

J. Kumar Infraprojects Ltd.

We dream ... So we achieve...

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CIN No. : L74210MH1999PLC122886



J. Kumar

ISO 9001:2015
ISO 14001:2015
OHSAS 18001:2007

26th May, 2021

To,
The General Manager
Department of Corporate Services
BSE Ltd
Mumbai Samachar Marg
Mumbai - 400 001
Fax: 2272 2037 / 39 /41/61
Scrp Code: 532940

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
Scrp 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 31st March, 2021.

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

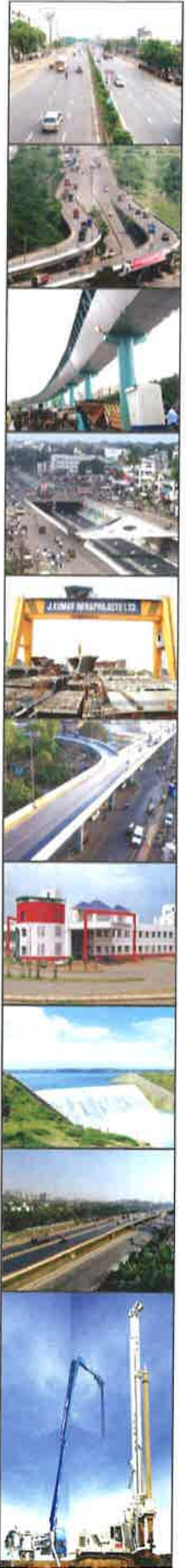
Yours faithfully,

For J. Kumar Infraprojects Ltd

Poornima
Poornima Reddy
Company Secretary



Enclosures: As Above





J. Kumar Infraprojects Ltd.

We dream... So we achieve...

Q4 & FY21 Result Update



This presentation and the accompanying slides (the “Presentation”), which have been prepared by J. Kumar Infra Projects Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.

01 BUSINESS UPDATE & OUTLOOK

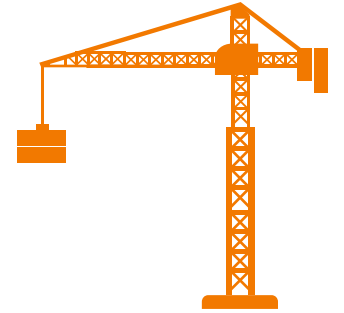
02 KEY FINANCIAL HIGHLIGHTS

03 CORPORATE OVERVIEW

04 MANAGEMENT

05 STRATEGIC PRIORITIES

06 HISTORICAL FINANCIAL



01



Workmen Availability

Workmen availability improved to pre Covid level starting Oct 2020 but was slowly impacted starting from March FY21.

02



Order Book

- Order Book at the end of FY21 stood at ₹ 1,09,273 million
- Awarded project totalling ₹ 22,594 mn during FY21.

03



Order Wins amid pandemic

Awarded project by GMRC worth ₹ 9,418 mn during Q4 FY21

04



Balance Sheet Focus

- Strong cash flow management by focusing on collection and improving working capital utilisation
- Focus on maintaining the Debt levels within broad parameters. Company is Net Debt free.

KEY FINANCIAL HIGHLIGHTS

01



Total Income

₹ 9,920 million ↑ (+13%)

₹ 25,708 million

02



EBITDA

₹ 1,044 million ↑ (+14%)
10.5%

₹ 3,114 million
12.1%

03



PAT

₹ 327 million ↑ (+5%)
3.3%

₹ 639 million
2.5%

4



Cash PAT

₹ 699 million ↑ (+6%)
7.1%

₹ 2,076 million
8.1%

Q4 FY21

FY21

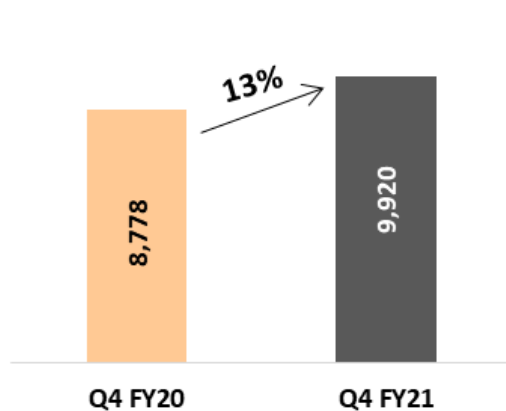


PERFORMANCE HIGHLIGHTS Q4 FY21 & FY21

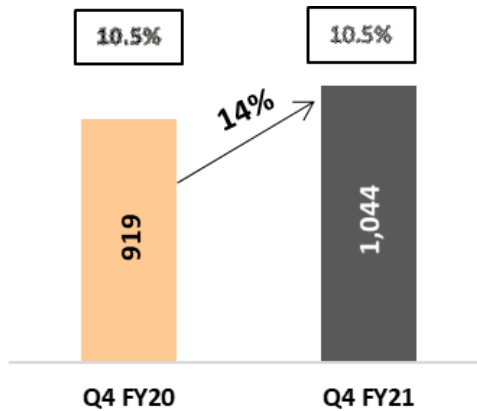


Q4 FY21

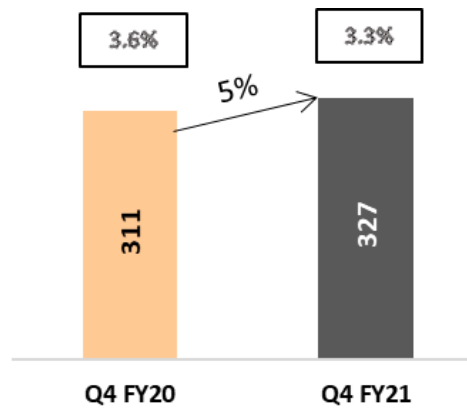
Revenue ₹ Mn



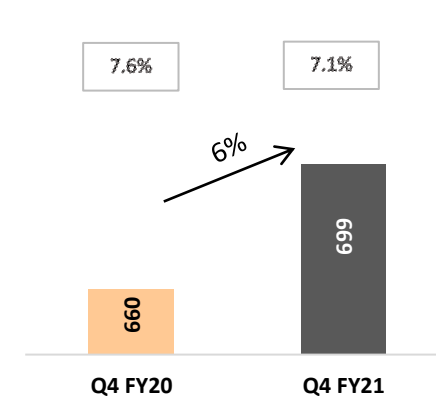
EBIDTA ₹ Mn



PAT ₹ Mn



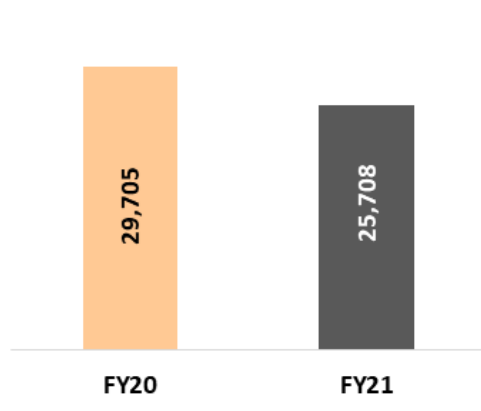
CASH PAT ₹ Mn



FY21

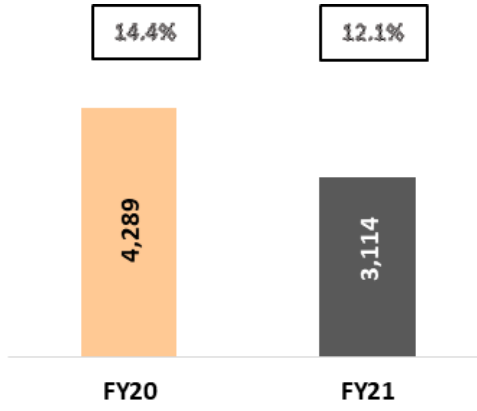
FY20

FY21



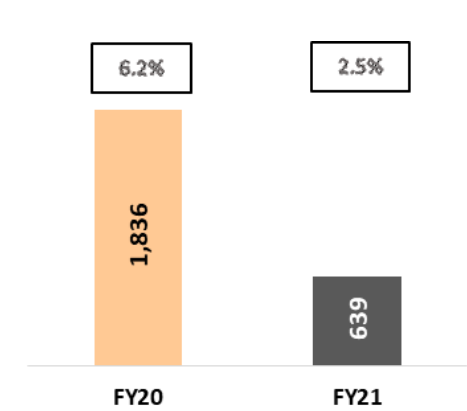
FY20

FY21



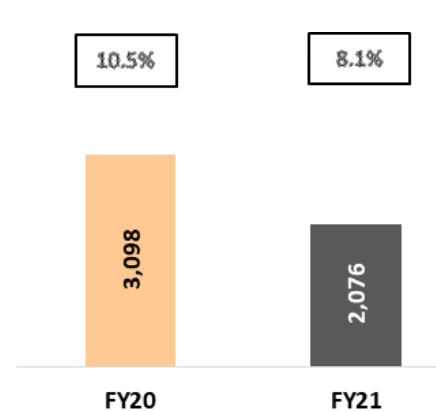
FY20

FY21

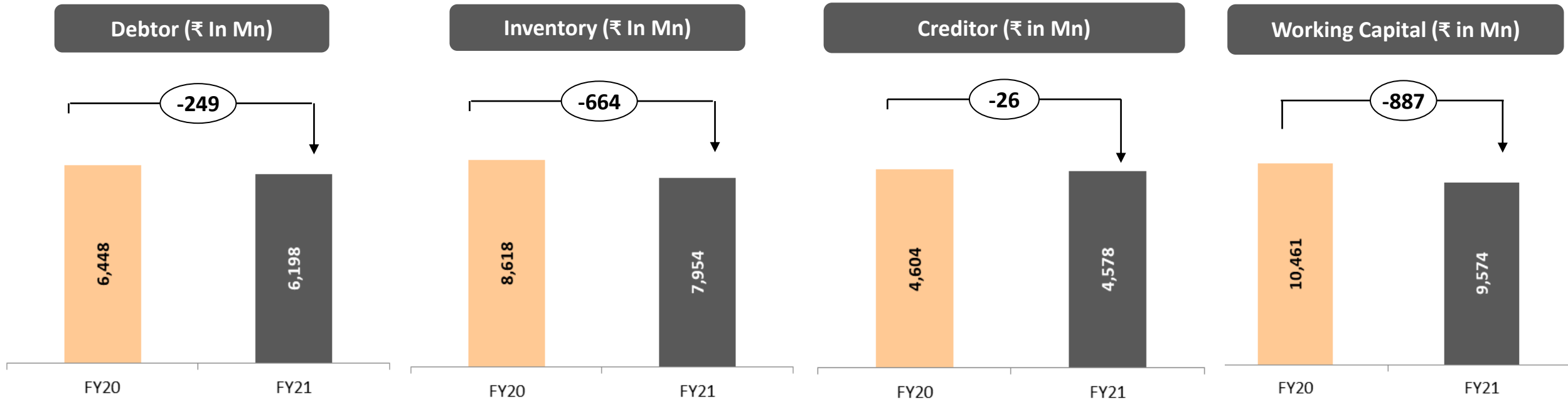


FY20

FY21

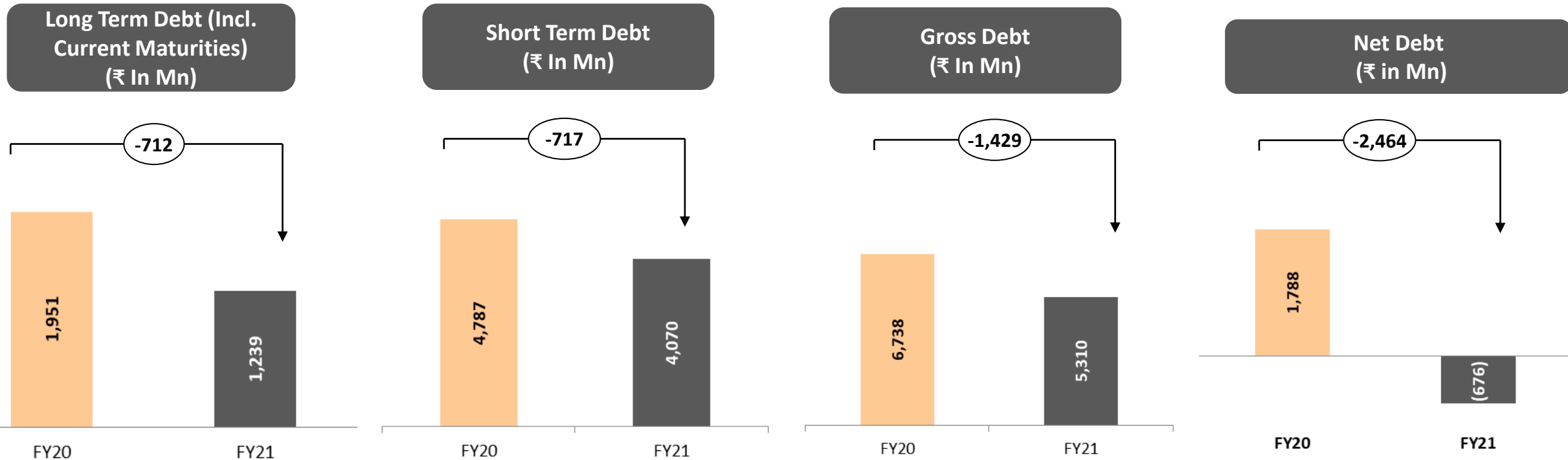


WORKING CAPITAL EFFORTS



- **Witnessed improvement in Working Capital despite pandemic condition**
- Debtors decreased from ₹ 6,448 mn in FY20 to ₹ 6,198 mn in FY21.
- Focused measures helped us in reducing the inventory levels including contract assets.
- Net Working Capital utilization reduced from ₹ 10,461 mn in FY 20 to ₹ 9,574 mn in FY21

REDUCING DEBT LEVEL



- Reduced debt level in one of the toughest year for industry**

- Reduction in both short term and long term debt levels leading to overall reduction in gross debt level by ₹ 1,429 mn during FY21.
- Focused measures helped us in reducing the working capital levels without corresponding increase in debt levels.
- The Company has become Net Debt free in FY21.

FINANCIAL Q4 FY21 & FY21

Particulars (₹ In Mn)	Q4 FY21	Q4 FY20	Y-O-Y	Q3 FY21	FY21	FY20	Y-O-Y
Revenue from Operations	9,920	8,778	13%	8,162	25,708	29,705	-13%
Cost of Material Consumed	6,567	5,702		5,125	16,121	18,169	
Employee Expenses	798	823		658	2,312	2,987	
Other Expenses	1,511	1,334		1,224	4,162	4,260	
EBIDTA	1,044	919	14%	1,155	3,114	4,289	-27%
EBIDTA Margin	10.5%	10.5%		14.1%	12.1%	14.4%	
Other Income	65	80		69	253	283	
Depreciation	372	350		361	1,437	1,263	
EBIT	736	650	13%	862	1,930	3,310	-42%
EBIT Margin	7.4%	7.4%		10.6%	7.5%	11.1%	
Finance Cost	292	247		245	1,044	977	
Profit before Tax	444	403	10%	617	886	2,333	
PBT Margin	4.5%	4.6%		7.6%	3.4%	7.9%	
Tax	117	93		168	247	497	
PAT	327	311	5%	449	639	1,836	-65%
PAT Margin %	3.3%	3.5%		5.5%	2.5%	6.2%	
Cash PAT	699	660	6%	810	2,076	3,098	-33%
Cash PAT Margin %	7.1%	7.5%		9.9%	8.1%	10.4%	

BALANCE SHEET AS AT MARCH 31, 2021

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
ASSETS		
Non-Current Assets		
Property, plant and equipment	8,056	8,545
Capital work-in-progress	1,498	987
Financial Assets		
Investments	16	12
Other Financial Assets	2,668	3,003
Other Non Current Assets	609	484
Total - Non-Current Assets	12,847	13,031
Current Assets		
Inventories	2,861	3,126
Financial Assets		
Trade Receivables	6,198	6,448
Cash and Cash Equivalents	457	591
Bank balances other than Cash and Cash equivalents	5,528	4,359
Loans	107	105
Other Financial Assets	430	660
Other Current Assets	8,021	8,475
Total - Current Assets	23,603	23,764
TOTAL - ASSETS	36,450	36,795

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	378	378
Other Equity	18,491	17,931
Total - Shareholders' funds	18,869	18,310
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	580	978
Lease Liability	189	192
Provisions	16	9
Deferred Tax Liabilities (Net)	246	274
Total - Non-Current Liabilities	1,032	1,452
Current Liabilities		
Financial Liabilities		
Borrowings	4,070	4,787
Trade Payables	4,578	4,604
Lease Liabilities	172	146
Other Financial Liabilities	3,129	3,655
Other Current Liabilities	4,600	3,841
Total - Current Liabilities	16,550	17,033
TOTAL - EQUITY AND LIABILITIES	36,450	36,795

CASH FLOW STATEMENT FOR MARCH 31, 2021

Particulars (₹ In Mn)	FY21	FY20
PBT	886	2,333
Adjustments	2,296	2,010
Operating profit before working capital changes	3,182	4,343
Changes in working capital	902	(821)
Cash generated from operations	4,084	3,523
Direct taxes paid (net of refund)	(396)	(934)
Net Cash from Operating Activities	3,687	2,588
Net Cash from Investing Activities	(1,113)	(1,226)
Net Cash from Financing Activities	(2,708)	(1,475)
Net Change in cash and cash equivalents	(134)	(113)
Opening Cash Balance	591	704
Closing Cash Balance	457	591

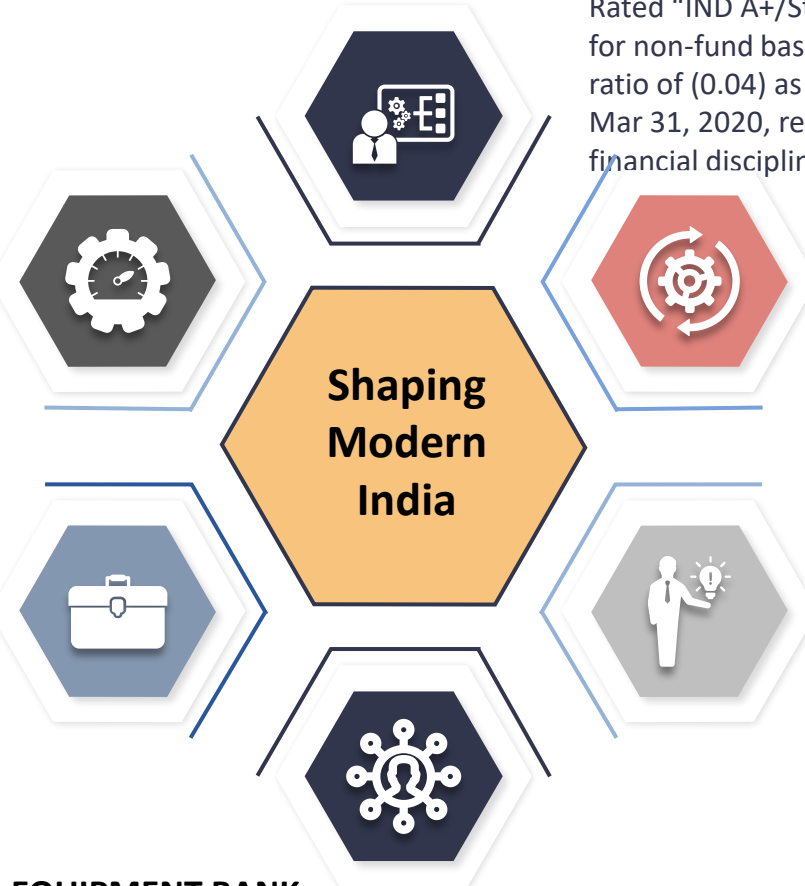
CORPORATE OVERVIEW

INCORPORATION

Incorporated in the year 1999 under the visionary leadership of Mr. Jagdishkumar M. Gupta, to undertake specialized construction work on EPC basis, while maintaining asset lite business model.

CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. We are today amongst few construction companies qualified to undertake large Metro Projects.



EQUIPMENT BANK

Ownership of large fleet of construction equipment and machinery including 7 TBM, 44 hydraulic piling rigs and 2 Straddle Carriers. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.

FINANCIAL DISCIPLINE

Rated “IND A+/Stable” for Fund based limit and “IND A1” for non-fund based limit. A improving net debt equity ratio of (0.04) as on Mar 31, 2021 compared to 0.10 as on Mar 31, 2020, reinforces our commitment towards financial discipline.

OUR PRESENCE

With established presence in major states namely Maharashtra, Delhi, Gujarat, Rajasthan and Uttar Pradesh, we are on continuous lookout for opportunity to expand in other part of the country.

PERFORMANCE

Despite the pandemic condition and resultant lockdown and labour exodus, we emerged much stronger and were able to further improve our balance sheet during FY21. We ended the FY 21 with ₹ 2,571 Crores in revenue and ₹ 64 Crores in PAT. Our order book stands at ₹ 10,927 Crores

**“Responsible bidding,
better planning and
efficient resource
deployment...
the way we do business ”**

**On A LONG TERM
GROWTH PATH ...**

WORK WE DO



METRO

- Metros Elevated
- Metros Underground
- Metro Station & Depot

Flyovers, Bridges & Roads

- Flyovers, Bridges & Roads
- Pedestrian Subways
- Airport Runways

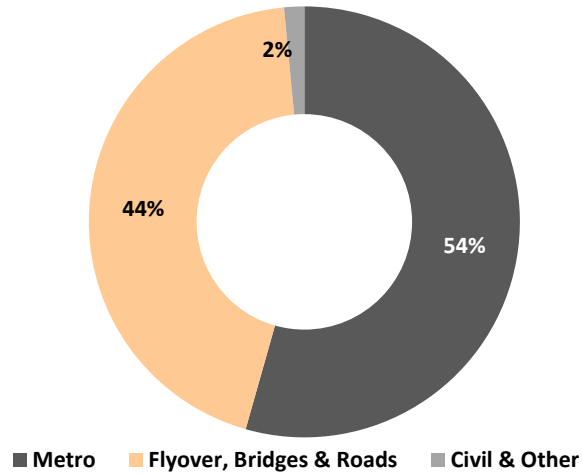


Civil & Others

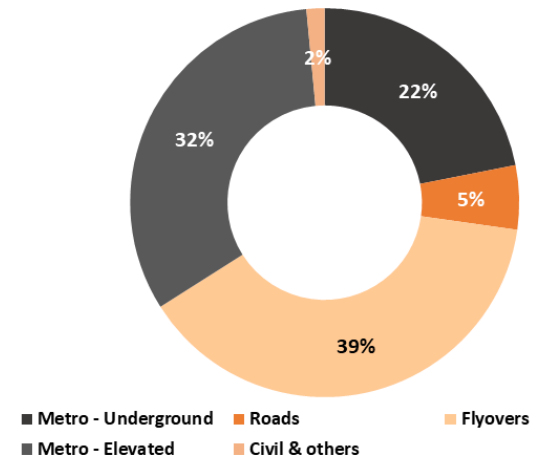
- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions

ORDER BOOK BREAKUP AS ON MARCH 31, 2021

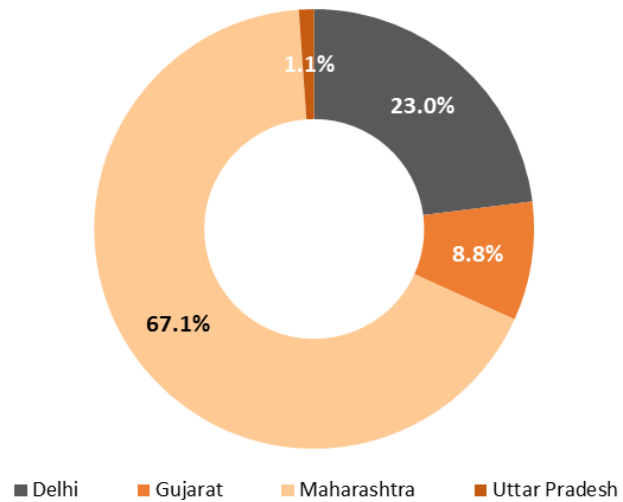
Segment Wise Break-up (%)



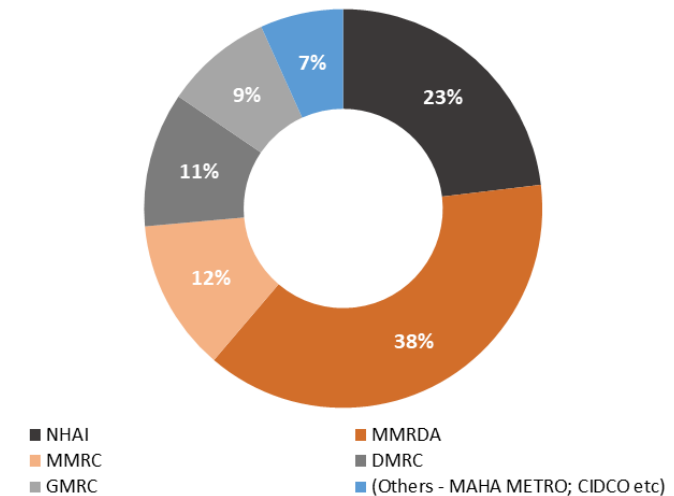
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)



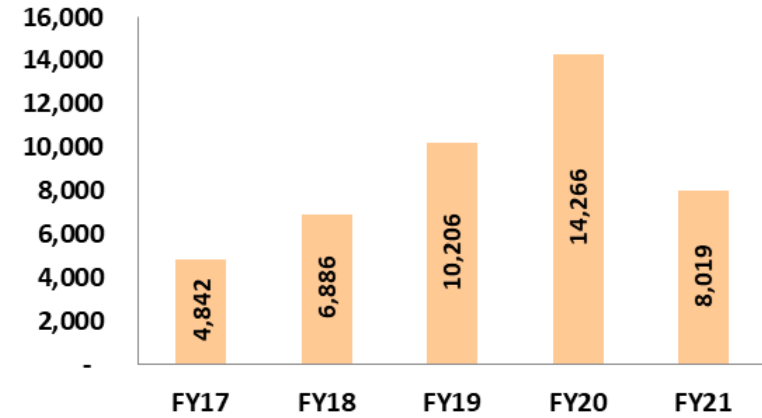
ORDER BOOK POSITION AS ON MARCH 31, 2021

Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)	Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)
MUMBAI METRO LINE-09-07A (CA48)	Metro - Elevated	MMRDA	18,155	SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	10,347
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	6,464	AIROLI CREEK BRIDGE	Flyover	MMRDA	2,238
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,476	SCLR FLYOVER	Flyover	MMRDA	1,150
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	2,802	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,046
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	DMRC	1,024	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	769
PUNE METRO ELEVATED P1C-05	Metro - Elevated	MAHA METRO	1,086	KALWA CREEK BRIDGE	Flyover	TMC	611
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	352	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	378
MML-7 CA-91	Metro - Elevated	MMRDA	1,363	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
Others	Metro - Elevated	Others	774	Others	Flyover	Others	321
	Sub Total (A)		35,497		Sub Total (C)		42,372
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	8,185	CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
SURAT METRO PH-1 UG-02 PKG-CS3	Metro-Underground	GMRC	9,418	JNPT PACKAGE-1, 2, 3	Road	NHAI	112
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	5,278	Others	Road	Others	1,619
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,054		Sub Total (D)		5,820
	Sub Total (B)		23,936				
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	12,182	SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	650
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	12,952	RML ACADEMY-LUCKNOW	Civil	UPRNNL	568
				Others	Others	Others	429
					Sub Total (E)		1,647
TOTAL (A+B+C+D+E)							1,09,273

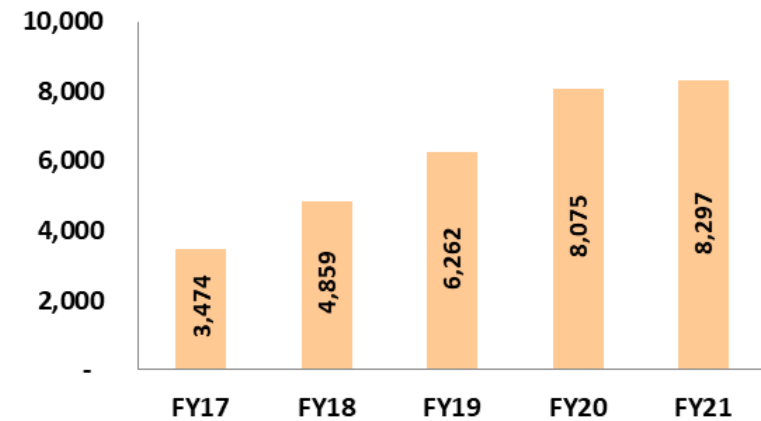
REVENUE – KEY CONTRIBUTORS



METRO - UNDERGROUND (₹ mn)

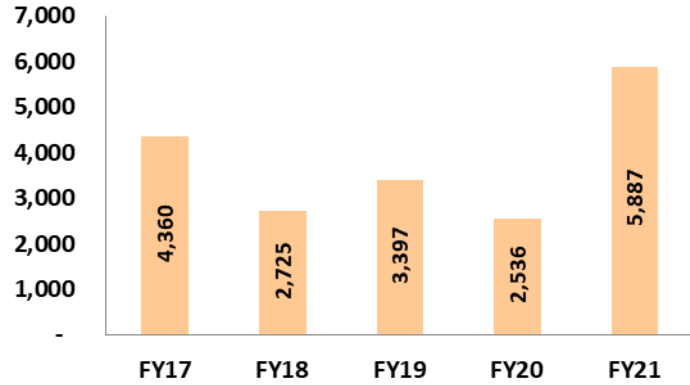


METRO - ELEVATED (₹ mn)

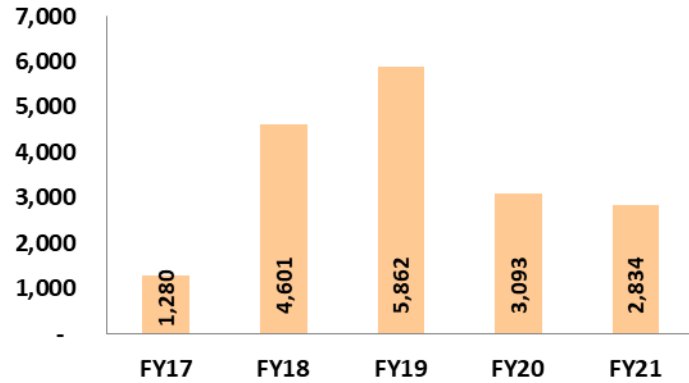


REVENUE – KEY CONTRIBUTORS

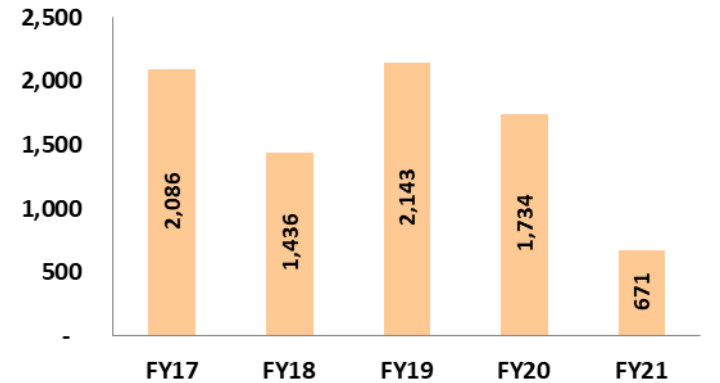
FLYOVER & BRIDGES (₹ mn)



ROADS (₹ mn)



CIVIL & OTHERS (₹ mn)



OUR MARQUEE CLIENTS

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



EQUIPMENT BANK



TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling

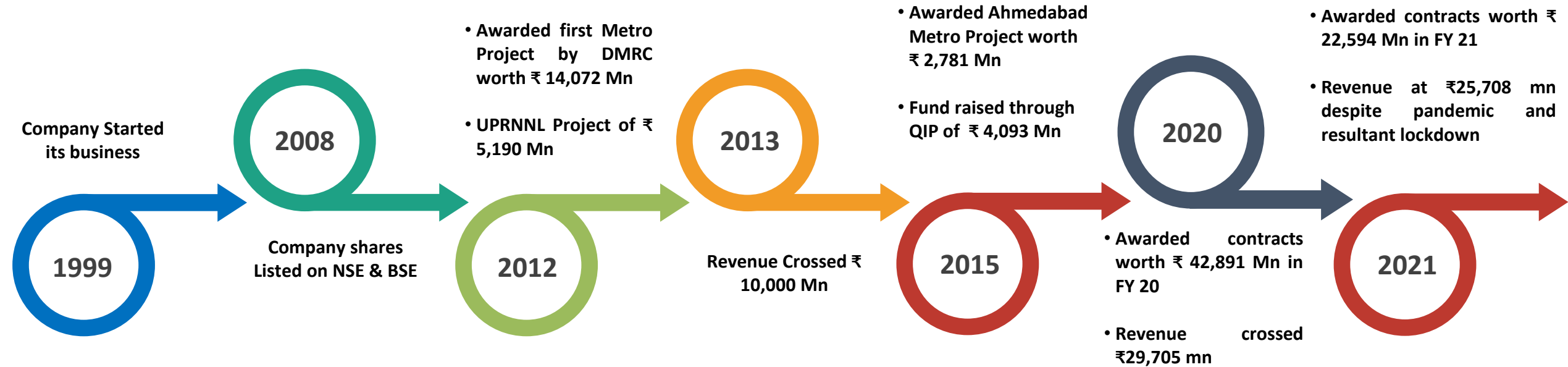


Launching Girder



Bitumen Plant

OUR JOURNEY SO FAR



SOME OF OUR COMPLETED PROJECTS



ESIC - Alwar



KSB Underpass, Pune



Sky Walk – Mumbai Project



Delhi Underground Metro



SOME OF OUR COMPLETED PROJECTS....1

Delhi Elevated Metro



Amar Mahal Flyover



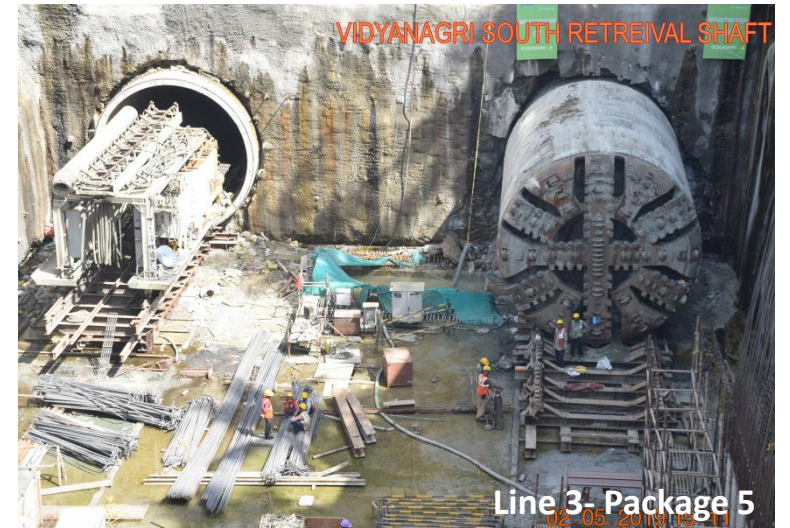
Ahmedabad Metro



BKC- Chunabhatti Flyover



KEY ONGOING PROJECTS – MUMBAI METRO



KEY ONGOING PROJECTS



RML, Lucknow



Pune Elevated Metro



Chhedanagar Flyover



Kalwa Bridge Thane

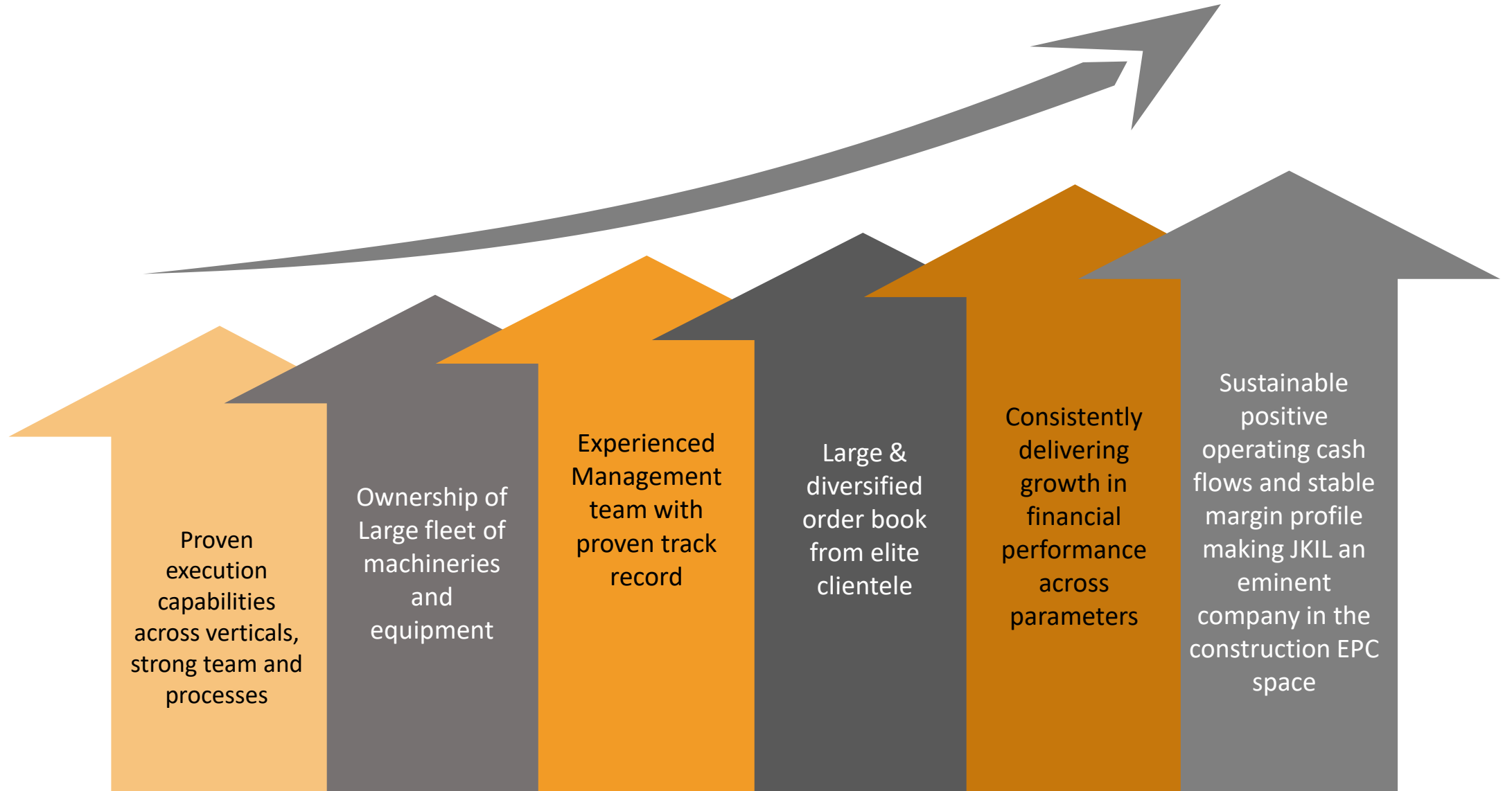


SCLR Flyover



JNPT

KEY STRENGTH



EXECUTIVE DIRECTORS



Mr. Jagdishkumar Gupta
Executive Chairman

Mr. Jagdishkumar Gupta, the architect of JKIL, is a first generation entrepreneur and has led the company in undertaking projects of varied complexities and scale. It is his vision, passion, zeal and indefatigable energy which has been instrumental in shaping the company's growth path. He has over 50 years of experience in Infrastructure sector in India.



Mr. Kamal Gupta
Managing Director

Graduated with Bachelors in Civil Engineering. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Plays a vital role in execution of projects within the stipulated time frame. He looks after the civil construction works, metro railways, etc



Mr. Nalin Gupta
Managing Director

A commerce graduate and Member of Indian Institution of Bridge Engineer. He is associated with JKIL since inception. Has an experience of more than 23 years in construction field. Instrumental in setting and developing the piling business. He looks after construction of subway, elevated metro, underground metro, flyovers, rail over bridges etc.



Dr. R. Srinivasan

- Holds a Doctorate in Banking and Finance
- Served as CMD of Bank of India and Allahabad Bank.
- Serving on board of several companies focused on software, pharmaceuticals, gems & jewellery, tea, paint in addition to mutual fund industry.



Mr. Padmanabh P. Vora

- Chartered Accountant with over 32 years experience in finance, banking and management.
- Served as the Chairman-cum-Managing Director of the Industrial Development Bank of India from which he retired in 2003.



Mr. Padam Prakash Jain

- M. Com and Diploma in Management from FMS, Delhi. Besides, he is an Associate of Indian Institute of Bankers and Chartered Institute of Bankers, London.
- He has been a senior commercial banker /Investment banker with more than 39 years.



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.

OUR CORE TEAM



Arvind Gupta

Chief Financial Officer



Poornima Reddy

*Company Secretary &
Compliance Officer*



Mayank Kumar Jain

Head Transportation-Project



S.M. Thorat

Vice President (Projects)



Ravindra M Kulkarni

Vice President (IT, Admin & HR)



R. B. Singh

Regional General Manager



Rajan Sharma

Associate Vice President Projects



Dharmendra Singh

QAQC Head



Puneet Srivastava

Head Planning



Iftekhar Ahmed

Senior General Manager



Dinesh Kumar Misra

Sr. General Manager



Praveen S Dongre

(Sr. General Manager – Safety)



Somesh Pandey

General Manager



P K Prabhakaran

DGM Tender



Urin Wanbanterng

Manager Tunnel

STRATEGIC PRIORITIES

At JKIL, we are attractively placed to carve out larger projects. We would bid for and undertake large projects which meets internal profitability benchmark, **thereby strengthening our Revenue Visibility**



Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

Most sustainable companies have less debt and high net worth; we expect to **remain low net debt across the foreseeable future**



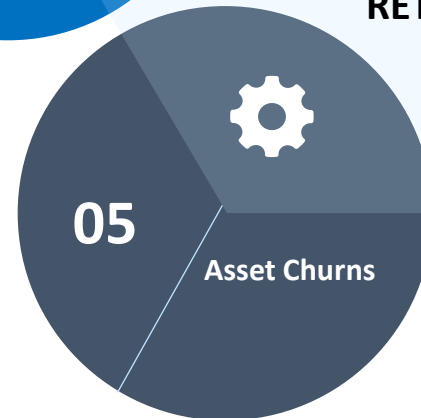
PROFITABLE GROWTH

ENHANCE SHAREHOLDERS RETURN



Though we have amassed large qualifications, we are open for entering into any strategic alliance which enhances our pre-qualification strengths, wherever required

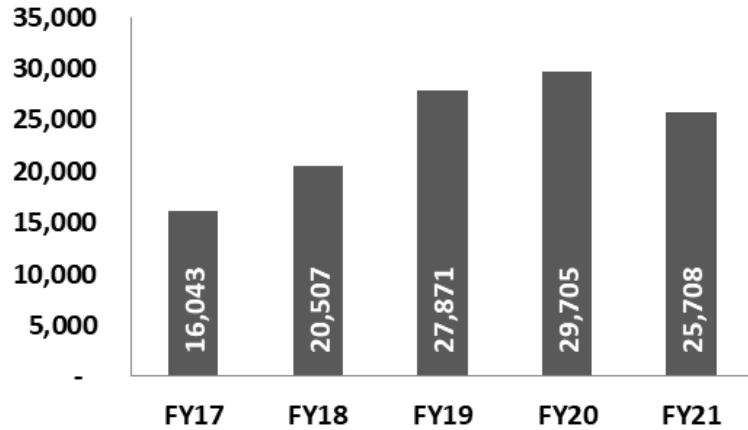
We have made sustained investment in cutting-edge technologies and equipment over years. **Higher asset churn will help reduce our future capex investments, leads to better absorption** of fixed cost thereby enhancing the returns



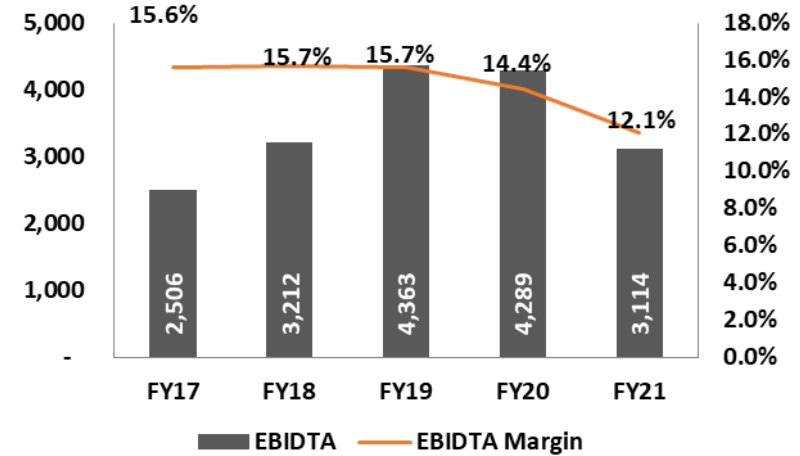
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

KEY FINANCIAL INDICATORS

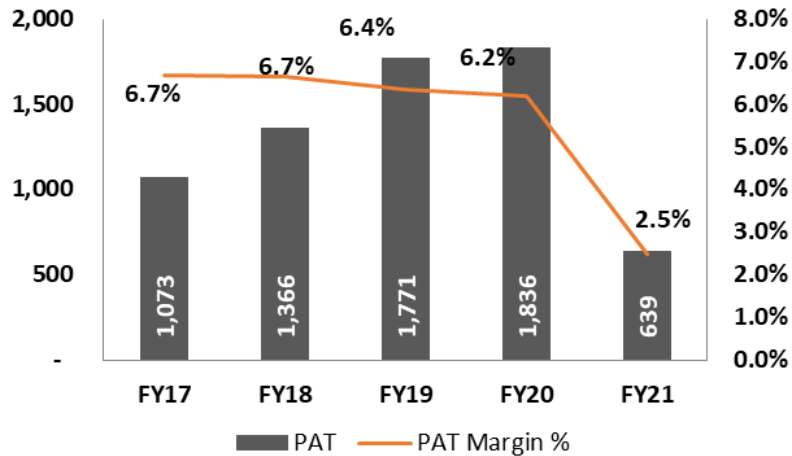
Revenue from Operations ₹ Mn



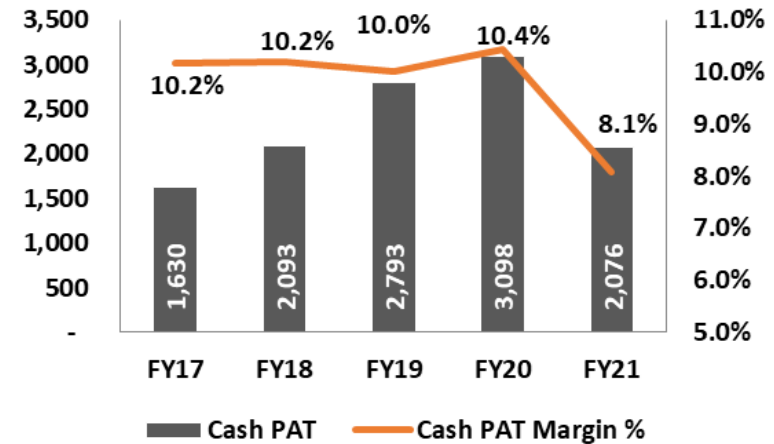
EBIDTA ₹ Mn



PAT ₹ Mn

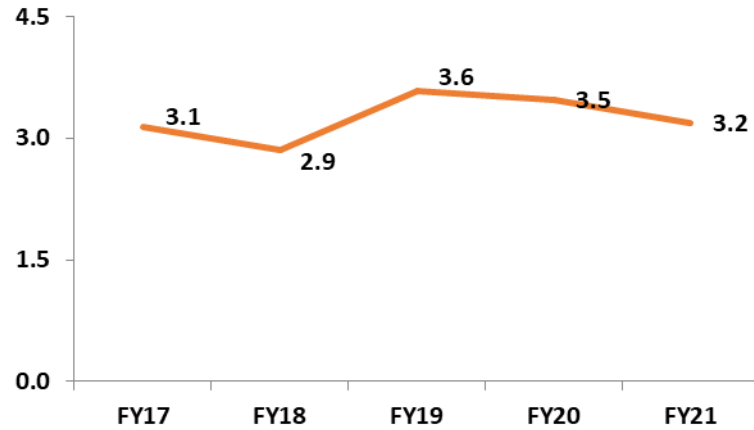


Cash PAT ₹ Mn

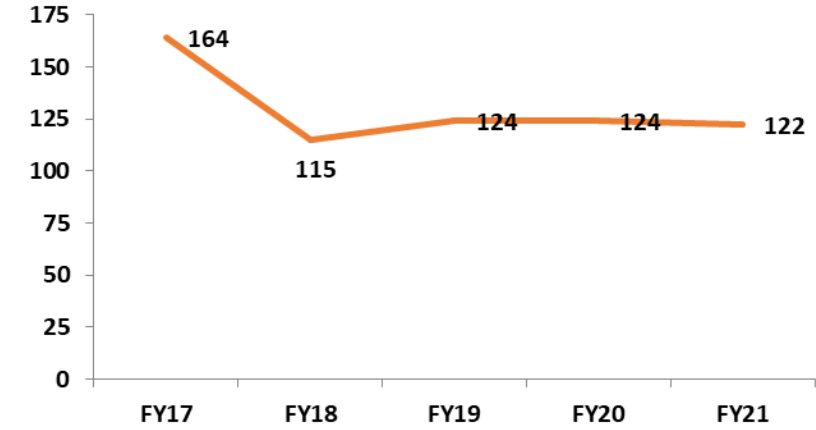


KEY RATIOS

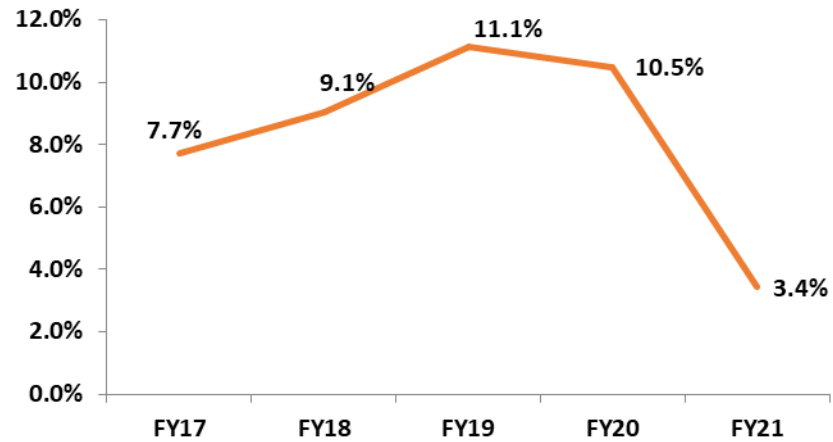
Asset Turnover Ratio



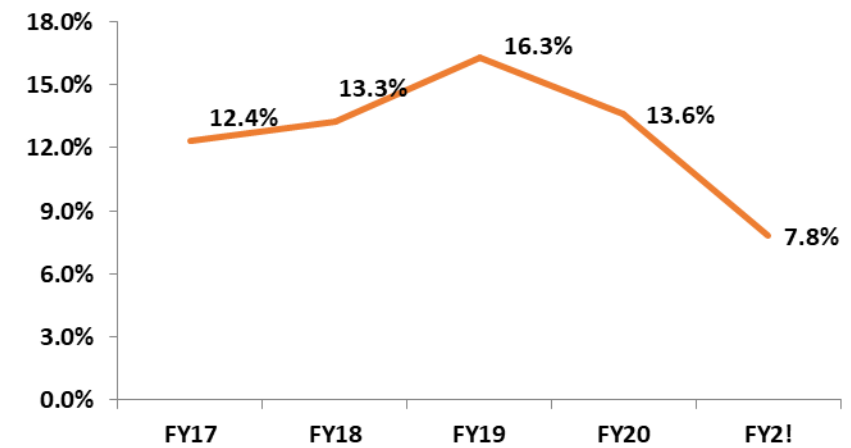
Working Capital Days



ROE



ROCE



PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	FY20	FY21
Revenue from Operations	16,043	20,507	27,871	29,705	25,708
Cost of Material Consumed	9,659	12,087	17,203	18,169	16,121
Employee Expenses	1,267	1,971	2,477	2,987	2,312
Other Expenses	2,611	3,237	3,828	4,260	4,162
EBIDTA	2,506	3,212	4,363	4,289	3,114
EBIDTA Margin	15.6%	15.7%	15.7%	14.4%	12.1%
Other Income	311	285	281	283	253
Depreciation	556	727	1,022	1,263	1,437
EBIT	2,260	2,770	3,622	3,310	1,930
EBIT Margin	14.1%	13.5%	13.0%	11.1%	7.5%
Finance Cost	662	703	939	977	1,044
Profit before Tax	1,598	2,067	2,683	2,333	886
PBT Margin	10.0%	10.1%	9.6%	7.9%	3.4%
Tax	525	701	912	497	247
PAT	1,073	1,366	1,771	1,836	639
PAT Margin %	6.7%	6.7%	6.4%	6.2%	2.5%
Cash PAT	1,630	2,093	2,793	3,098	2,076
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%	8.1%

BALANCE SHEET

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
ASSETS		
Non-Current Assets		
Property, plant and equipment	8,056	8,545
Capital work-in-progress	1,498	987
Financial Assets		
Investments	16	12
Other Financial Assets	2,668	3,003
Other Non Current Assets	609	484
Total - Non-Current Assets	12,847	13,031
Current Assets		
Inventories	2,861	3,126
Financial Assets		
Trade Receivables	6,198	6,448
Cash and Cash Equivalents	457	591
Bank balances other than Cash and Cash equivalents	5,528	4,359
Loans	107	105
Other Financial Assets	430	660
Other Current Assets	8,021	8,475
Total - Current Assets	23,603	23,764
TOTAL - ASSETS	36,450	36,795

Particulars (₹ in Mn)	As at Mar 2021	As at Mar 2020
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	378	378
Other Equity	18,491	17,931
Total - Shareholders' funds	18,869	18,310
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	580	978
Lease Liability	189	192
Provisions	16	9
Deferred Tax Liabilities (Net)	246	274
Total - Non-Current Liabilities	1,032	1,452
Current Liabilities		
Financial Liabilities		
Borrowings	4,070	4,787
Trade Payables	4,578	4,604
Lease Liabilities	172	146
Other Financial Liabilities	3,129	3,655
Other Current Liabilities	4,600	3,841
Total - Current Liabilities	16,550	17,033
TOTAL - EQUITY AND LIABILITIES	36,450	36,795

For further information, please contact



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