

The Manager,

February 07, 2025

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: Investor Presentation on unaudited financial results for the quarter and nine months ended December 31, 2024

We are pleased to enclose herewith investor presentation on unaudited financial results for the quarter and nine months ended December 31, 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**



BL KASHYAP
WE BUILD YOUR WORLD

INVESTOR PRESENTATION

December 2024

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



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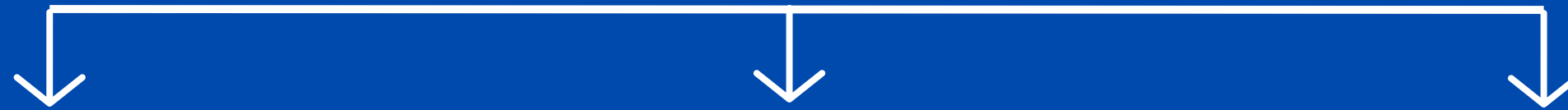
Our Vision

To be an industry leader by delivering the highest level of customer satisfaction through value engineering excellence, superior construction quality, continuous innovation, and timely project delivery.

Our Mission

To deliver high quality construction and technical management services to our clients. We strive to foster a culture built on trust, compassion, continuous learning, and development while upholding the highest ethical standards. Our commitment is to exceed the expectations of our stakeholders.

Values



Commitment to Excellence

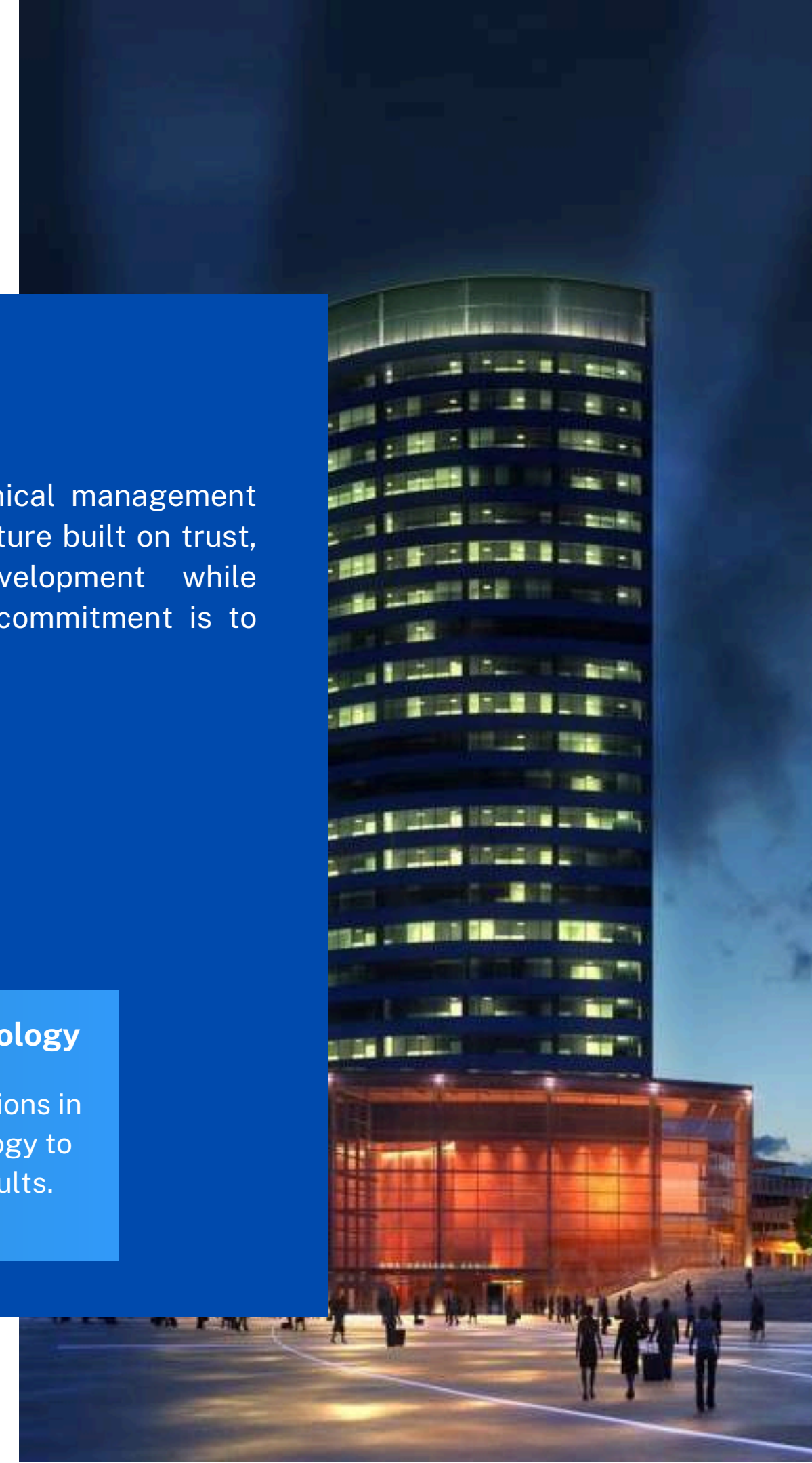
Attaining the highest benchmark in project execution through a proficient and committed team.

Ethical Practices

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

Innovation & Technology

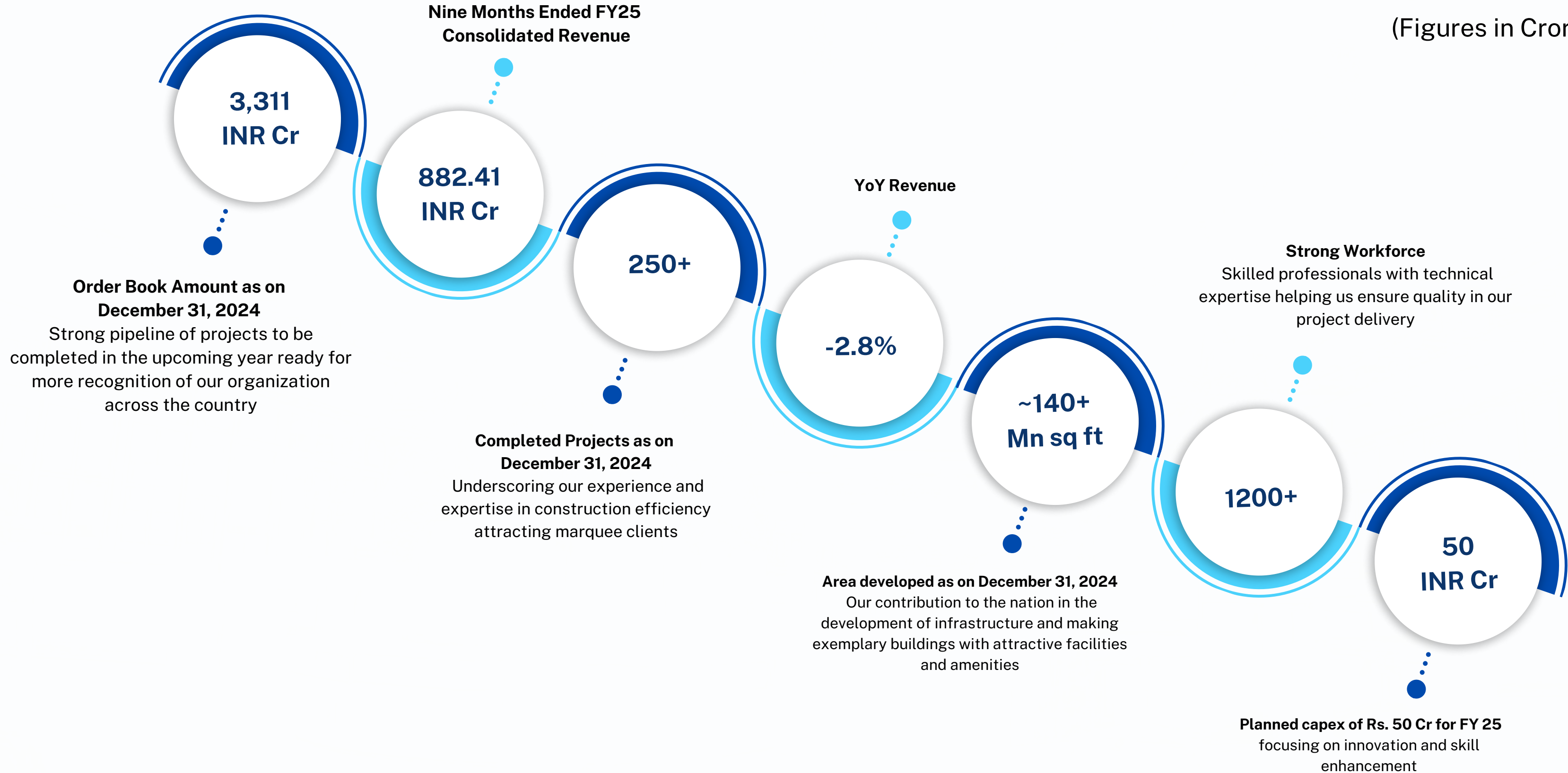
Spearheading innovations in construction technology to optimize project results.



Business Overview

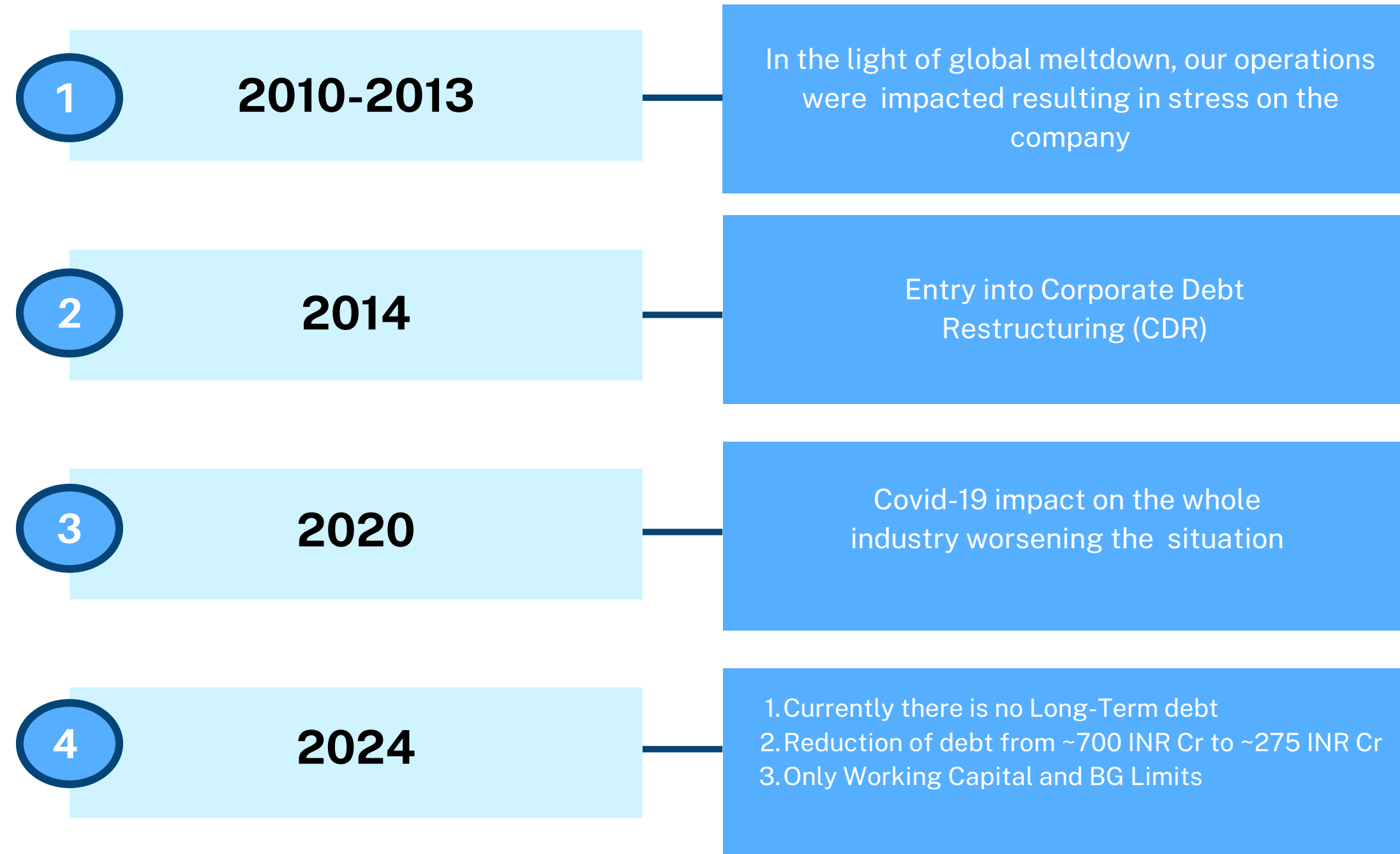
Powered by 30 Years of Expertise

(Figures in Crores)



Debt Transformation, Paving the Way to Financial Freedom

(Figures in Crores)



Levers for Industry Growth

Urban Development

1

With urban populations contributing 75% to the GDP and an increasing number of cities exceeding 1 million in population, urban development is a significant driver. This leads 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, drives the demand for mid-end and affordable housing units. Government schemes like the Pradhan Mantri Awas Yojana support this demand, ensuring the construction of housing for the economically weaker sections.

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, 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

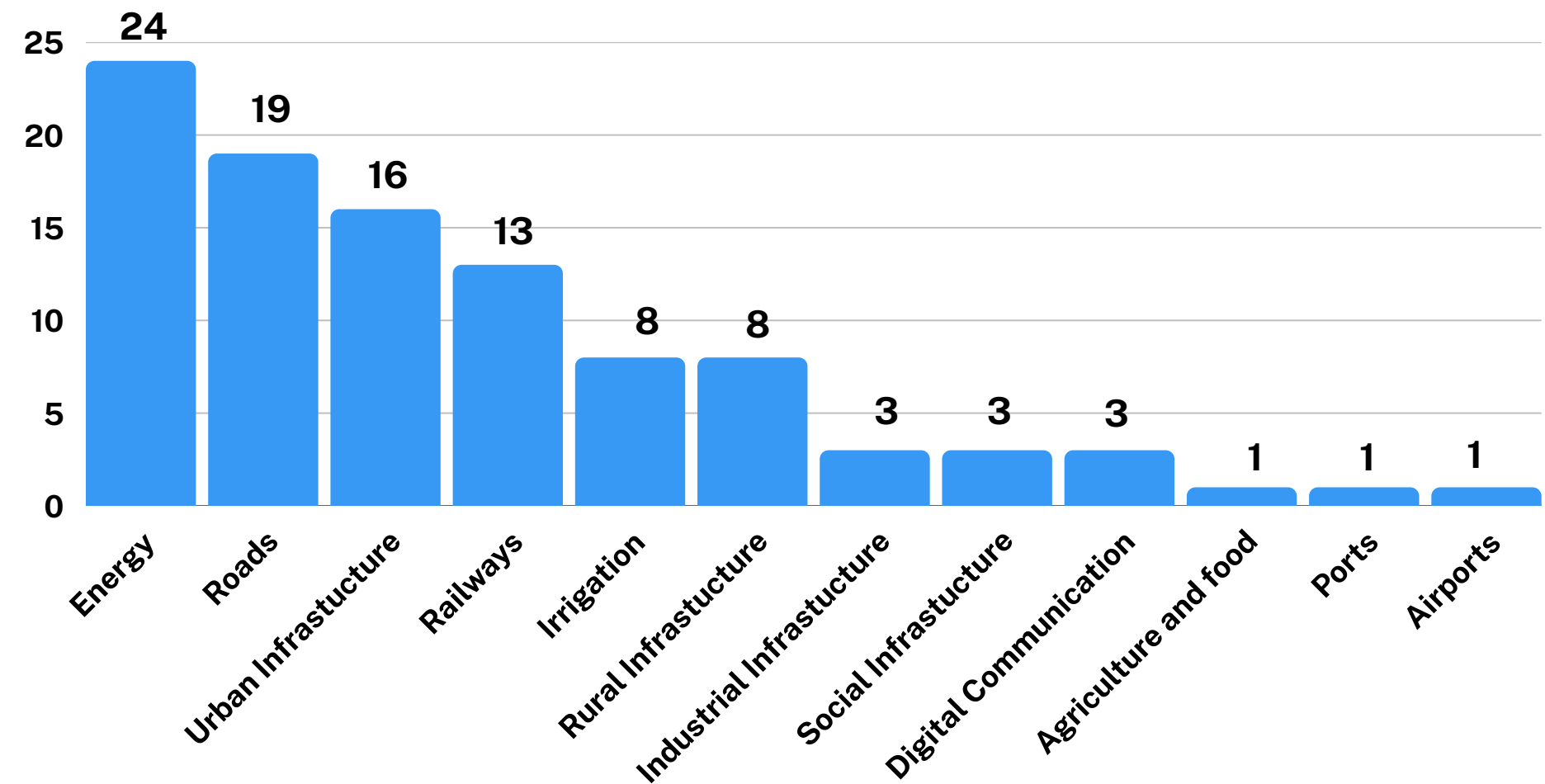


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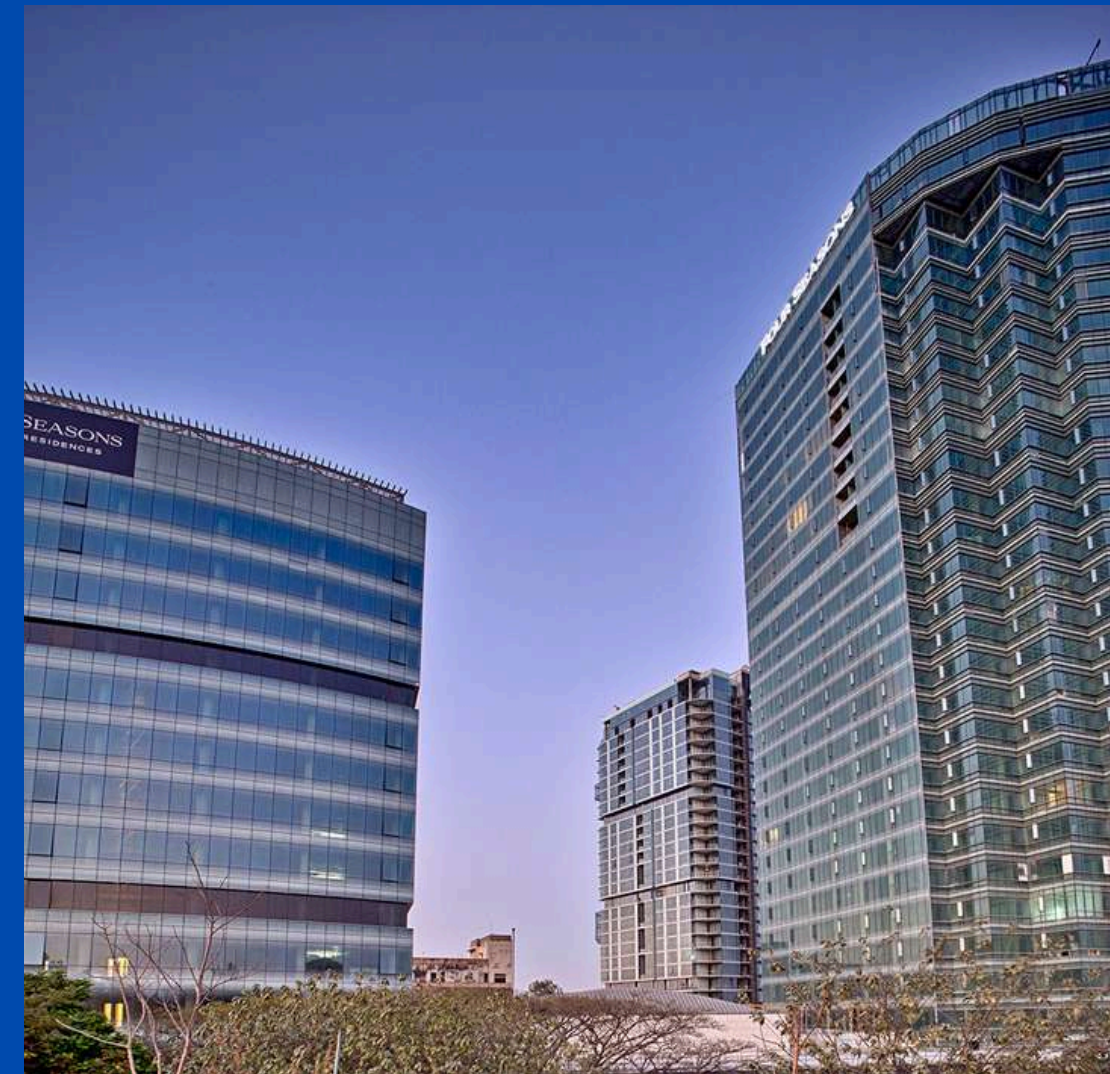
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Growth Catalyst

Key Strengths



Powered by 30 years of expertise, driven by 1200 skilled professionals



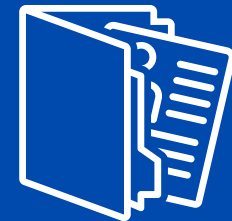
Investment in Technology, innovation and upskilling of the workforce



PAN India presence



Robust Order Book



De-risked our Business with Diverse Portfolio



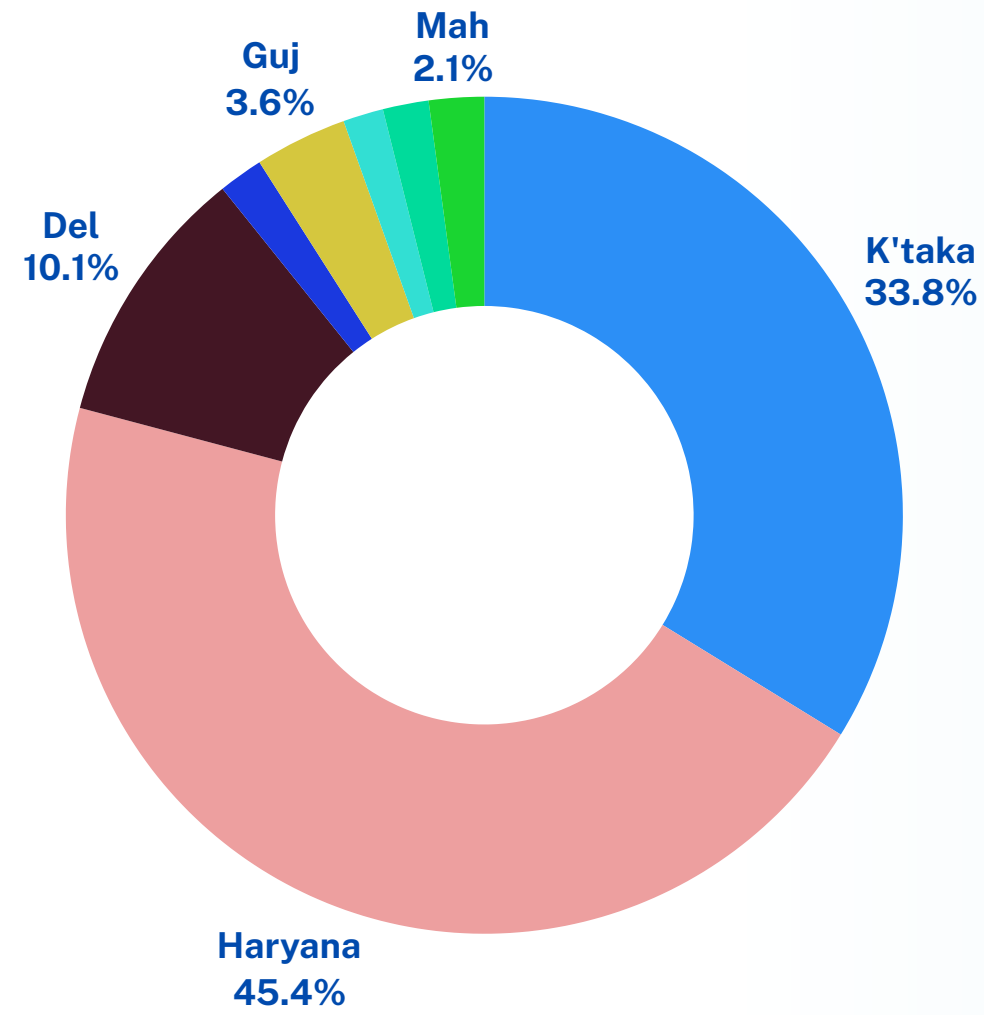
Sectoral Mix with Private & Govt. Contracts



Commitment to Quality and Safety building trust in clients



Marquee Clients with Long-Standing Relationship

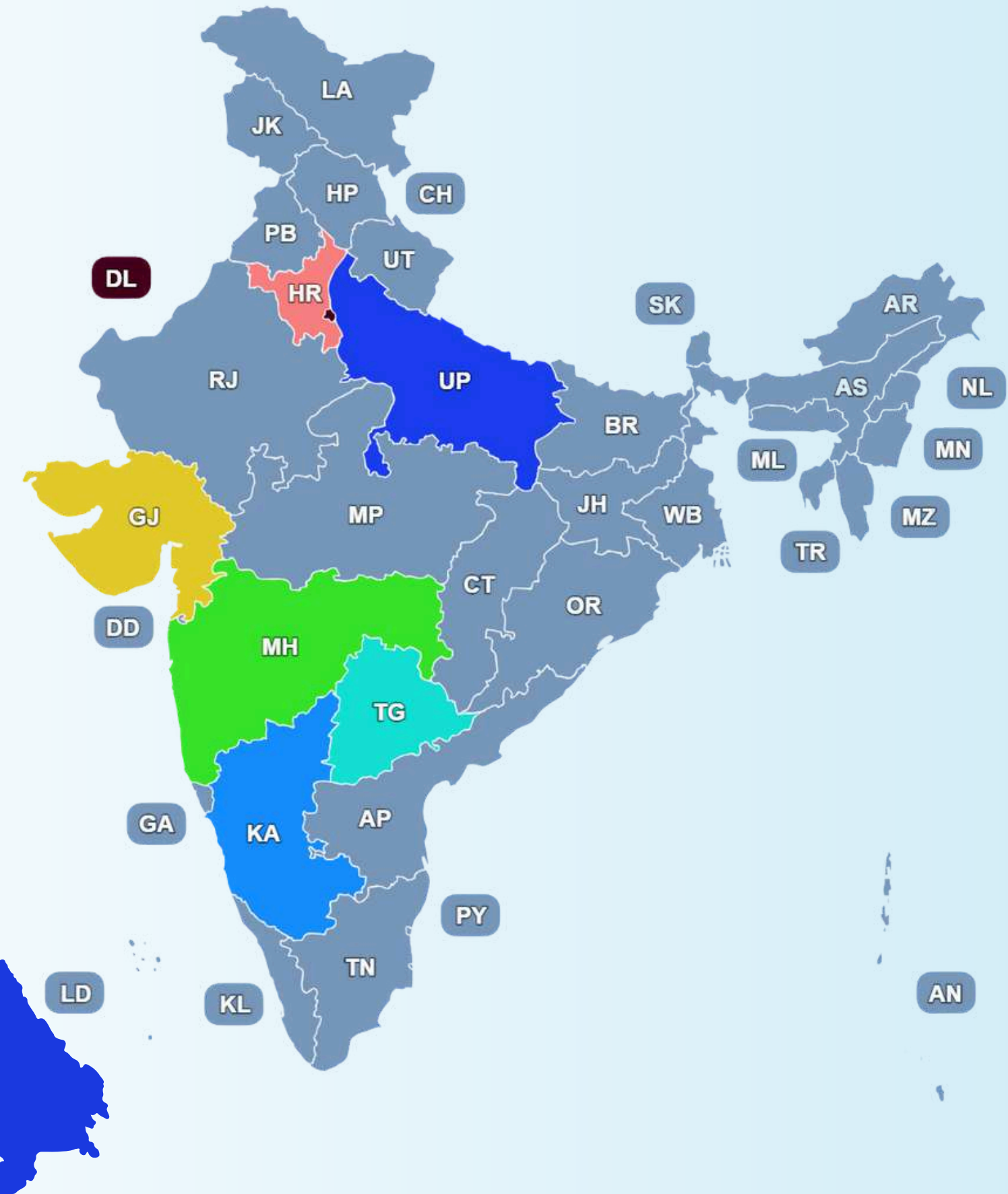


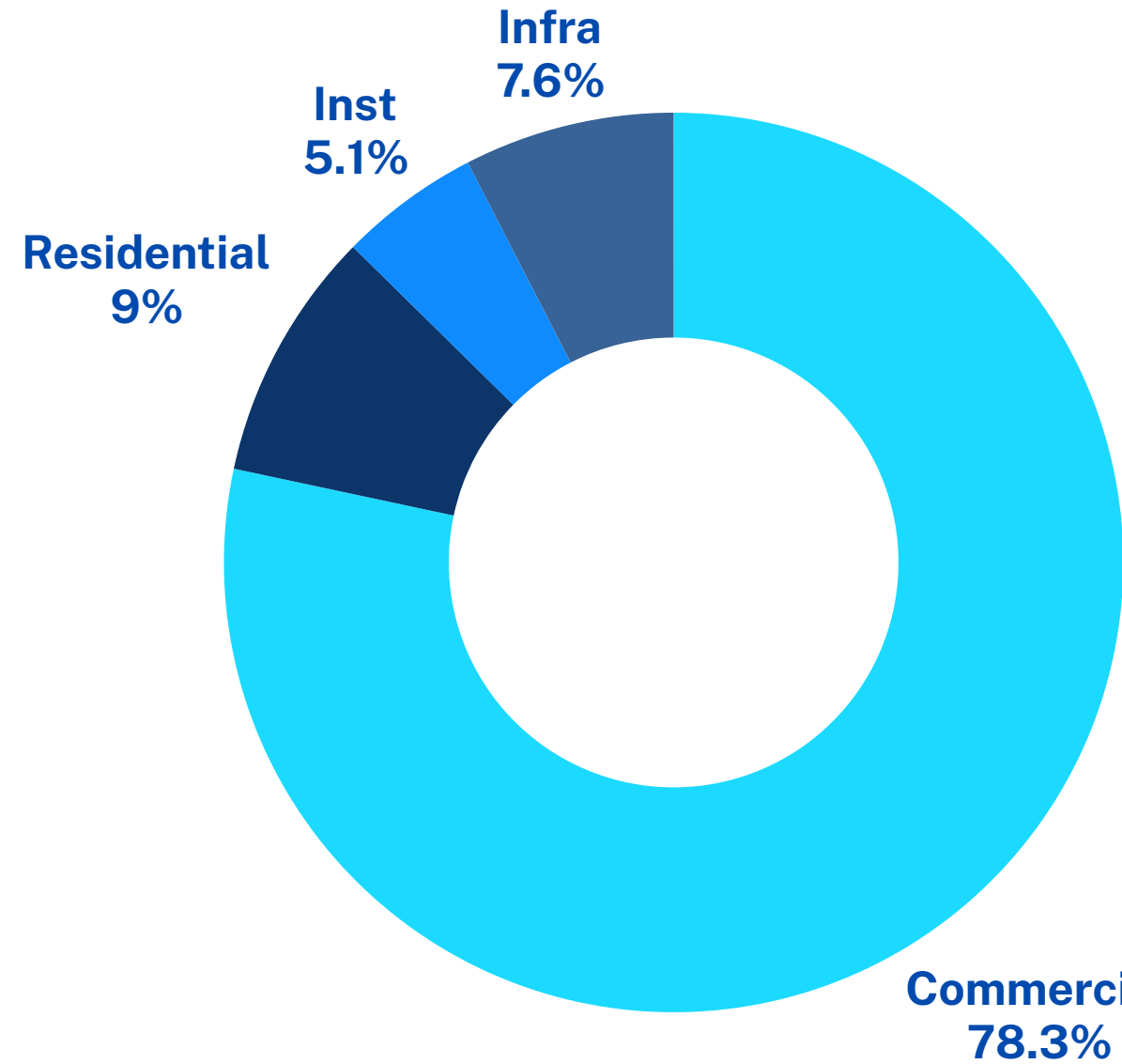
Haryana and Karnataka are making the largest contribution to our order book

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.





Order Book Distribution as on December 31, 2024

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



Residential



Institutions



Infrastructure



Commercial



Top 10 Ongoing Projects

(Figures in Crores)

Ongoing projects	
MALL OF INDIA DLF DOWNTOWN PHASE -2	924.11 Cr
THE ESTATE RESIDENCES	250 Cr
EMBASSY HUB-PH II	238.40 Cr
DLF THE ARBOUR	222.66 Cr
BIJWASAN RAIWAY STATION - (RLDA)	187.63 Cr
KORAMANGALA INNOVATION HUB	182.20 Cr

INR 3311 Cr
Order Book Amount
as of
Dec 31, 2024

Ongoing projects	
SATTVA TEXONIC	163.82 Cr
CENTURY KODIHALLI RESIDENTIAL	151.14 Cr
TRAINING INSTITUTE BUILDING(PHASE II)(NHRCL)	116.10 Cr
EMBASSY BLOCK D1 & D2 AT MANYATA	107.98 Cr
CENTURY DOWNTOWN PHASE -II	97.69 Cr
SAM PROJECT	92.79 Cr

Sectoral Mix with Private & Government Projects



Key Government Projects

Railway Projects	Metro Projects	Hospital Projects
Sabarmati Terminal	Chennai Metro	AIIMS Raipur
Gomti Nagar Railway Station	Jaipur Metro	AIIMS Patna
Bijwasan Railway Station		

- We continue to bid for railway projects, leveraging our completed, ongoing, and upcoming projects as a competitive advantage.
- We aim to grow our presence in the railway sector, capitalizing on our experience in metro and railway projects

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.

Allowing flexibility in documentation to ensure that it supports rather than hinders quality management processes.

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

Safety

Millions of Safe Man 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

Planned capex of Rs. 50 Crs for FY 25, focusing on innovation and skill enhancement

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 set ourselves apart in the construction industry by leveraging cutting-edge technology, particularly ERP systems, to gain a competitive advantage. Our dedication to innovation stands out in an industry where research and development investment is typically low, with only 3% of companies actively embracing technological transformation.

Experience and Expertise



Vinod Kashyap
Chairman



Vineet Kashyap
Managing Director



Viekram Kashyap
Joint Managing
Director



Poonam Sangha
Independent Director



Gopinath Ambadithody
Independent Director



Vivek Talwar
Independent Director



S. Basavraj
Independent Director



Neelam Naresh Kothari
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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Part of our future strategy includes the strategic monetization of non-core assets to achieve financial freedom by FY 2027. This will involve identifying and liquidating underutilized assets, optimizing our portfolio, and reallocating resources toward high-growth areas. By unlocking the value of non-essential assets, we aim to strengthen our financial position, reduce liabilities, and create more flexibility for reinvestment in key business initiatives. This approach will help drive sustainable growth and enhance overall shareholder/stock holder value in the long term.

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 35%

Currently we stand at 80:20 ratio of Private and Govt. Projects and we are on the track to leverage the infrastructure investment under NIP to balance the ratio

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.

1. Closure of Corporate Debt Restructuring 'CDR' and Right of Recompense 'ROR' by 31st March , 2025
2. Part Release of Promoter's pledged equity shares
3. Increase in Non Fund Based Limit
4. Up gradation in External Credit Rating

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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



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, 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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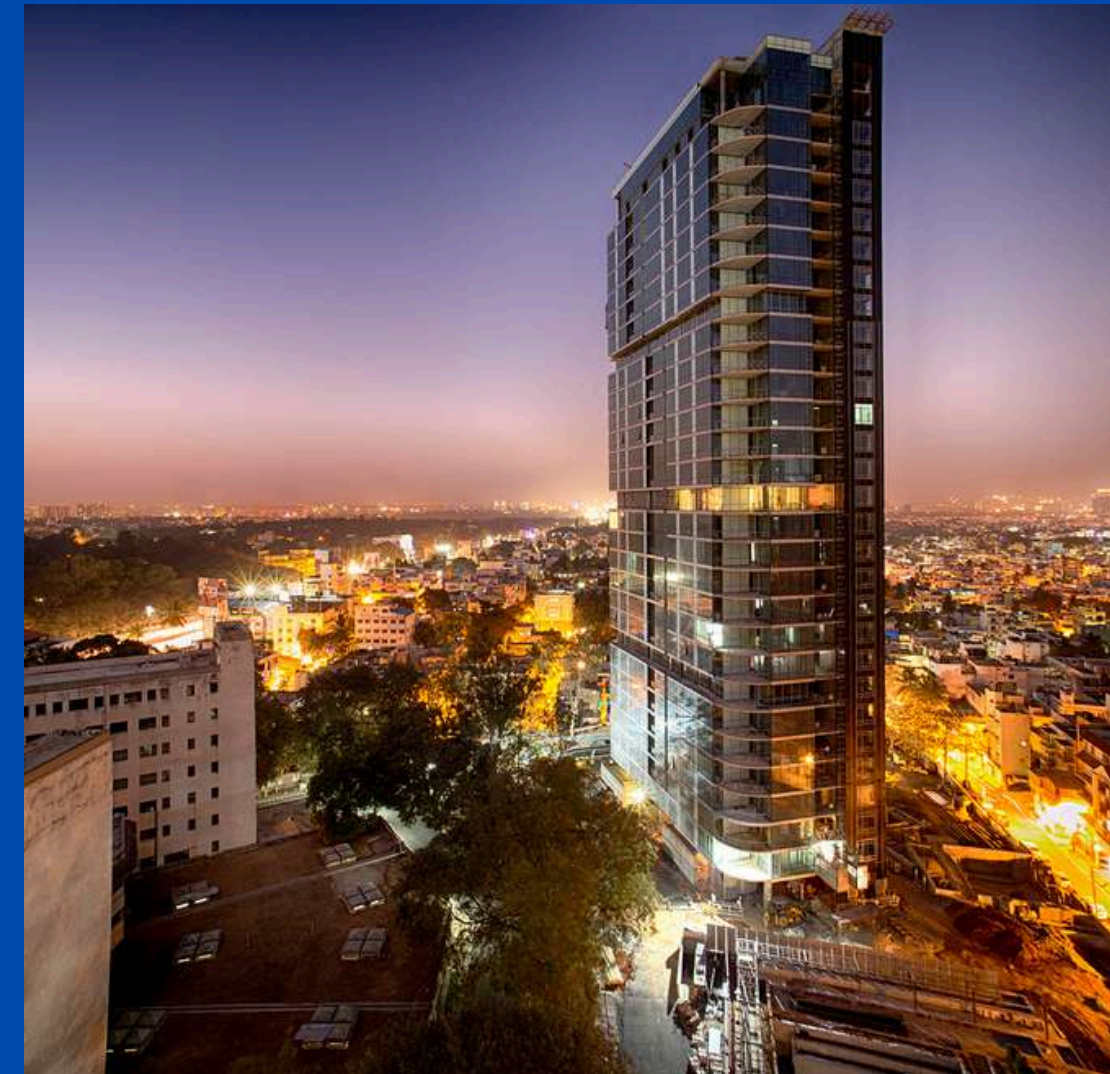
Growth Strategies

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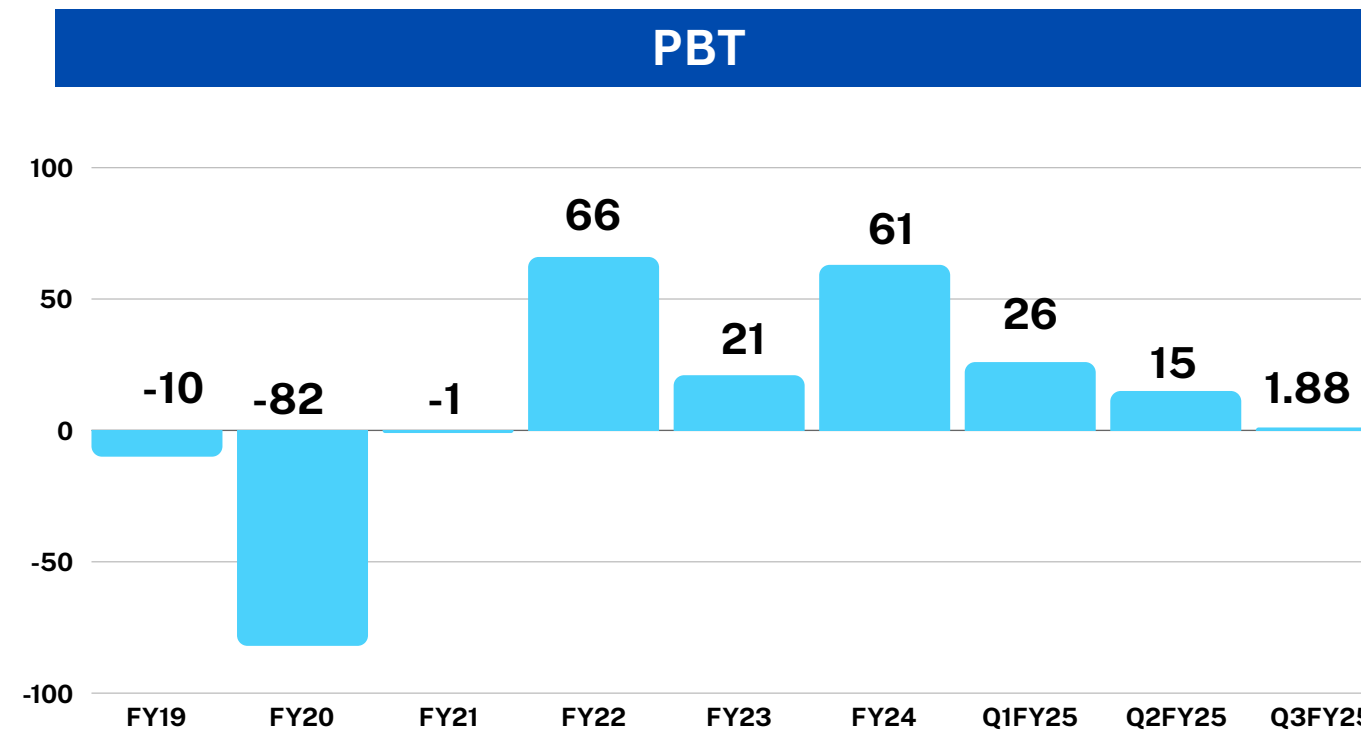
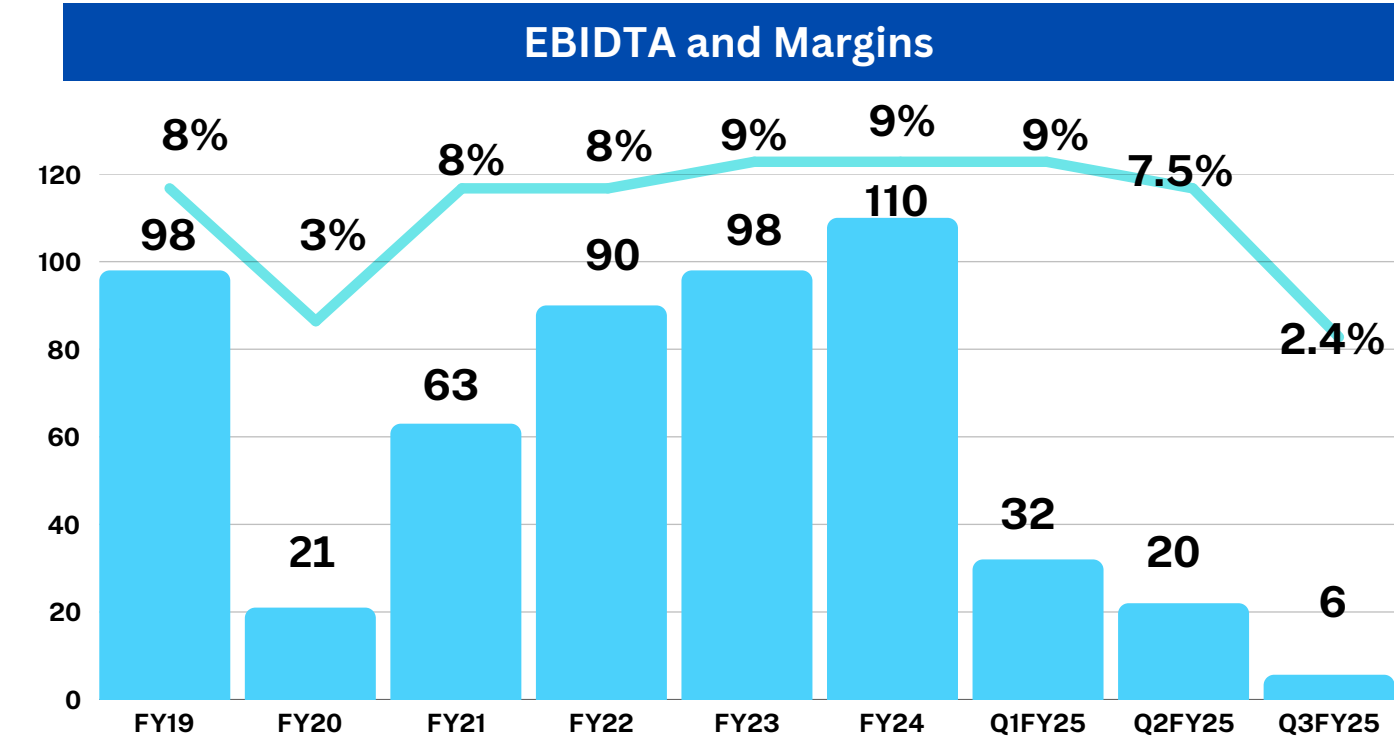
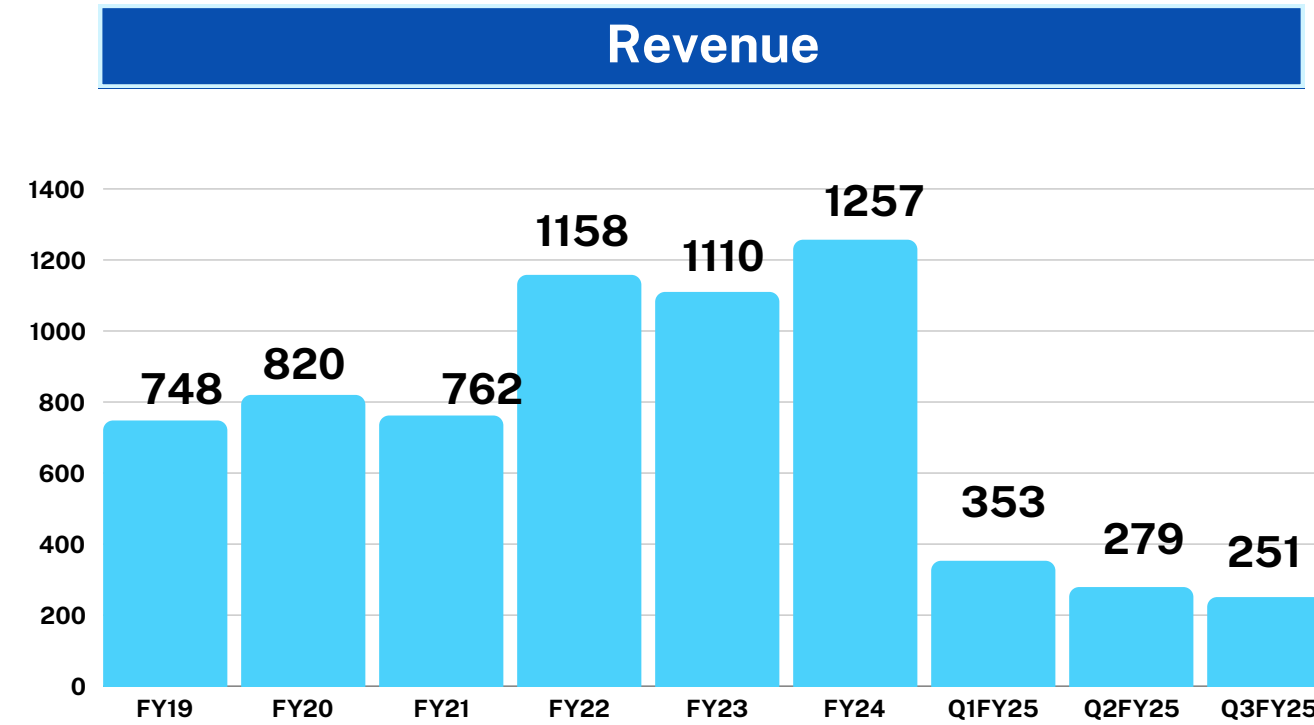
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Financial Performance



Consolidated Financial Highlights

(Figures in Crores)



Standalone Profit & Loss Statement

(Figures in Crores)

Particulare	Q3FY25	Q3FY24
Revenue from Operations	239.14	319.72
Raw Materials(Cost of Good Sold)	152.03	215.94
Employee Cost	66.49	63.51
Other Cost	14.95	16.97
Total Expenditure	233.47	296.42
EBITDA	13.66	26.57
EBITDA Margin%	5.71%	8.31%
Depreciation	2.79	2.40
EBIT	10.87	29.79
Other Income	8.00	3.27
Interest	9.77	11.73
Exceptional Items	Nil	Nil
Profit Before Tax	1.12	12.44
Tax & Prior Period Adjust	0.18	3.57
Profit After Tax	0.94	8.87
Profit After Tax Margin%	0.39%	2.77%
EPS In Rs.	0.04	0.39

FY2024	FY2023	YOY
1214.23	1091.68	11.23%
817.00	741.38	
218.44	186.81	
81.92	59.44	
1117.36	987.63	
107.01	128.52	(16.74%)
8.86%	11.77%	
9.42	8.35	
99.88	88.09	13.38%
10.14	24.47	
47.76	46.55	
-	-	
60.64	73.62	(17.63%)
14.93	21.61	
34.90	52.01	(32.90%)
2.87%	4.76%	
1.55	0.98	

Consolidated Profit & Loss Statement

(Figures in Crores)

Particulare	Nine Months Ended FY 25	Nine Months Ended FY24
Revenue from Operations	859.45	903.36
Raw Materials(Cost of Good Sold)	548.08	612.99
Employee Cost	201.73	154.45
Other Cost	51.53	58.76
Total Expenditure	801.34	826.20
EBITDA	58.11	77.16
EBITDA Margin%	6.76%	8.54%
Depreciation	9.13	7.58
EBIT	48.98	69.58
Other Income	22.96	4.62
Interest	35.20	33.35
Exceptional Items	6.90	-
Profit Before Tax	43.64	40.85
Tax & Prior Period Adjust	12.90	11.99
Profit After Tax	30.74	28.86
Profit After Tax Margin%	3.58%	3%
EPS In Rs.	1.36	1.28

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	
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	207%
10.75	(1.53)	
52.53	22.14	137%
4.22%	1.99%	
2.33	0.98	

Balance Sheet (Liabilities)

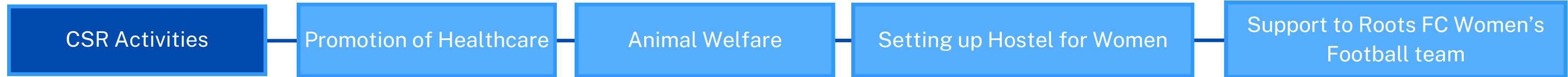
Standalone- (Figures in Crores)

Particulars	As on December 31, 2024	As on December 31, 2023
Shareholder's Funds		
Share Capital	22.54	22.54
Reserves & Surplus	687.4	657.32
Long-Term Liabilities		
Long Term Borrowings	27.28	33.44
Lease Liabilities	0.44	Nil
Trade Payables	16.14	21.72
Long-Term Provisions	12.67	10.45
Other Non-Current Long-Term Liabilities	59.91	91.76
Current Liabilities		
Short Term Borrowings	228.43	253.53
Lease Liabilities	0.21	Nil
Trade Payables (MSME)	32.25	34.22
Trade Payables (Others)	172.84	180.04
Other Financial Liabilities	70.84	63.10
Other Current Liabilities	184.77	155.45
Short-Term Provisions	16.93	1.88
Total Equities & Liabilities	1532.65	1525.47

Balance Sheet (Assets)

Standalone- (Figures in Crores)

Particulars	As on December 31, 2024	As on December 31, 2023
Non-Current Assets		
Fixed Asset	107.47	80.15
Right to Use	0.61	Nil
Capital Work in Progress	0.34	1.37
Other Intangible Assets	1.19	0.22
Investment Property	Nil	Nil
Investments	12.31	12.49
Trade Receivables	100.44	108.25
Other Financial Assets	10.22	5.77
Loans	383.15	389.99
Deferred Tax Asset	5.21	4.30
MAT Credit	Nil	Nil
Current Assets		
Other Financial Assets	Nil	Nil
Inventories	413.70	351.98
Trade Receivables	367.58	405.72
Cash & Cash Equivalentents	31.99	27.52
Current Tax Assets	12.75	22.63
Other Current Assets	85.71	115.07
Total Assets	1532.65	1525.47



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 corporate 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

