



B L KASHYAP
WE BUILD YOUR WORLD

The Manager,

September 18, 2024

Department of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	Listing Department, National Stock Exchange of India Ltd, Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
ISIN Code	: INE350H01032
Scrip Code : 532719	Trading Symbol : BLKASHYAP

Dear Sir,

Sub: Regulation 30 of SEBI (LODR) Regulations, 2015

Ref: Presentation on un-audited financial results for the quarter ended June 30, 2024

We are pleased to enclose herewith our presentation on un-audited financial results for the quarter ended June 30, 2024.

A Copy of the presentation is also being posted on Company's Website i.e. www.blkashyap.com.

For **B. L. Kashyap And Sons Limited**

Pushpak Kumar
VP & Company Secretary
F-6871

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INVESTOR PRESENTATION

Q1 FY25



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Our Vision

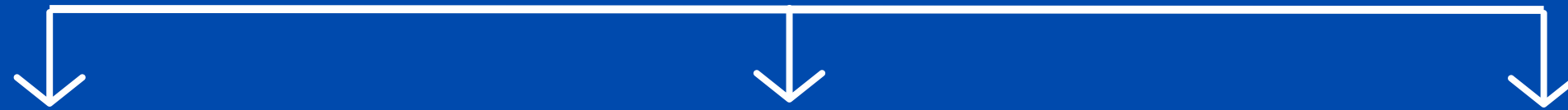
Our Vision is to be an Industry Leader, by committing to provide our customers with the highest level of satisfaction through value engineering excellence, superior construction quality, continuous innovation, and timely project delivery.

Our Mission

To provide our clients with high quality construction and technical management services.

Promoting a culture that values trust, compassion, ongoing learning, and development while upholding the highest ethical standards and meeting the expectations of our employees, shareholders, and the community.

Values



Commitment to Excellence

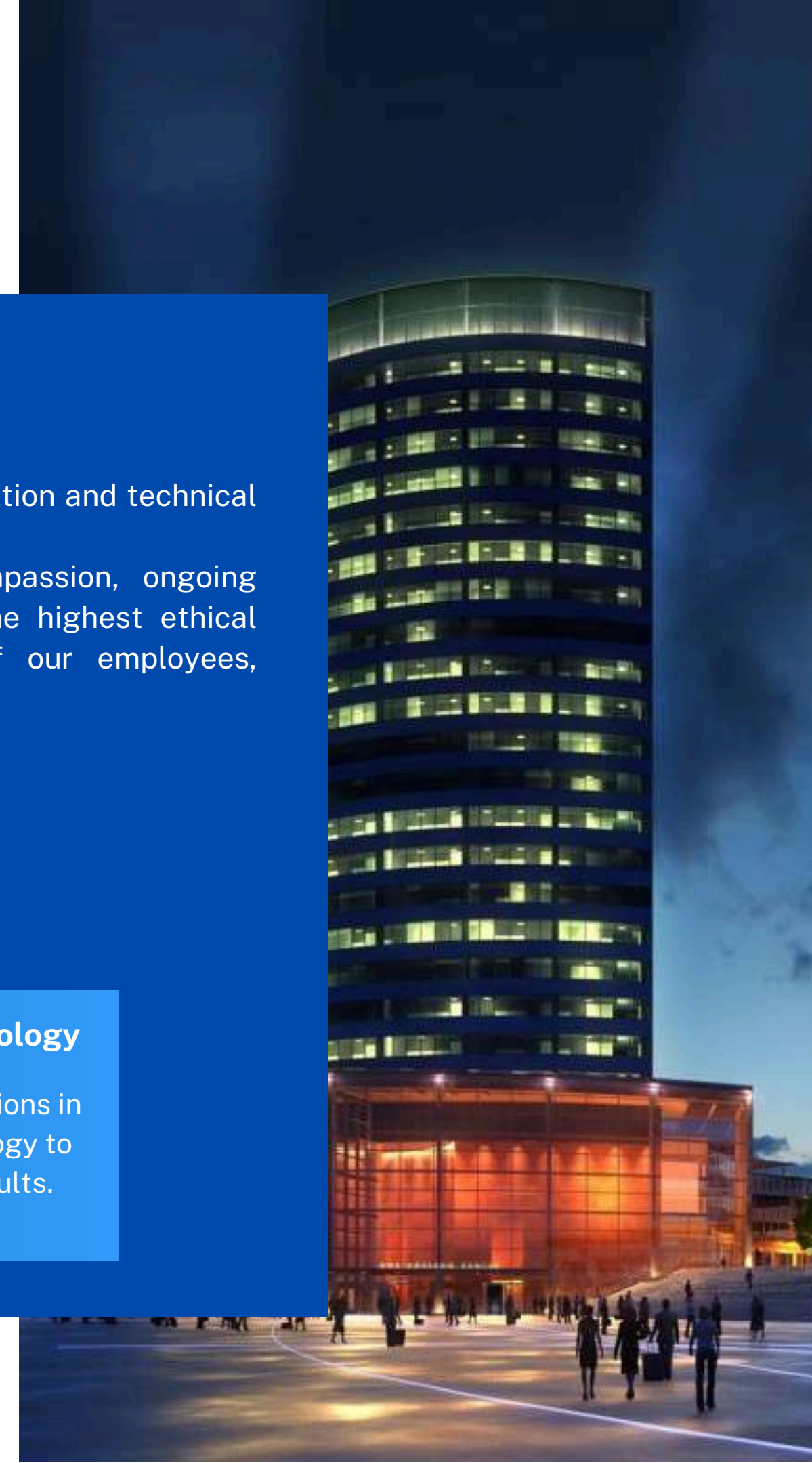
Attaining the highest benchmarks in project execution through a proficient and committed team.

Ethical Practices

Upholding an ethical work environment and achieving exceptional standards in safety protocols.

Innovation & Technology

Spearheading innovations in construction technology to optimize project results.



Company Highlights

(Figures in Crores)

**3,198
INR Cr**

Order Book Amount as on June 30, 2024

A robust project pipeline is in place for the coming years, positioning our organization for robust growth.

FY24 Revenue

**1,257
INR Cr**

Completed Projects as on March 31, 2024

Our proven track record in construction efficiency has attracted high-profile clients.

250+

YoY Revenue Growth

Demonstrating our effective strategy propelling us on the growth trajectory.

21%

Area developed as on March 31, 2024

Our contribution to the nation's infrastructural development, creating exemplary buildings with enticing facilities and amenities.

**140
Mn sq ft**

Strong Workforce

Skilled and experienced professionals with technical expertise ensure the delivery of quality projects.

1200+

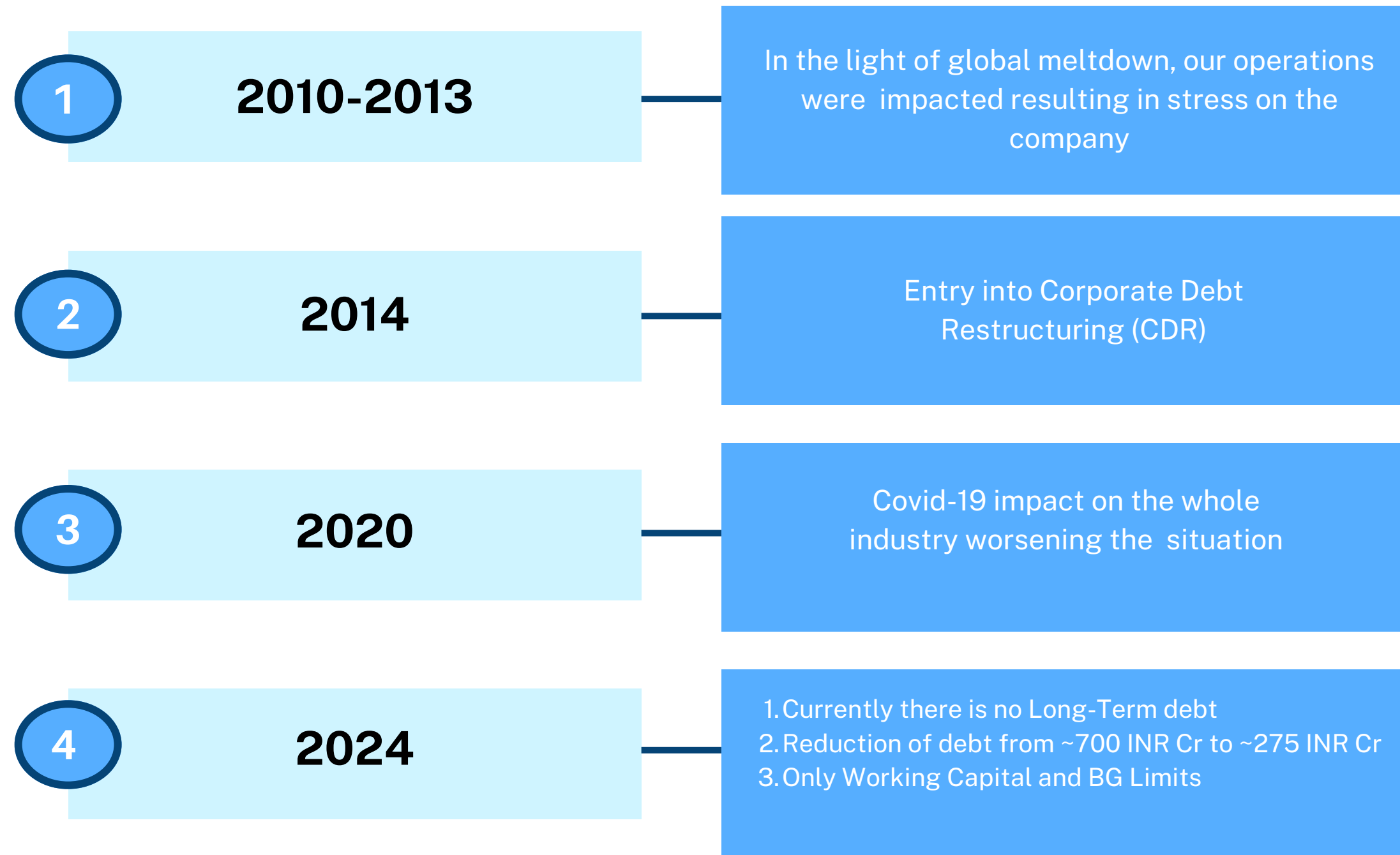
**50
INR Cr**

Capex planned for FY25

Strategic investments in technology, innovation, equipment, and training to meet our clients' expectations proficiently.

Transition from High Debt to Low Debt

(Figures in Crores)



Crisil upgraded the rating to Crisil B/Stable/Crisil A4

Levers for Industry Growth

Urban Development

1

Urban development is a key driver of economic growth, with cities contributing 75% to GDP and a growing number of cities exceeding 1 million in population. This has led to a surge in demand for construction and infrastructure projects in urban areas.

Affordable Housing

2

The growing urban population, expected to surpass 40% by 2030, is driving demand for mid-end and affordable housing units. Government schemes such as the Pradhan Mantri Awas Yojana support this demand by ensuring the construction of housing for the economically weaker sections of society.

Investment under NIP

3

The government's allocation under the National Infrastructure Pipeline will spur extensive construction activities across various sectors. This is the largest investment driver in the construction sector.

Smart Cities

4

The Smart City Mission aims to modernize 100 cities by fostering technology-driven urban planning. This initiative will drive numerous construction projects focused on innovation and the adoption of new technologies in urban development.

Logistics Parks

5

The plan to develop 35 Multimodal Logistics Parks will create opportunities for constructing large-scale logistics and warehousing facilities. This is crucial for improving the efficiency and effectiveness of the supply chain and logistics sectors.

Estimated investment under National Infrastructure Pipeline (NIP) by 2025

% of total investment

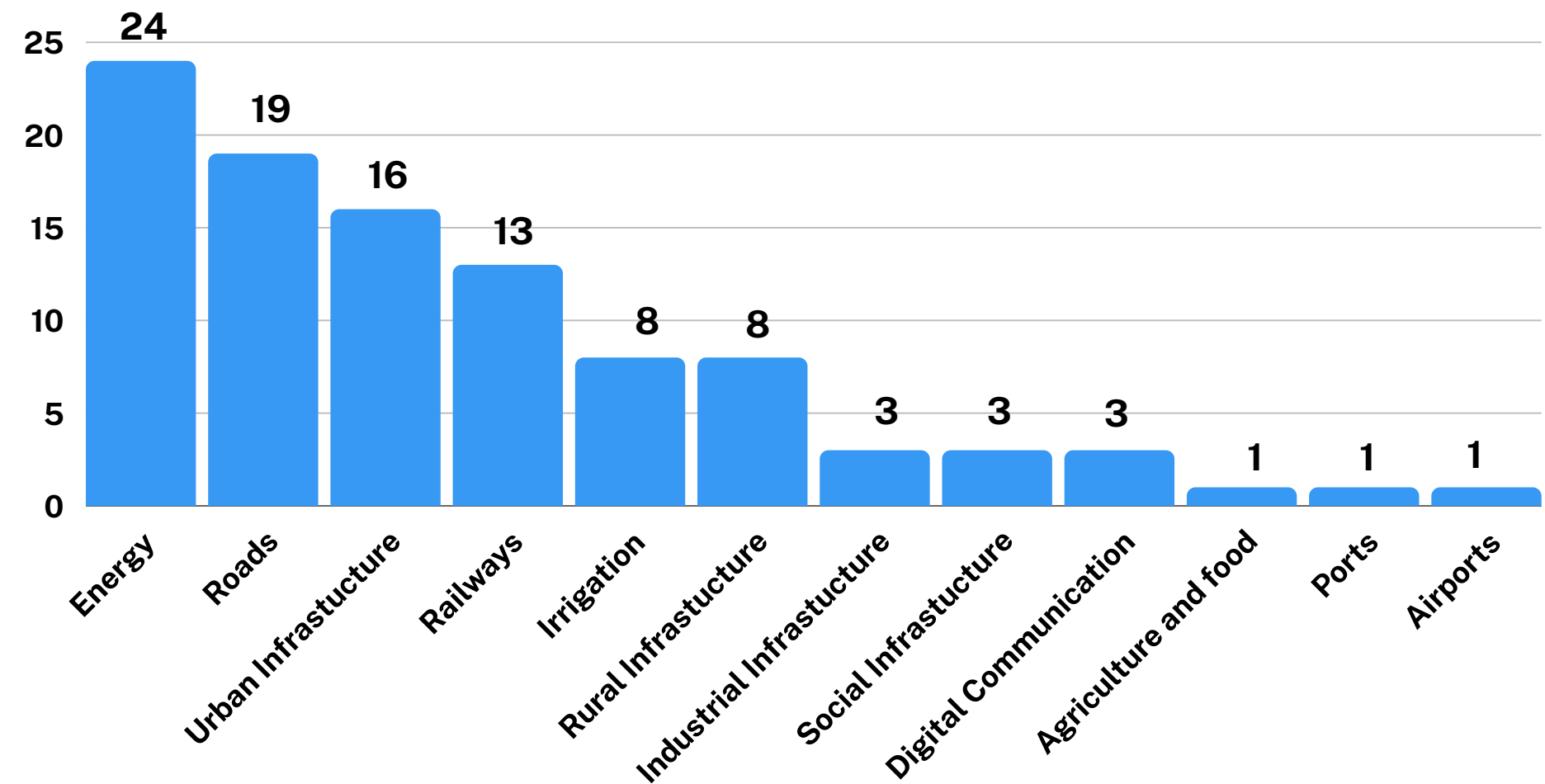


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Growth Catalyst

Key Strengths



PAN India Presence



Robust Order Book



De-risked our Business
with Diverse Portfolio



Sectoral Mix with Private
& Govt. Contracts



Commitment to Quality and
Safety building trust in clients



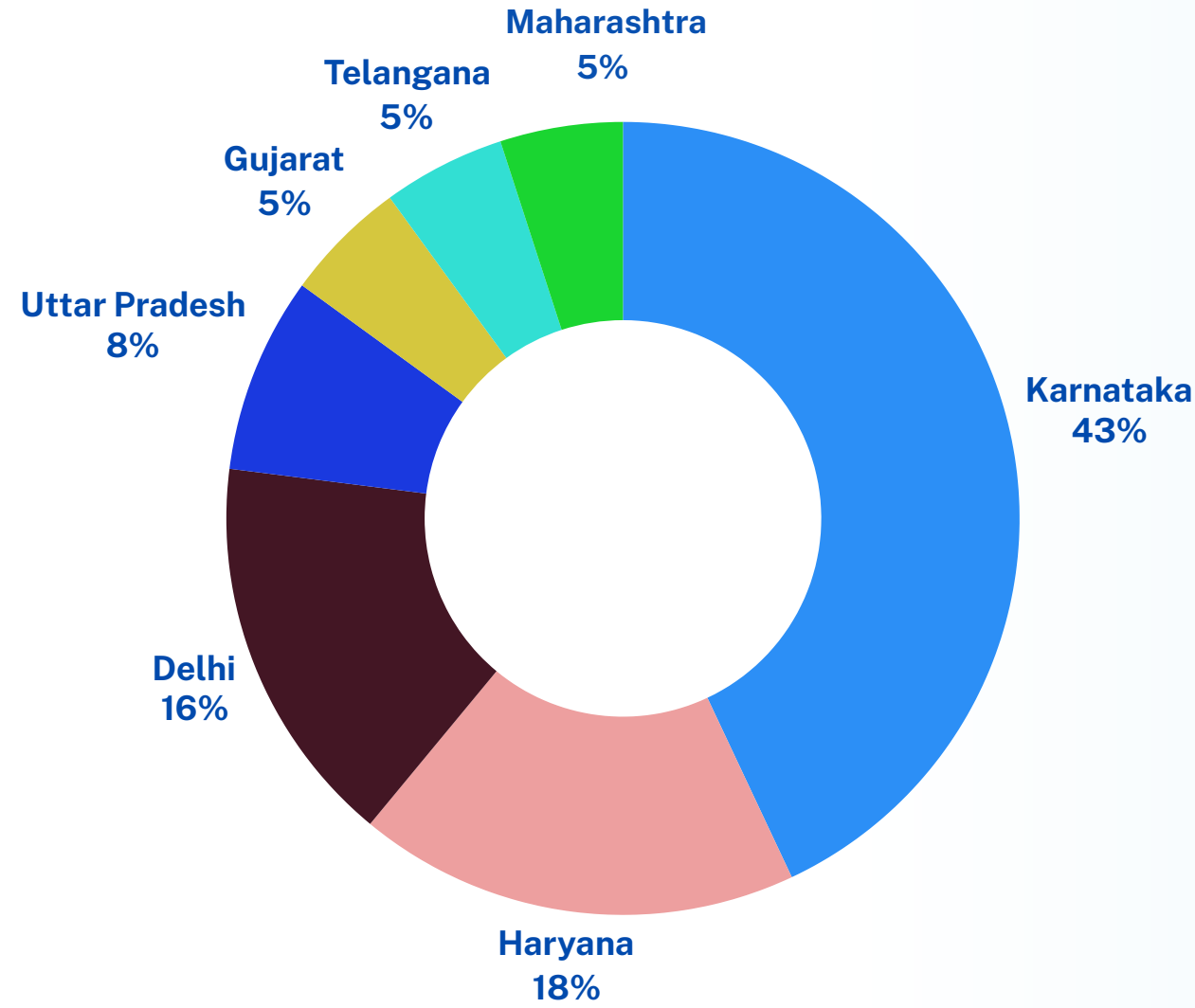
Marquee Clients with Long-
Standing Relationship



Investment in Technology,
innovation and upskilling of the
workforce



Expert Management with
decades of experience

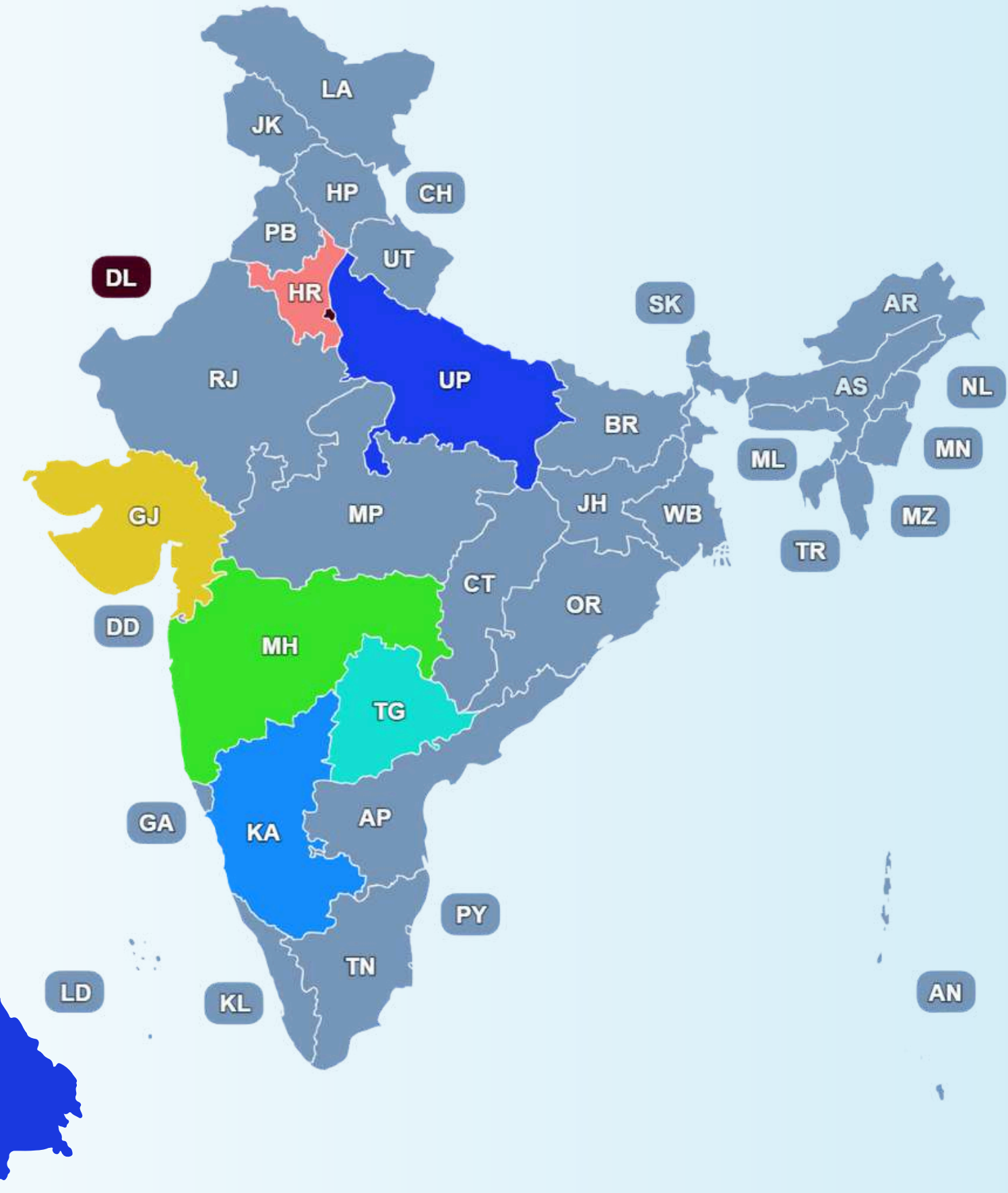








Karnataka is making the largest contribution to our order book.

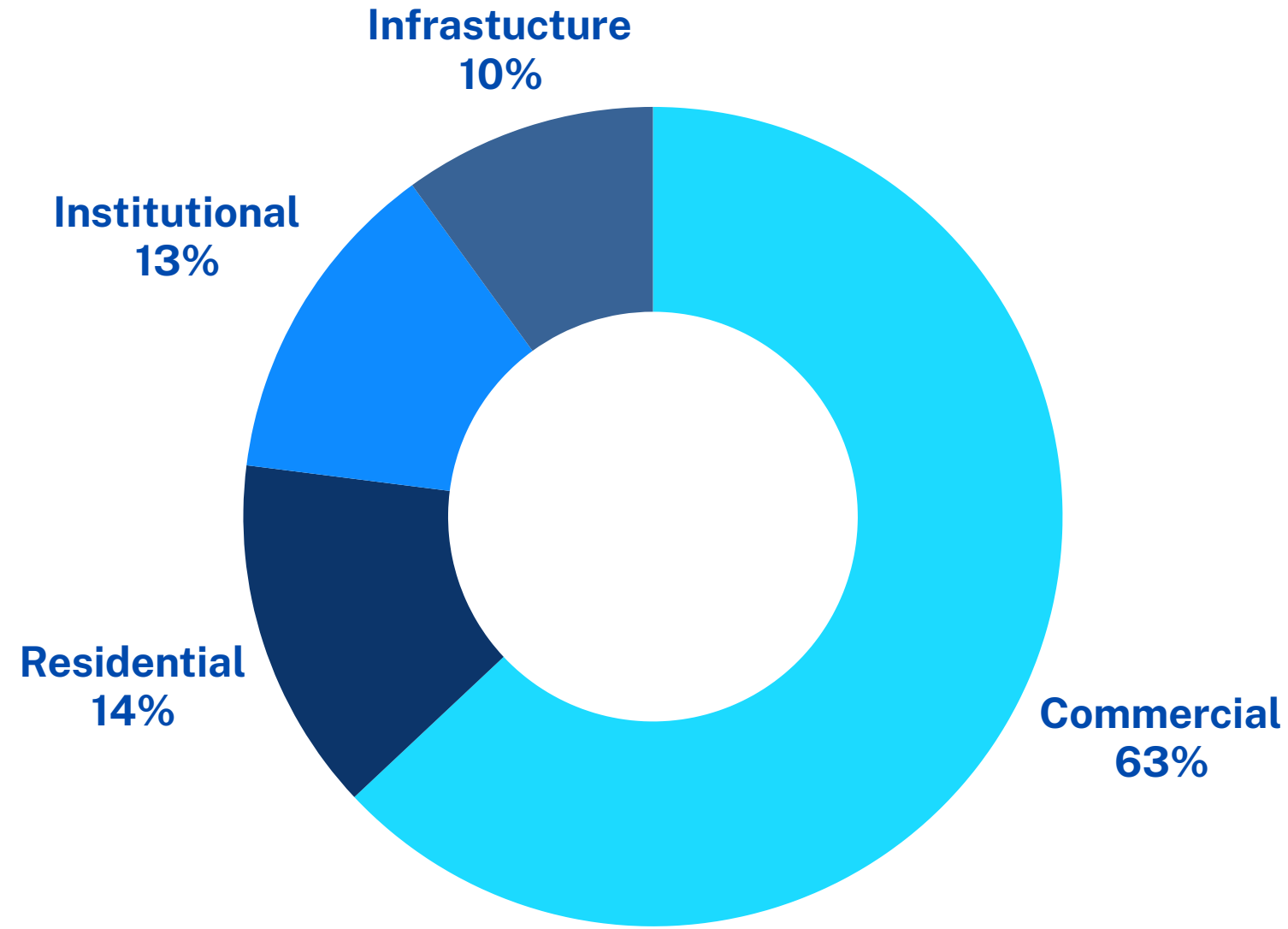
Bengaluru's position as a global IT hub offers numerous large-scale project opportunities, solidifying our reputation as a leading construction company capable of handling extensive projects.

The northern states around Delhi are providing us with promising business opportunities.

The National Capital Region (NCR) is a critical region with significant infrastructure projects that demonstrate our ability to manage and execute projects in one of India's most dynamic and demanding regions.



-  Retail & Malls
-  Hotels
-  Institutions
-  Hospitals
-  Residential Towers
-  IT Parks



Order Book Distribution as on March 31, 2024

Diversified portfolio catering to a wide range of client requirements, resulting in a reduced-risk business model.



Sectoral Mix with Private & Government

(Figures in Crores)

Ongoing projects	
Embassy REIT Tech Village – Parcel8	368 Cr
DLF Downtown: Block 4	264 Cr
Embassy Garuda Grand Central	216 Cr
Embassy Spring Apartments – Phase I	139 Cr
Embassy REIT Zenith Bengaluru	130 Cr
DNR Altitude	127 Cr
Petronet LNG Limited	127 Cr

3198 INR Crs
as on 30th June
2024
Order Book
Amount

Ongoing projects	
DLF Mall of India Gurgaon	965 Cr
Embassy Business Hub Phase 2	238 Cr
Delhi International Airport Limited	167 Cr
Business Park Campus and Residential Complex	158 Cr
Bijwasan Railway Station	313 Cr
NHSRC Training Institute at Vadodara	141 Cr
Indian School of Business, Hyderabad	132 Cr
Adarsh Crest Phase 1	68 Cr



Key Government Projects

National High Speed Railway Multi Modal Station Sabarmati (Bullet Train)

Railway Projects

Gomti Nagar railway Station

Bijwasan Railway Station

NHSRCL Bullet Train Training Center Vadodara

Metro Projects

Chennai Metro

Jaipur Metro

Hospital Projects

AIIMS Raipur

AIIMS Patna

- We are actively pursuing railway project opportunities, utilizing our successfully completed, ongoing, and upcoming projects as a competitive advantage.
- Our strategic objective is to expand our presence in railway station infrastructure

The objective is to strategically enhance the government's project participation to reach a target of 25%-30% by the year 2025 - 2026

Commitment to Quality & Safety Building Trust Among Clients

Quality

Aligning Quality Management System

policy and objectives in line with the strategy of the organization

Superior Process Management:
We prioritize process management to achieve planned results effectively.

Effective Customer Communication:
We maintain effective communication with customers, ensuring their retention and loyalty.

Risk Management:
We implement risk control measures to mitigate potential issues.

Tailored QMS:
We tailor our Quality Management System (QMS) to align with the unique internal and external factors affecting our organization.

Safety

Millions of SafeMan Hours

Underscoring our commitment to safety standards



Trust

Pillars of Trust

Building trust with our excellence, quality and safety standards ensuring repeat orders

35+ Years of Experience:
We have a long-standing presence of over 35 years in the construction and infrastructure industry.

250+ Projects:
Our extensive experience includes over 250 projects in the construction and infrastructure industry.

Timely Delivery:
We have a proven track record of delivering complex projects on time and within budget, reinforcing our reliability.

Marquee Clients with Long-Standing Relationship



Investment in Technology & Innovation

50 Crs of Capex planned for FY25 focusing on innovation and upskilling

Our company utilizes state-of-the-art equipment such as tower cranes, batching plants, transit mixers, and cutting-edge formwork to ensure efficient and effective project execution.

We possess distinctive expertise in design-build and composite steel structures, enabling us to deliver innovative and structurally sound solutions

Our commitment to project success is further enhanced by the regular implementation of planning tools like BIM, which facilitate comprehensive project monitoring and coordination.

We have also pioneered the implementation of ERP systems, streamlining our operations and enhancing overall project management capabilities.

Additionally, we leverage HR software and onsite cameras to optimize project management processes and ensure effective resource allocation.

Our in-house MEP design and execution capabilities provide us with the ability to deliver integrated and efficient mechanical, electrical, and plumbing solutions.

We distinguish ourselves in the construction industry through our pioneering use of technology, particularly ERP systems, to secure a competitive advantage. This strategic commitment to innovation is especially noteworthy in a sector characterized by modest investment in research and development, with only 3% of companies actively pursuing technological transformation.

Experience and Expertise



Vinod Kashyap
Chairman



Vineet Kashyap
Managing Director



Viekrum Kashyap
Joint Managing
Director



Poonam Sangha
Independent Director



H N Nanani
Independent Director



Vivek Talwar
Independent Director



S. Basavraj
Independent Director



Vishal Sharat Ohri
Nominee Director



Pushpak Kumar
Vice President

With over two centuries of expertise collectively of our board, our organization has successfully navigated numerous challenges and achieved significant growth

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Focus upon the railway projects leveraging our experience

Enhanced recognition after the successful execution of the railway projects and we are on the path to leveraging the same experience and expertise gained by handling these projects.

Aiming to increase our govt. project share to 25-35%

Currently, we stand at an 85:15 ratio between Private and Govt. Projects and we are on track to leverage the infrastructure investment under NIP to balance the ratio.

Capex Plans of INR 50 Crs in FY25

Modernizing construction equipment such as formwork, cranes, and safety elements. This investment aims to enhance the speed and quality of construction across various projects.

Focus on our service hubs

We are a recognized player in Bengaluru and Delhi NCR due to marquee clients' project handling which is a strategic lever for us to enhance our referral business.

Upskilling of the workforce

Regular upskilling of our workforce with the awareness towards the use of latest technology.

Balanced diversification of portfolio

Focusing on balanced diversification of project mix with an aim to increase infrastructure projects.

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Lucknow's Gomi Nagar Railway Station is an example of modern infrastructure at its finest. The redesigned station spans 10 acres and features amenities such as a food court, retiring rooms, waiting lounges, escalators, and lifts. A 28-meter wide concourse connects the two terminals and six platforms, including two newly constructed platforms.



Client Name
North-Eastern Railway Zone

Project Amount
INR 369 Crs

Status
Completed



Contributing to National Infrastructure Development



Sabarmati Terminal



Client Name
NHSRCL



Project Amount
INR 332 cr



Status
Completed



Jaipur Metro



Client Name
Delhi Metro Rail Corporation



Project Amount
INR 192 cr



Status
Completed



CMRL



Client Name
Chennai Metro Rail Limited



Project Amount
INR 300 cr



Status
Completed



At our company, we take great pride in the pivotal role we play in transforming India's infrastructure landscape. Our profound expertise and unwavering dedication are evident in some of the nation's most notable and impactful infrastructure projects.



Flipkart Campus at Embassy Tech Village, Bengaluru

Project Highlight

Redefining lean projects, as a Composite steel structure has been a quite an engineering revelation. One of the largest composite steel structures in the country.



Select City Walk Mall in Delhi

Project Highlight

Additionally, the project encompassed the construction of a prominent commercial complex, resulting in the establishment of the largest mall in Delhi and one of the largest malls in all of India.



Green Factory Hero Motocorp, Rajasthan

Project Highlight

Incorporating green building principles throughout the construction process. Stands as a model for future industrial developments aiming for environmental sustainability.



DLF Downtown in NCR Region

Project Highlight

Longest Accident-Free period on any project site with 10 million safe man hours. Along with DLF'S first foray into an EPC Composite Structure.

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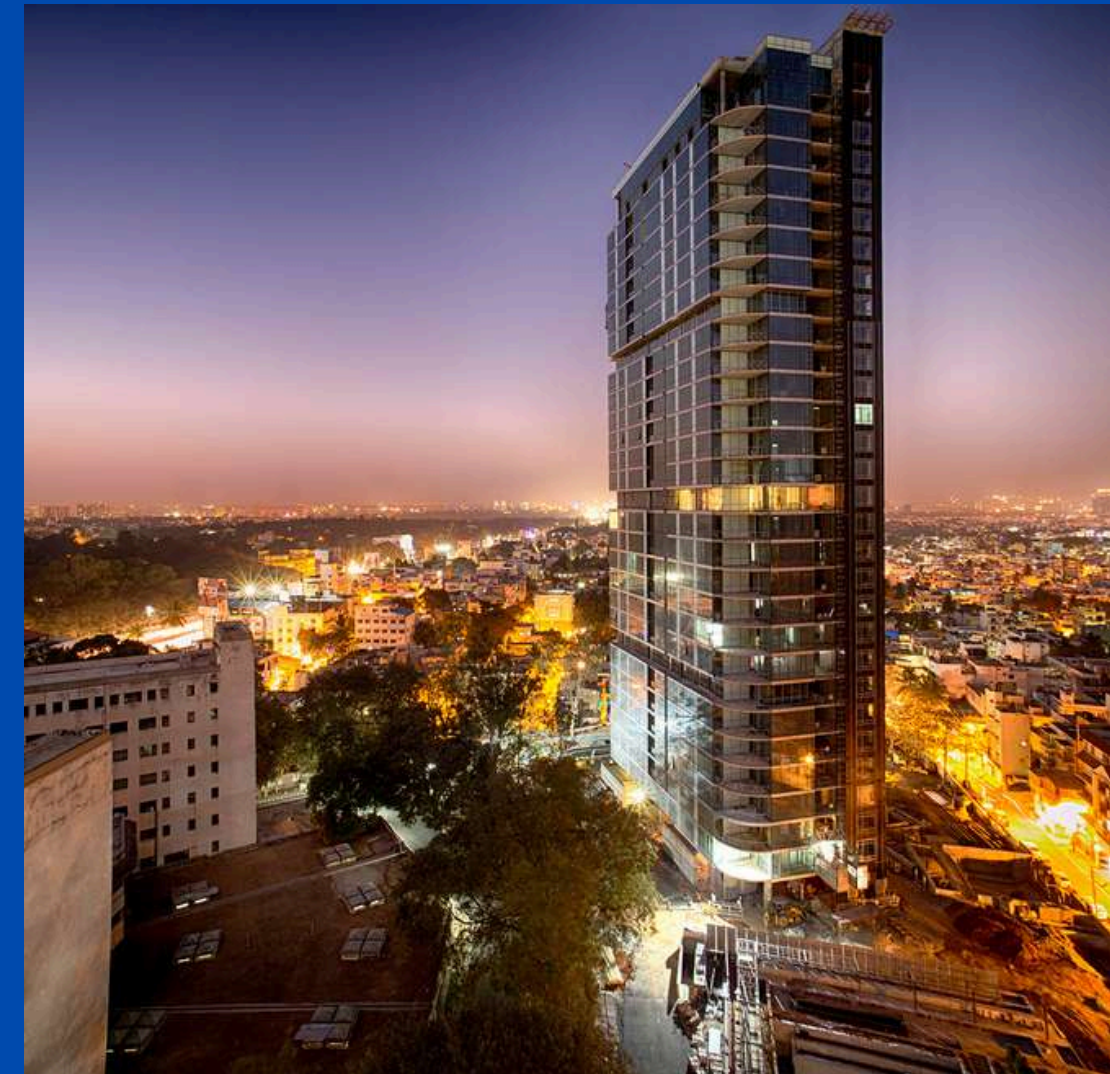
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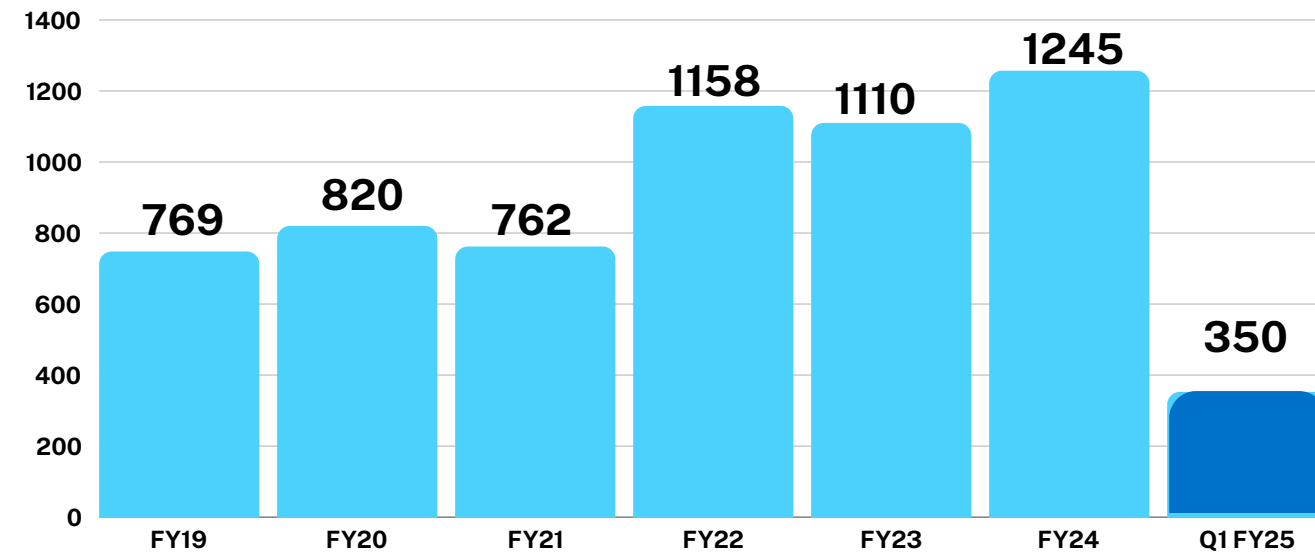
Financial Performance



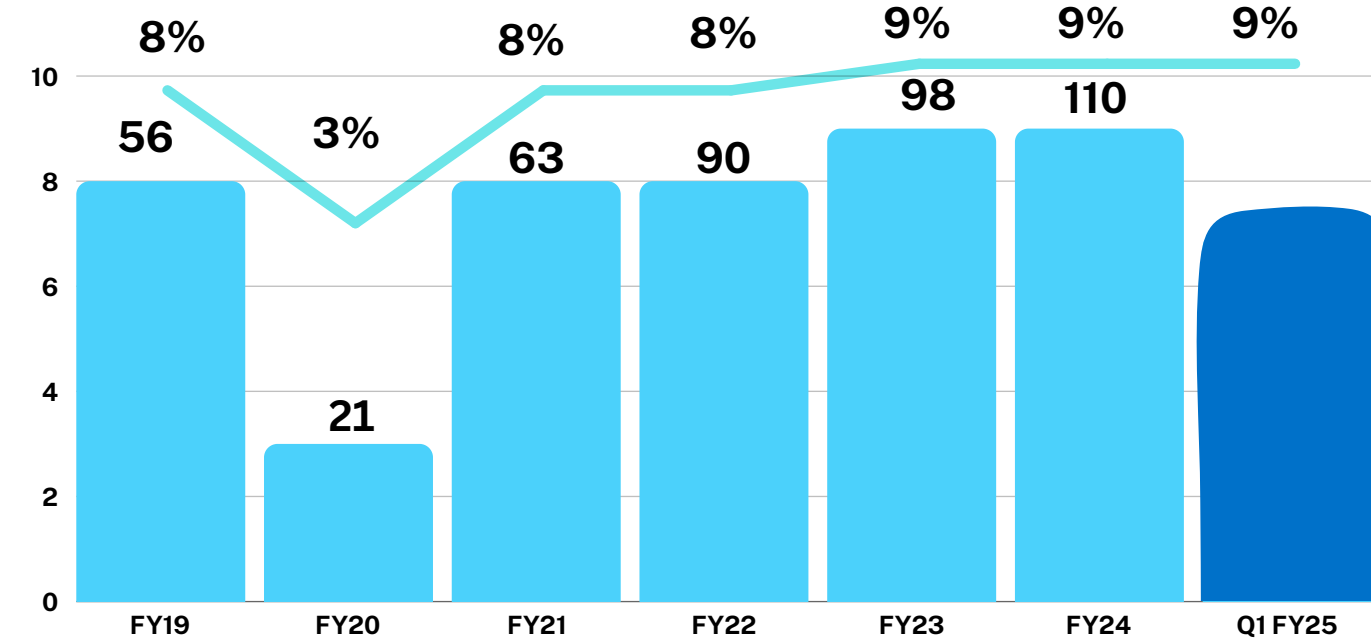
Financial Highlights

(Figures in Crores)

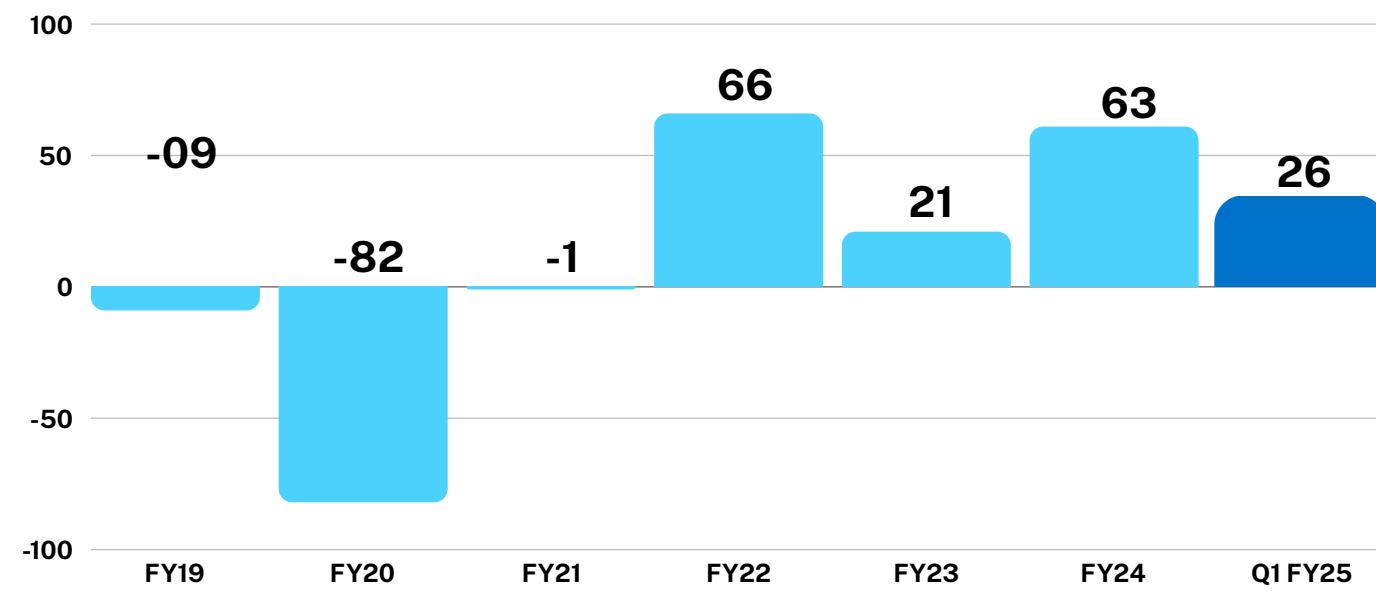
Revenue



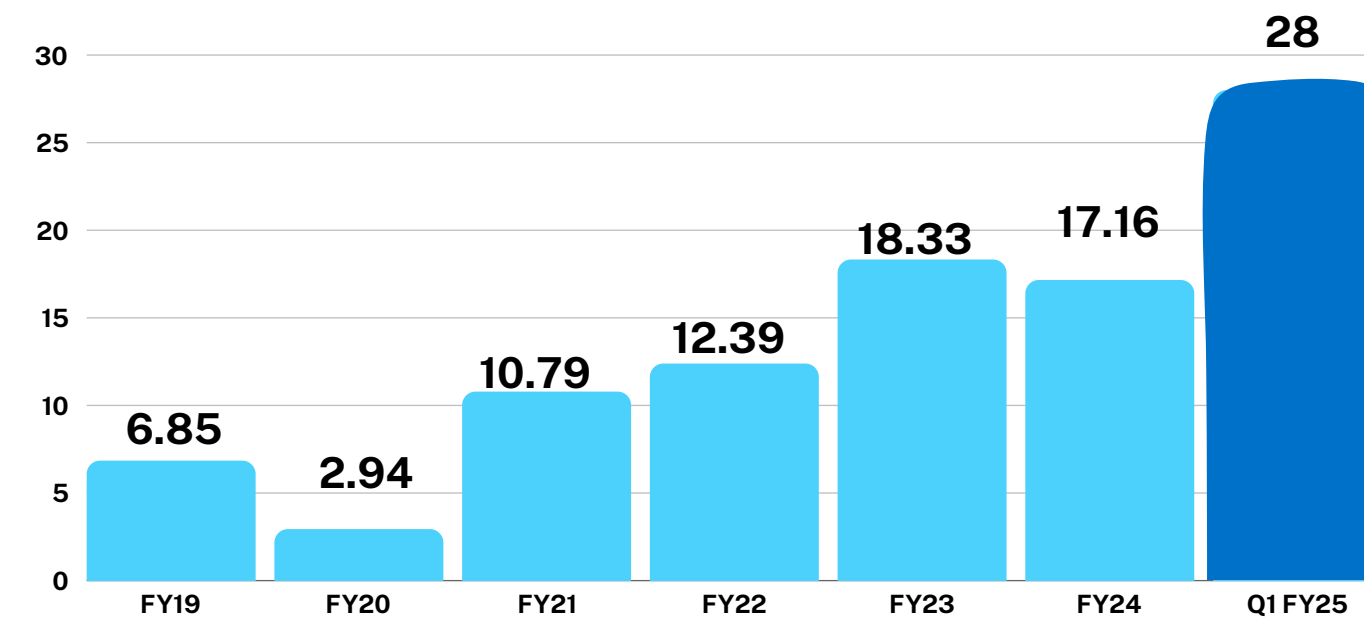
EBIDTA and Margins



PBT



ROCE



Consolidated Profit & Loss Statement

(Figures in Crores)

Particulars	Q1 FY25	Q1 FY24
Revenue from Operations	350.3	252.74
Raw Materials(Cost of Good Sold)	238.46	170.12
Employee Cost	63.16	43.05
Other Cost	16.96	15.001
Total Expenditure	318.58	228.171
EBITDA	31.72	24.57
EBITDA Margin%	9.06%	9.72%
Depreciation	2.88	2.42
EBIT	28.84	22.15
Other Income	2.4	2.7
Interest	11.39	10.97
Exceptional Items	6.91	0
Profit Before Tax	26.76	13.87
Tax & Prior Period Adjust	6.5	3.9068
Profit After Tax	20.26	9.96
Profit After Tax Margin%	5.78%	3.9%
EPS In Rs.	0.90	0.44

FY2024	FY2023	YOY
1244.53	1109.98	12.12%
830.53	756.13	
220.88	189.43	
82.88	66.59	
1134.29	1012.15	12.07%
110.24	97.83	12.69%
8.86%	8.81%	
10.36	9.74	
99.88	88.09	13.38%
12.23	19.89	
48.83	51.47	
	-35.90	
63.28	20.61	194.23%
10.75	(1.53)	
52.52	22.14	125.34%
4.0%	1.99%	101.01%
2.33	0.98	137.76%

Balance Sheet (Liabilities)

Standalone- (Figures in Crores)

Particulars	As on June 30, 2024	As on June 30, 2023
Shareholder's Funds	698.58	657.23
Share Capital	22.54	22.54
Reserves & Surplus	676.03	634.68
Long-Term Liabilities	135.83	132.00
Long Term Borrowings	33.44	33.44
Lease Liabilities	0.48	-
Trade Payables	19.37	21.02
Long-Term Provisions	11.51	10.13
Other Non-Current Long-Term Liabilities	71.02	67.42
Current Liabilities	791.22	661.40
Short Term Borrowings	279.57	271.08
Lease Liabilities	0.21	-
Trade Payables (MSME)	30.93	32.34
Trade Payables (Others)	183.57	146.66
Other Financial Liabilities	89.42	67.68
Other Current Liabilities	190.60	141.75
Short-Term Provisions	16.93	1.88
Total Equities & Liabilities	1,625.62	1,450.62

Balance Sheet (Assets)

Standalone- (Figures in Crores)

Particulars	As on June 30,2024	As on June 30, 2023
Non-Current Assets	602.12	537.87
Fixed Asset	98.37	70.43
Right to Use	0.65	-
Capital Work in Progress	1.66	-
Other Intangible Assets	1.29	0.18
Investment Property	-	-
Investments	12.20	12.49
Trade Receivables	89.74	53.90
Other Financial Assets	6.22	8.94
Loans	383.15	387.00
Deferred Tax Asset	8.84	4.93
MAT Credit	-	-
Current Assets	1,023.50	912.76
Other Financial Assets	-	-
Inventories	358.95	328.15
Trade Receivables	534.67	413.86
Cash & Cash Equivalents	31.13	28.26
Current Tax Assets	11.29	31.60
Other Current Assets	87.46	110.88
Total Assets	1,625.62	1,450.62



Key Policies	
<ul style="list-style-type: none"> • Dividend Distribution Policy. • Familiarization Program Impart to Independent Director • Policy on Criteria for Determining Materiality of Events • Code for Independent Director • CSR Policy • Policy On training of Directors • Related Party transaction Policy • Revised-Risk Policy 	<ul style="list-style-type: none"> • Nomination, Remuneration and Evaluation Policy • Policy on Material Subsidiary • Policy On Preservation Of Documents • Archival Policy • Prevention of Sexual Harassment Policy • The Internal Financial Control policy • Risk Management Policy • Vigil Mechanism/Whistle Blower Policy • Code of Conduct to Regulate, Monitor and Report Trading by Insiders

The Corporate Social Responsibility vision of the company articulates its aim to be a corporation with its strategies, policies and actions aligned with wider social concerns, through initiatives in education, public health, nutrition and other areas of social upliftment.

Protecting Environment				
Foster and communicate an organizational commitment to environmental preservation across all our operations.	Design, construct, and operate projects that minimize or eliminate adverse environmental impacts.	Provide technical and economic guidance to clients on engineering and construction methods that prevent or minimize pollution.	Proactively identify potential environmental issues and collaborate with clients to develop and implement effective solutions.	Implement robust risk control measures to mitigate environmental impacts and occupational hazards during the construction process.



Let's Build Together

