

15th February, 2018

To, The General Manager, The Department of Corporate Relations, The Bombay Stock Exchange Limited., 25th Floor, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To, The Secretary, National Stock Exchange of India Ltd. 5th Floor, Exchange Plaza Plot No.C/1, G Block Bandra Kurla Complex, Bandra (East) Mumbai -400 051.
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Dear Sir/Madam.

Sub: – Intimation under Regulation 30 of SEBI (LODR) Regulations, 2015- Presentation on Q3 FY18 Results Reg.,

With reference to above subject, please find enclosed presentation on Q3 FY18 results of the Company. The said presentation is uploaded on website of the company.

Kindly acknowledge the receipt of the same.

Thanking you,

Yours truly,

For GAYATRI PROJECTS LIMITED


(CS I.V.LAKSHMI)
Company Secretary & Compliance officer
Membership No. ACS 17607



Earnings Presentation

Q3 FY18



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Q3FY18 Highlights



Operational Highlights

- Billing commenced for almost all projects won till September 2017
- 3rd Quarter revenues partly impacted due to heavy monsoons in October

Order Book

- Order book of c.INR 127 bn as on 31 December
- Won new orders of over INR 28 bn in last 2 months

Financial Highlights

- Investment worth INR 392 mn sold to institutional investor
- Revenue up 74% at INR 9,039 million
- EBITDA up 70% at INR 1,404 million
- PAT up 249% at INR 466 million

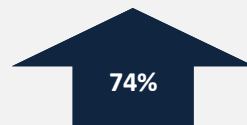
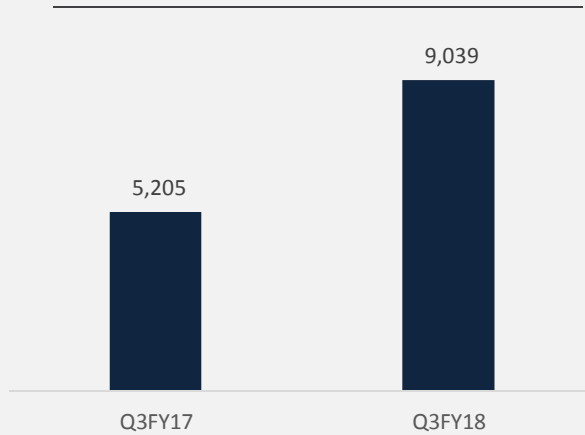
Outlook

- Strong momentum of order inflow – Bid pipeline of INR 75.49 bn+ for next 2 months



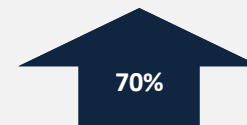
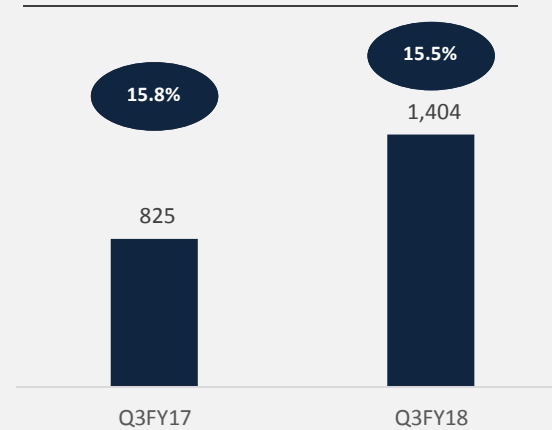
Key Financial Highlights

Revenue (INR Mn)



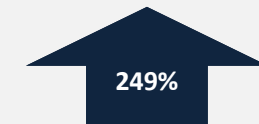
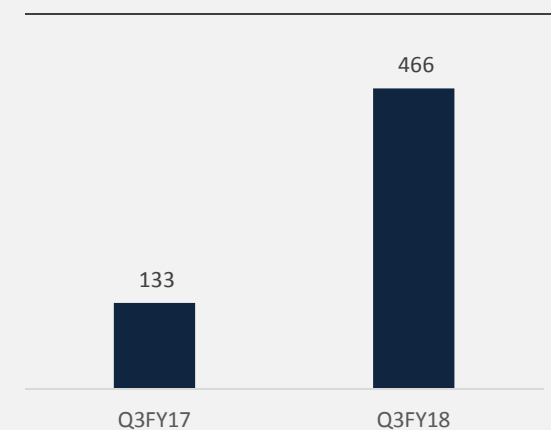
- Revenues higher due to commencement of billing at new projects

EBITDA (INR Mn) and Margins (%)



- Maintaining strong EBITDA margin of over 15%

PAT (INR Mn)



- Q3 PAT lower due to higher interest costs
 - 9M interest cost is on a normalised basis

Results Update – Q3FY18



INR Mn (except as stated)	Q3FY18	Q3FY17	Q2FY18	Y-o-Y %
Revenue	9,039	5,205	4,232	74%
Expense	8,454	4,995	4,161	69%
EBITDA	1,404	825	747	70%
EBITDA Margin	15.5%	15.8%	17.6%	-2%
Interest	691	489	541	41%
Depreciation	129	126	135	2%
Other Income	45	12	9	269%
PBT	629	222	81	184%
Tax	164	80	(156)	105%
OCI	0.40	(8)	1.3	-105%
PAT	466	133	238	249%
EPS	2.6	0.8	1.3	229%



Results Update – 9MFY18

INR Mn (<i>except as stated</i>)	9MFY18	9MFY17	FY17	Y-o-Y %
Revenue	19,791	13,029	21,154	52%
Expense	18,816	12,734	20,365	48%
EBITDA	3,122	1,979	3,234	58%
EBITDA Margin	15.8%	15.2%	15.3%	4%
Interest	1,756	1,352	2,014	30%
Depreciation	391	332	432	18%
Other Income	132	97	306	35%
PBT	1,107	392	1,095	182%
Tax	(47)	(29)	237	61%
OCI	1.21	(27)	1.7	-105%
PAT	1,155	395	706	193%
EPS	6.5	2.4	4.0	174%



New Orders won in last 2 months - INR 28 billion

Project Name	Rehabilitation and Upgradation of Cuttack Angul Section of NH-42
Type	Road EPC (NHAI)
Contract Value	INR 5,830 million

Project Name	Jammu City Ring Road/Bypass
Type	Road EPC (NHAI)
Contract Value	INR 13,390 million

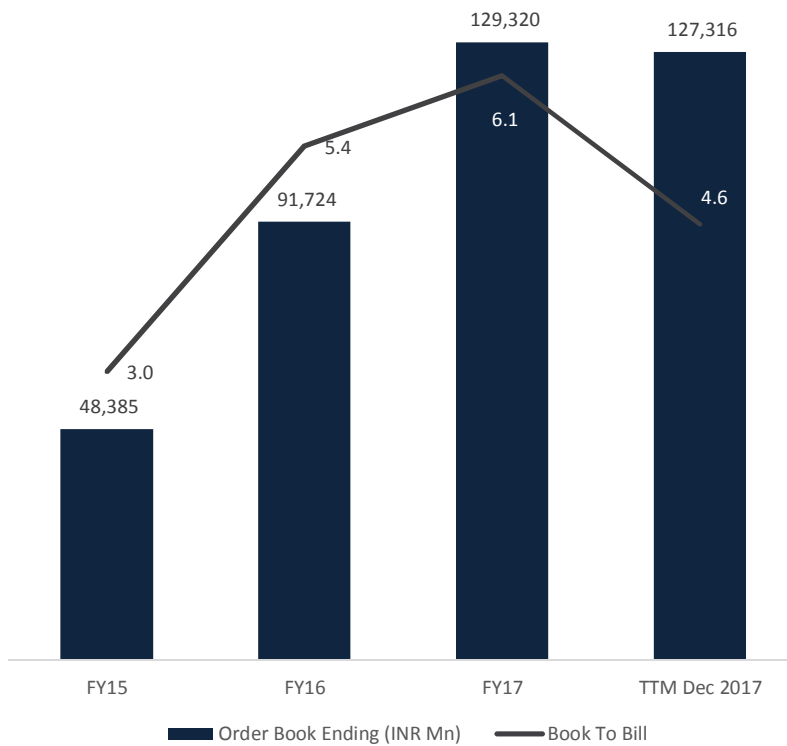
Project Name	Rehabilitation and Upgradation of Cuttack Angul Section of NH-42
Type	Road EPC (NHAI)
Contract Value	INR 5,290 million

Project Name	4-laning of Rajamunda - Barkote Section of NH-23 (New NH No. 143)
Type	Road EPC (NHAI)
Contract Value	INR 3,940 million



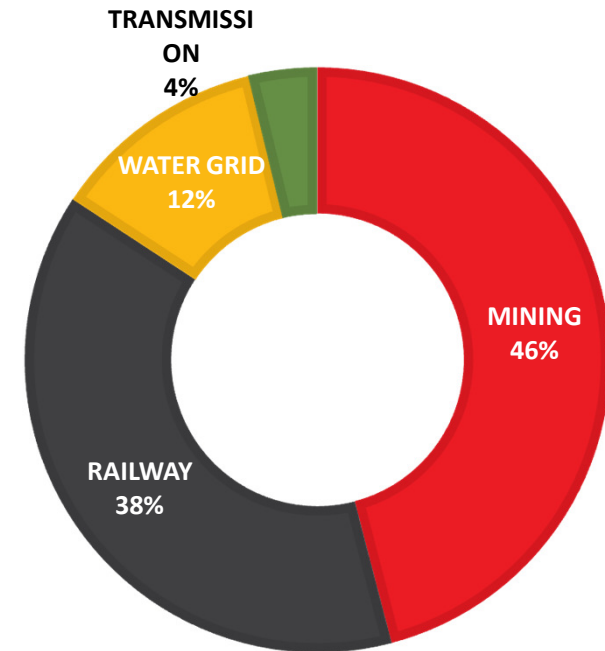
Well Diversified and Growing Order Book

Order Book* and Book to Bill Ratio (x)



*Order book adjusted for cancelled orders

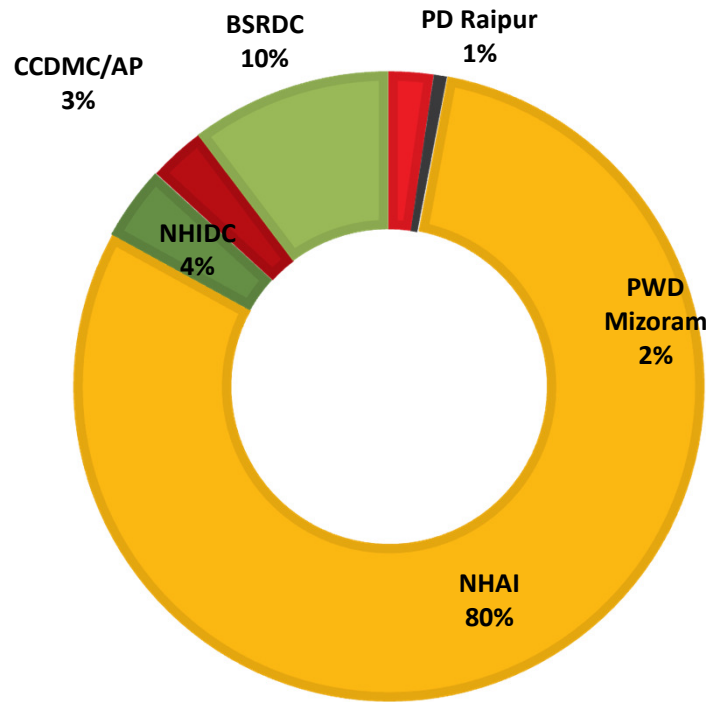
Order Book Break-up



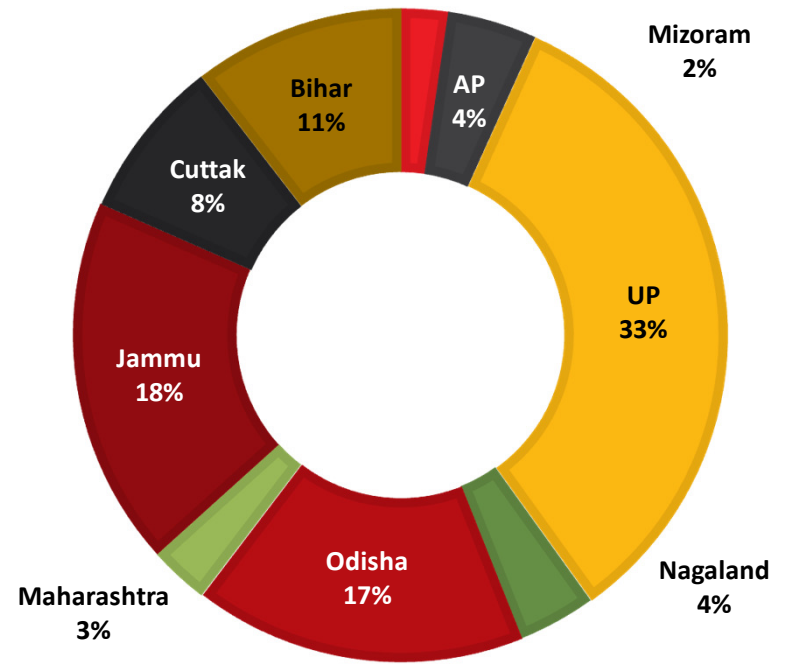


Robust Road EPC Order Book

Client Wise Order Book



State Wise Order Book





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