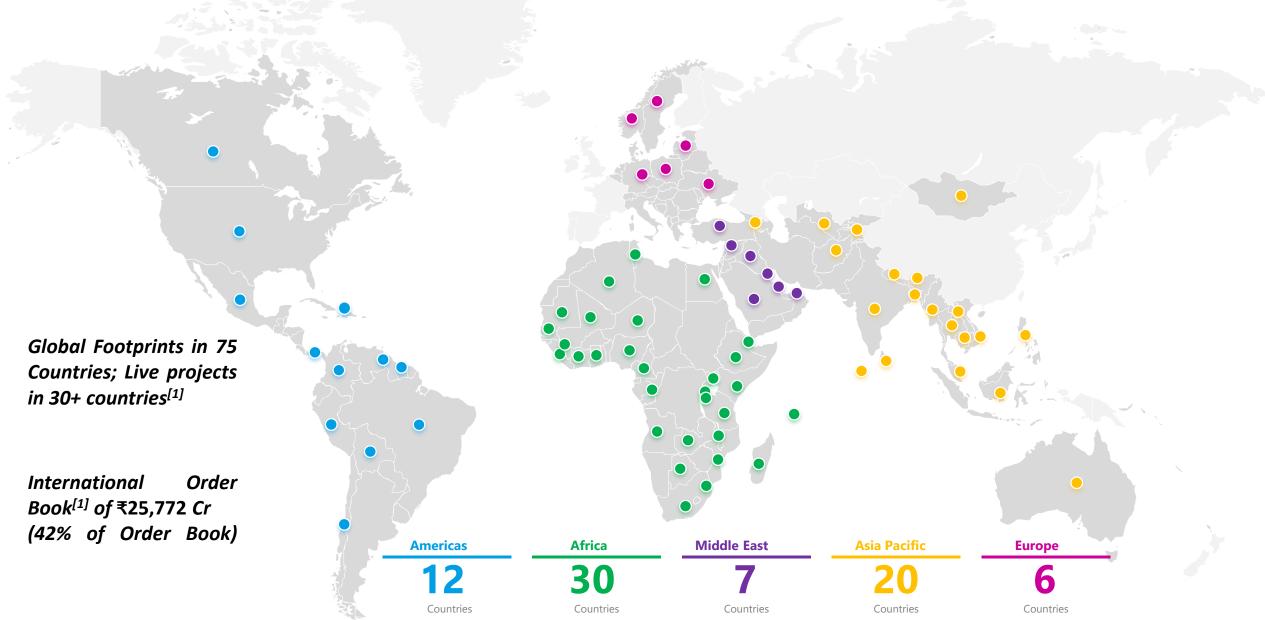
4+ Decades	75 Countries	250+	11,000+	
Experience	Global Footprint	Projects Under Execution ^[1]	Employees Worldwide ^[1]	
₹16,684 Cr	₹61,429 Cr	₹20,181 Cr	AA/Stable	
Market Cap ^[2]	Order Book ^[3]	Order Wins (YTD FY25)	Credit Rating ^[4]	

Diversified Portfolio of High Growth Businesses

				KILPA TERT	
Power T&D	Buildings & Factories	Water Supply & Irrigation	Railways	Oil & Gas	Urban Infrastructure

Significant Presence And Operational Experience Across Geographies





Q3 FY25 Key Highlights

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Robust performance, marked by strong execution focus and consistent profitability		
 Revenue growth led by remarkable execution and healthy order backlog in T&D, B&F, and Oil & Gas 	Consolidated Perfo	mance - Q3 FY25
 Delayed collections and lower project execution in Water business moderates overall growth and profitability 		
 Consolidated EBITDA up by 13% YoY to reach ₹479 crores, EBITDA Margin at 8.4% for Q3 FY25 	Revenue	EBITDA
 Net debt declined by 22% YoY and 27% QoQ to reach ₹2,694 crores backed by QIP proceeds and moderation in working capital 	₹5,732 Crores	₹479 Crores +13% YoY
Record order backlog and strong order inflows, reflect improved visibility going forward	+ 17% YoY	EBITDA Margin 8.4%
 Secured orders of ₹20,181 crores till date in FY25 backed by: (i) strong capex on T&D infrastructure; and (ii) major wins in buildings, airport, industrial and metro rail segment 		
 Order backlog of ₹61,429 crores as of 31st December 2024; Additional L1 of ~ ₹2,500 crores 		Orden De els
 Tender pipeline remains robust on back of pick-up in government spending on T&D infra, strong momentum in real estate, launch of new JJM projects, new airports under UDAN scheme and urban mobility projects 	РВТ	Order Book
Strategic Initiatives	₹202 crores +5% YoY	₹61,429 Crores
 Successfully raised ₹1,000 crores through a Qualified Institutions Placement (QIP); Received participation from marquee domestic and foreign institutional investors 	PBT Margin 3.5%	+19% YoY
- Key sustainability initiatives - Ranked among the top 5% of global industry leaders with an		

- S&P Global (DJSI) ESG score of 54 in FY24
- Strengthening EPC capabilities in HVDC T&D, design built buildings, airports, tunneling and underground metro rail, renewables etc.



Particulars	Q3 FY24	Q3 FY25	Change (YoY)	9M FY24	9M FY25	Change (YoY)
Revenue	4,147	4,826	+16%	11,613	12,684	+9%
(-) Operating Expenses	(3,804)	(4,424)		(10,647)	(11,620)	
Core EBITDA	343	402	+17%	966	1,064	+10%
Core EBITDA Margin	8.3%	8.3%		8.3%	8.4%	
(+) Other Income	27	19		81	74	
(-) Depreciation	(93)	(96)		(275)	(280)	
(-) Finance Cost	(83)	(107)		(243)	(293)	
PBT	194	218	+12%	529	565	+7%
PBT Margin	4.7%	4.5%		4.6%	4.5%	
(-) Tax	(50)	(61)		(146)	(159)	
PAT	144	157	+9%	383	406	+6%
PAT Margin	3.5%	3.3%		3.3%	3.2%	



₹ Crores

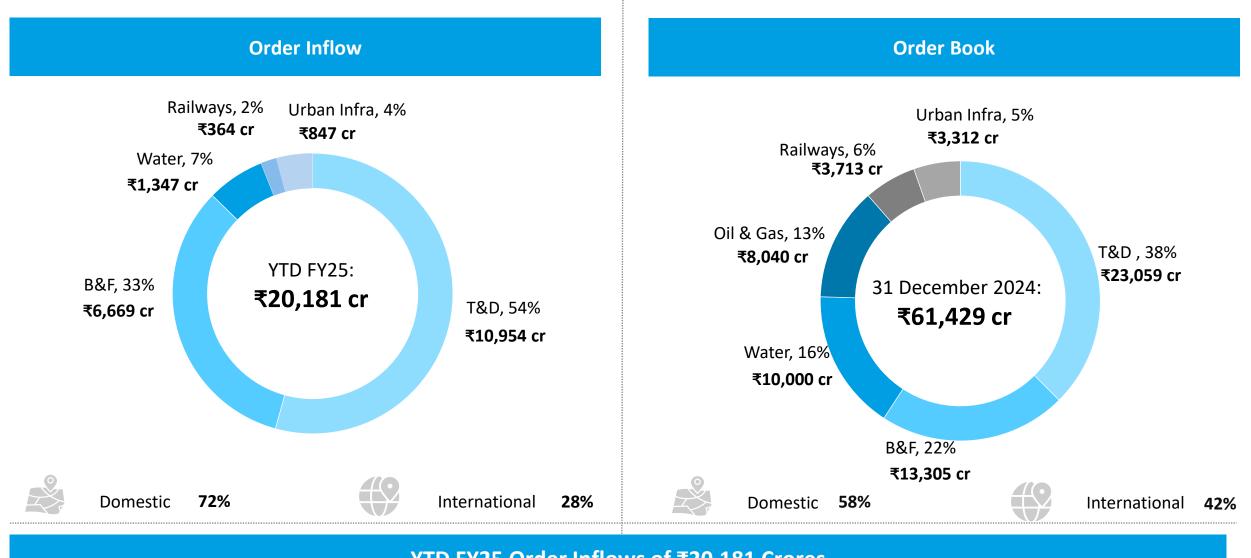
Particulars	Q3 FY24	Q3 FY25	Change (YoY)	9M FY24	9M FY25	Change (YoY)
Revenue	4,896	5,732	+17%	13,655	15,249	+12%
(-) Operating Expenses	(4,473)	(5,253)		(12,479)	(13,953)	
Core EBITDA	423	479	+13%	1,176	1,296	+10%
Core EBITDA Margin	8.6%	8.4%		8.6%	8.5%	
(+) Other Income	14	10		44	49	
(-) Depreciation	(121)	(123)		(354)	(359)	
(-) Finance Cost	(123)	(164)		(376)	(459)	
PBT	193	202	+5%	490	527	+8%
PBT Margin	3.9%	3.5%		3.6%	3.5%	
(-) Tax	(49)	(62)		(143)	(178)	
РАТ	144	140	-3%	347	349	+1%
PAT Margin	2.9%	2.4%		2.5%	2.3%	



Particulars	Q3 FY24	Q3 FY25	Change (YoY)	9M FY24	9M FY25	Change (YoY)	Comments
T&D*	1,905	2,705	+42%	4,907	6,559	+34%	 ✓ T&D revenue growth driven by strong execution and healthy order backlog ✓ Strengthened capabilities by securing large-scale HVDC projects, expanding into newer markets and securing major order wins in the Nordic region ✓ LMG reported revenue of ₹1,337 crores in 9MFY25, growth of ~100% YoY; Order book at ₹ 3,143 crore as on 31 Dec 2024 ✓ Fasttel reported ₹755 crore revenue for 9M FY25, up 35% YoY; Order book at ₹997 crore as on 31 Dec 2024
B&F	1,208	1,528	+26%	3,403	4,171	+23%	 ✓ B&F revenue driven by improved project execution and healthy order mix ✓ Major order wins in industrial, airports and residential buildings verticals
Water	897	521	-42%	2,764	1,773	-36%	 Water business impacted on account of lower execution given delayed collections
Oil & Gas	199	444	+123%	584	1,160	+99%	 Oil & Gas revenue growth led by improved order backlog and commencement of execution on Saudi project
Railways	281	230	-18%	1,041	665	-36%	 Railways business in-line with focus on completion of existing projects and selective bidding
Urban Infra	268	168	-37%	552	521	-6%	 ✓ Urban Infra revenue largely from execution of metro rail projects ✓ Secured order in elevated metro rail segment for Nagpur Metro
Total Core Business	4,758	5,596	+18%	13,251	14,849	+12%	
Others #	138	136	-2%	404	400	-1%	
Total Consolidated Revenue	4,896	5,732	+17%	13,655	15,249	+12%	* T&D business includes LMG (Sweden), Fasttel (Brazil) & Other International Subsidiaries / JVs # Others mainly includes Shree Shubham Logistics (SSL), Road SPVs , Saicharan (Indore Real Estate) etc.

Order Book & Order Inflow (Consolidated)

KALPA - TARU[®]



YTD FY25 Order Inflows of ₹20,181 Crores Additional L1 Position of over ₹2,500 Crores



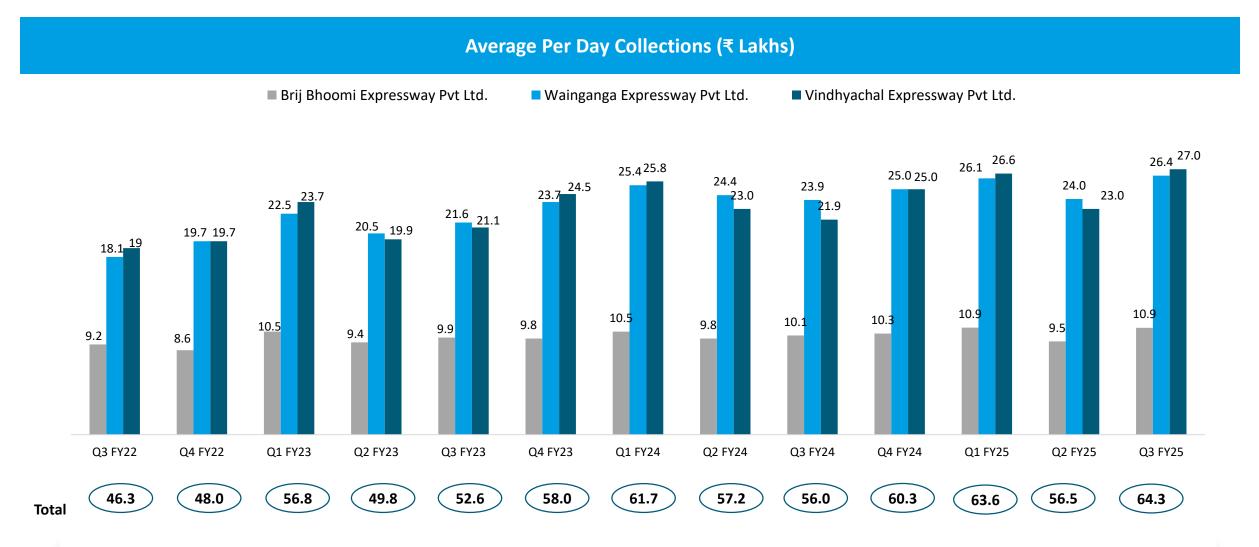
(₹ Crores)

CONSOLIDATED					
Particulars	Q3 FY24	Q2 FY25	Q3 FY25	Difference	
Faiticulais	Q3 F124	Q2 F125	Q3 F125	у-о-у	q-o-q
Loan Funds	4,293	4,661	3,679	(614)	(982)
Net Debt	3,457	3,668	2,694	(763)	(974)
Net Working Capital Days	99	98	94		

STANDALONE					
Particulars			Q3 FY25	Difference	
Particulars	Q3 FY24	Q2 FY25	Q3 F125	у-о-у	q-o-q
Loan Funds	3,260	3,617	2,666	(594)	(951)
(+) Long Term borrowings	866	905	1,193	327	288
(+) Short Term borrowings incl. current maturities	2,394	2,712	1,473	(921)	(1,239)
(-) Cash, Bank & Other Deposits	671	824	846	175	22
Net Debt	2,589	2,793	1,820	(769)	(973)
Net Working Capital Days	112	118	112		

Note: Loan funds exclude interest-free loan received pursuant to agreements in relation to the divestment of T&D Assets





- Average Per Day Revenue at ₹64.3 lakhs for Q3 FY25, compared to ₹56.0 lakhs in Q3 FY24 and ₹56.5 lakh in Q2 FY25
- As of December 31, 2024, the total investment in Road BOOT assets amounts to ~₹834 Crores (including ~₹69 Crores invested in 9MFY25)

KPIL's Strong Presence Across High-Growth EPC Verticals

∰	KALPA-TARU®
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		KALPATARU PROJECTS INTERNATIONAL LIMITED
Æ	Capabilities	Market Outlook and Key Growth Drivers
	✓ Transmission lines	\checkmark Global & India T&D prospects are driven by rising electricity demand, push for renewables and upgradation of T&D Infra
POWER T&D	✓ Tower Manufacturing ✓ Substation ✓ Solar EPC	✓ India's transmission and distribution opportunities are projected at ₹ 2.5-3.5 trillion by 2029, driven by renewable energy, system upgrades and capacity addition
	✓ Underground Cabling	 International: Significant uptick in T&D capex in Latin America, Europe, MENA and Africa; Tender pipeline of US\$ 3.5-4 billion in focused markets in next 12-15 months
	 ✓ Residential Buildings ✓ Commercial Buildings 	✓ Increasing housing demand driven by urbanization and rising income levels, along with Make in India and PLI boosting industrial capex
B&F	 ✓ Industrial Plants ✓ Data Centers ✓ Power Plants 	 ✓ Between FY25-29, the building construction sector is expected to see investments of ₹ 18-19 Tn from an investment of ₹ 12.5 - 13.5 Tn between FY20-24
	• Power Plants	 ✓ India is expected to see Data Centre investments of ₹ 550-650 bn between FY25-27
	 ✓ Highways & Expressways 	✓ Union Budget 2025-26 has higher allocation towards urban infrastructure, energy, water, shipping and airports sectors
	 Elevated & Underground Metro Rail 	✓ Modified UDAN scheme for regional connectivity to 120 new destinations
Urban Infra	✓ Airports	✓ FY26 budget spotlighted Urban Infra, with the government setting up an Urban Challenge Fund of ₹ 1 trillion to implement
	✓ Tunnels	✓ India aims to expand the metro network across the country in next 3 years with allocation of ₹ 31,239 crores
Water	✓ Water Supply	✓ Union Budget 2025-26 has extended Jal Jeevan Mission up to 2028 with outlay of ₹67,000 Crores
	✓ Water Treatment	✓ Opportunities in the water sector are diverse, encompassing initiatives such as the rural water supply, water treatment, irrigation etc.
	✓ Cross Country Pipelines	
	✓ Process Plants	✓ Strong momentum in oil and gas pipeline capex on back of high oil prices
	 ✓ Refinery Works ✓ Gas Distribution 	✓ Focus markets – Asia, MENA, Latin America, Europe and CIS countries
	 ✓ Railway Electrification ✓ Track Laying 	✓ Railway allocation for FY26 at ₹2.52 trillion with a focus in safety, efficiency and sustainability
Railways	 ✓ Frack Laying ✓ Signaling & Telecom 	🗸 Opportunity areas – Track laying, Semi Speed / High Speed Rail, station redevelopment, safety works etc.
-	✓ Station Development✓ Semi & High Speed Rail	Source: Analyst reports, Press articles ¹¹



Sustainability at KPIL

Administrative Building to Govt School, MOROGORO, Tanzania





Our Sustainability Mission

"We will continuously endeavor to make products & services sustainable by driving carbon & water neutrality in our business and achieving zero waste in all our operations to preserve our planet, people and prosperity"



Sustainability Goals

Carbon Neutrality by 2040



Water Neutrality by 2022



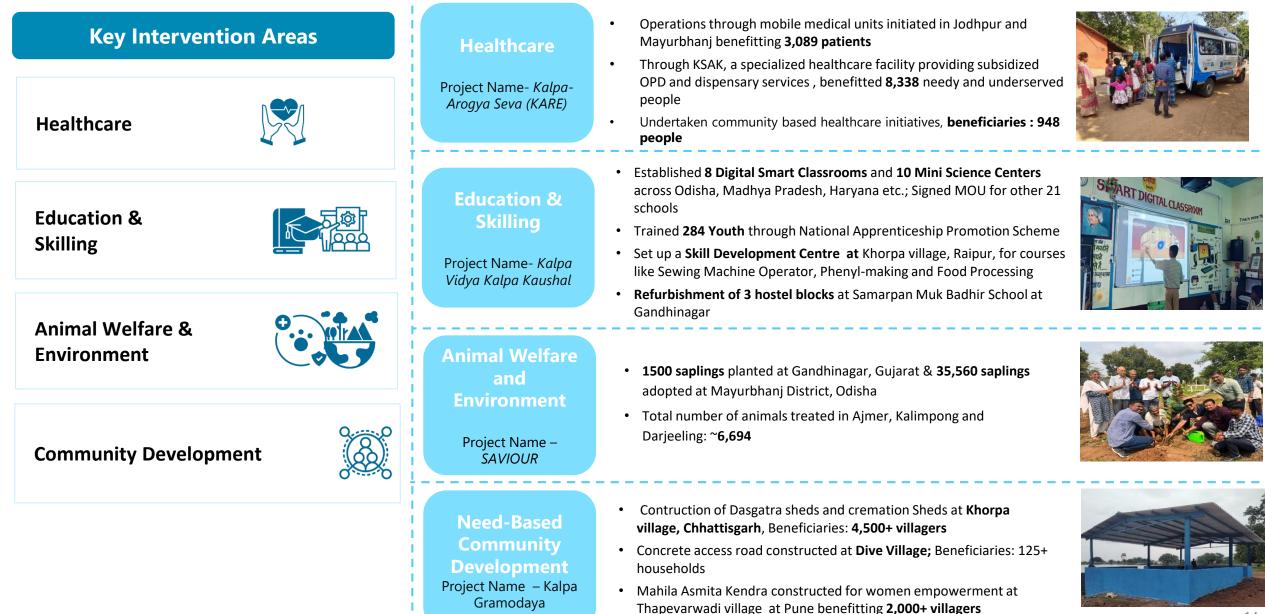
Full Circular Economy for Construction and Debris Waste by 2035

Sustainability Framework



Empowering Community through Sustainable & Inclusive Development







Conference Call

Date: 14th Feb 2025 | Time: 9 AM (IST) Dial in Number: +91 22 6280 1384 / +91 22 7115 8285 (accessible from all networks and countries)

Email: investorrelations@kalpataruprojects.com

Fasttel project, Brazil