



# GPT Infraprojects Limited

Regd. Office : GPT Centre, JC-25, Sector-III, Salt Lake, Kolkata – 700 106, India CIN: L20103WB1980PLC032872  
Tel: +91-33-4050-7000 Fax: +91-33-4050-7999 Email: info@gptgroup.co.in Visit us: www.gptinfra.in

GPTINFRA/CS/SE/2021-22

January 31, 2022

The Department of Corporate Services,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001

National Stock Exchange of India Ltd.,  
Exchange Plaza,  
Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051

Dear Sir/Madam,

**Sub. : Investor Presentation Q3FY22**

**Ref.: Scrip Code - 533761, Scrip ID - GPTINFRA**

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of Investor Presentation for dissemination to general public and Investors.

Kindly take the aforesaid information on record and oblige.

Thanking you,

Yours faithfully,

For GPT Infraprojects Limited,

**A B Chakrabartty**  
**(Company Secretary)**  
Membership No.-F-7184

Encl. As above

The background of the slide is an aerial photograph of an industrial or construction site. It shows various structures, roads, and greenery. A large white circle is centered on the slide, containing the main text. To the right of the circle, there is a decorative element consisting of a solid orange circle and a dashed orange line that curves around it.

# **Q3FY22 Investors' Presentation**

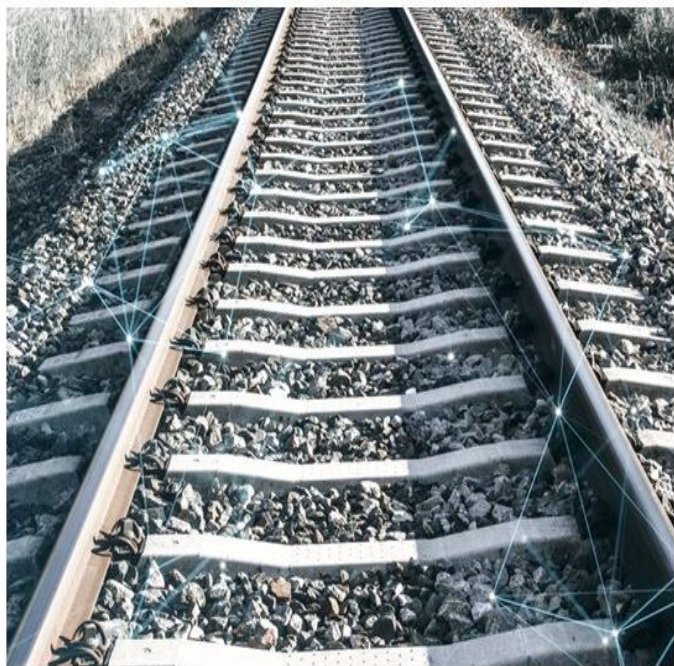
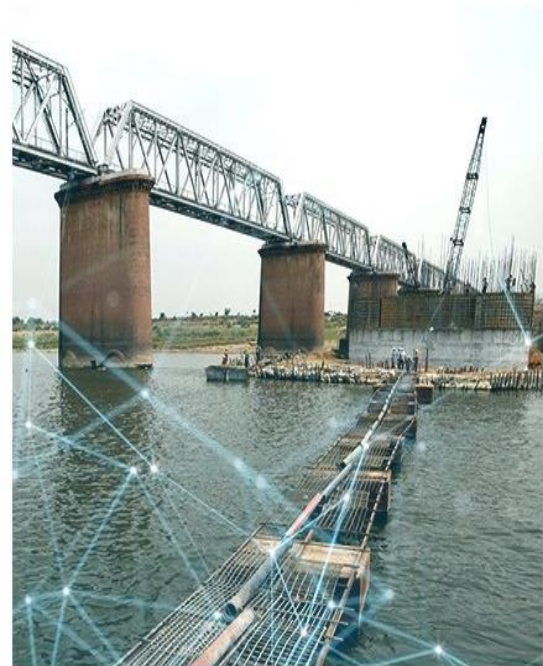
**GPT Infraprojects Limited**

- This presentation and the accompanying slides (the “Presentation”), which have been prepared by GPT Infraprojects Limited (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 contractor 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
- 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 guaranteeing 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





EMPOWERING A GROWING NATION  
WITH **INFRASTRUCTURE**



# AGENDA

1

Key Highlights Form The Quarter

2

About The Company

3

Detailed Financial Statement

4

Details From Order Book

# 1. Key Highlights - 9M FY 22

---

Revenue  
Rs. 405 Cr



9.61%

Profit After Tax  
Rs. 14.82 Cr



31.36%

PAT Margin  
3.63%



62 bps

*9MFY22: Order execution gained further momentum during Q3FY22, thereby improving the performance for 9MFY22. Order intake for 9MFY22 stood at Rs. 400 Cr*

*Outlook: With the momentum maintained in 9MFY22 on account of strong execution and healthy orderbook of Rs.1790 Cr, we look forward to healthy growth this fiscal.*

- *Note: Variance is basis same quarter previous year*

EBITDA  
Rs. 61.44 Cr



3.74%

EBITDA Margin  
15.10%



-7 bps

Order Book  
Rs. 1790 Cr



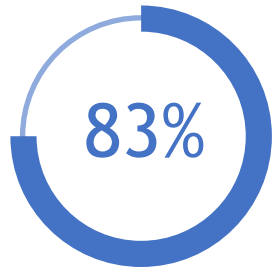
# Business Segment Update - 9MFY22

## Revenue

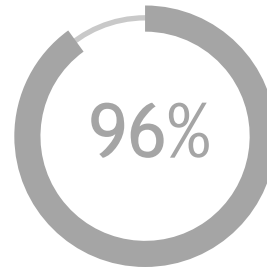
## EBIT

## Order Book

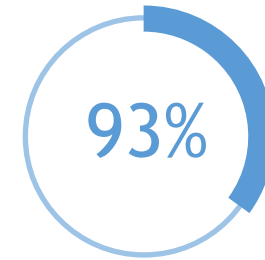
### Infrastructure



₹ 336 Cr  
Revenue growth led by higher execution of large contracts, 12.9% higher than 9MFY21

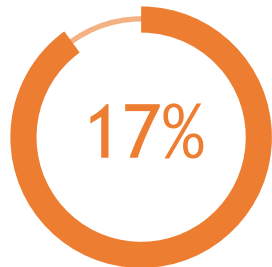


₹ 54 Cr  
Margin expansion of 20% led by higher share of large contracts and overall cost optimization

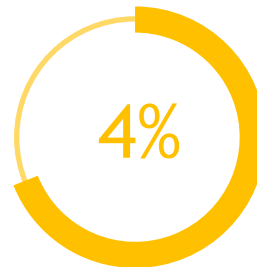


Healthy Order book at ₹ 1,669 Cr; Order intake of ₹ 400 Cr in 9MFY22. Execution in Gazipur, Mathura Jhansi going on well

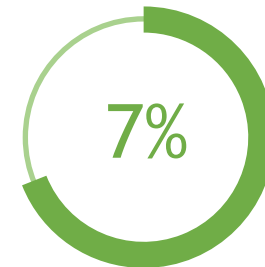
### Concrete Sleepers



₹ 69 Cr  
Our concrete business has dropped by 6% Y-o-Y and has approximately doubled itself from the previous quarter



₹ 2 Cr  
Drop of EBIT witnessed Y-o-Y due to lockdown in South Africa region on account of COVID

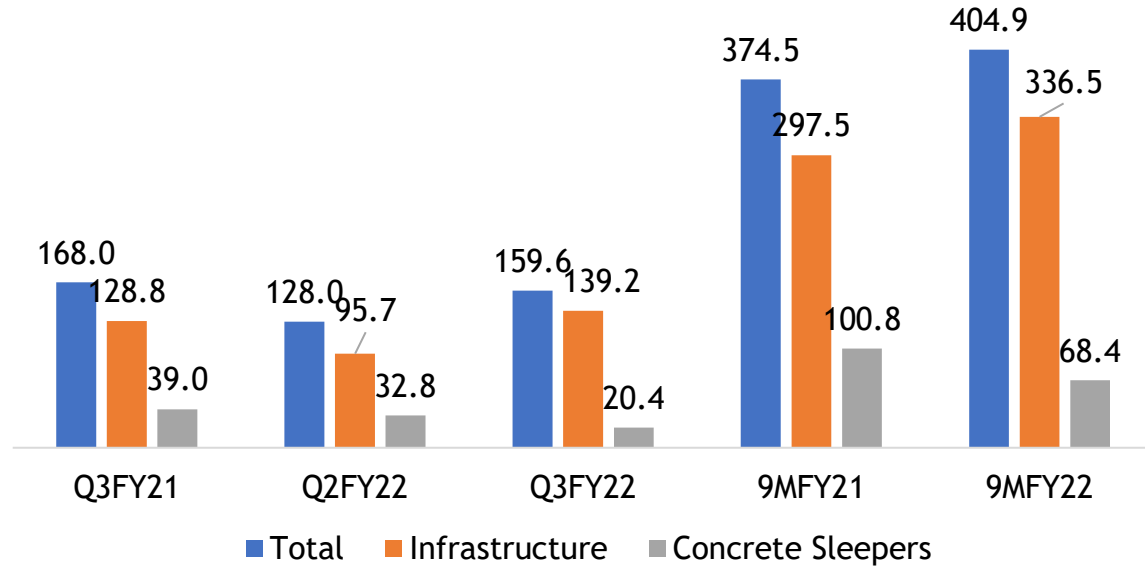


Order book at ₹ 121 Cr. Namibian operations operating at record high utilization; South African operations have started recently

Number shows the percentage of each portfolio

# Business Segment Update

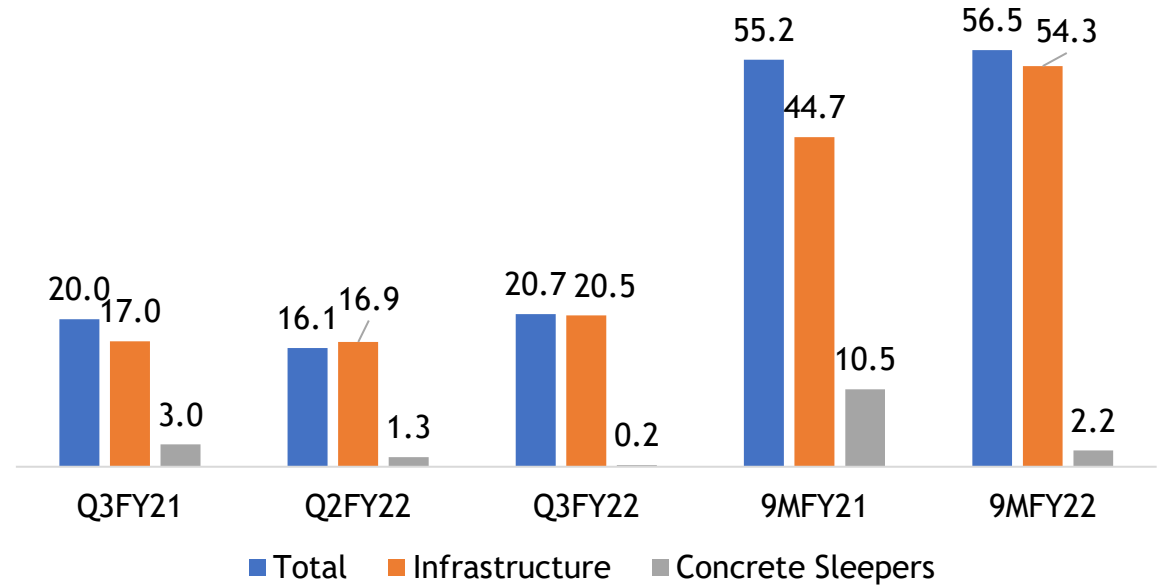
## Revenue



The company has marked a 8% Y-o-Y growth in 9MFY22, with 83% of the revenue being generated from the infrastructure portfolio.

Infrastructure segment witnessed a growth in revenue of 13% in 9MFY22. Concrete business was disrupted due to severe impact of COVID in South Africa

## EBIT



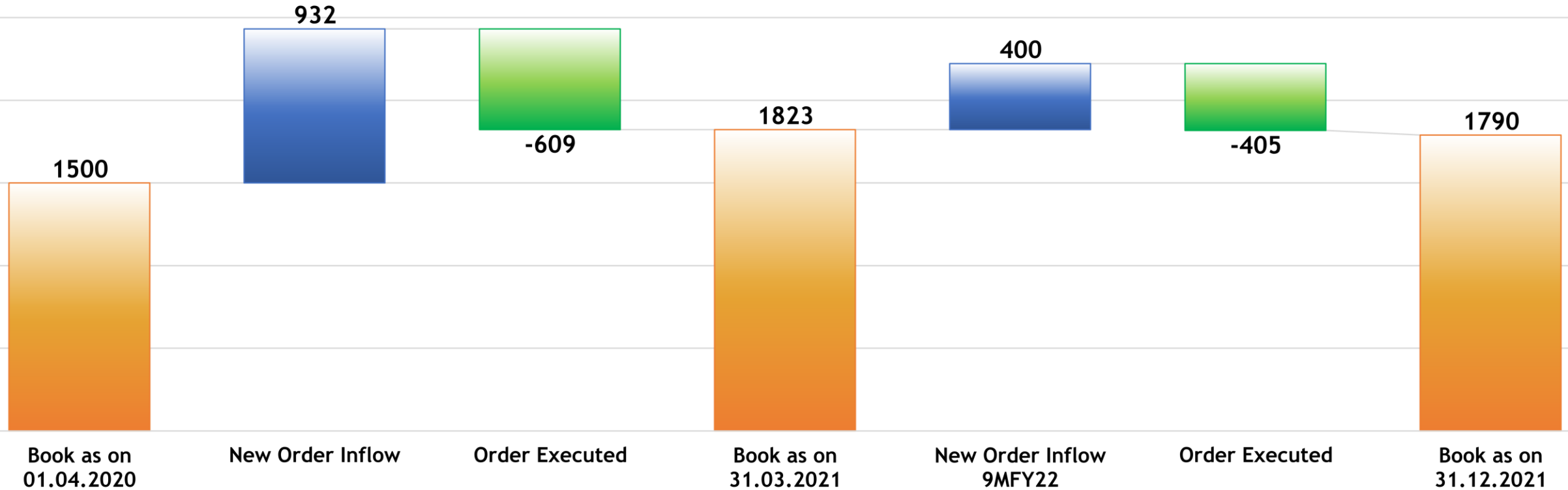
2.4% growth in the overall EBIT in 9MFY22 for the company, with major contribution coming from Infrastructure segment.

The Total EBIT is adjusted for unallocated expenditure net of income

Figures in ₹ Cr



# Robust Order Book - Rs. 1790 Cr as on 31.12.2021

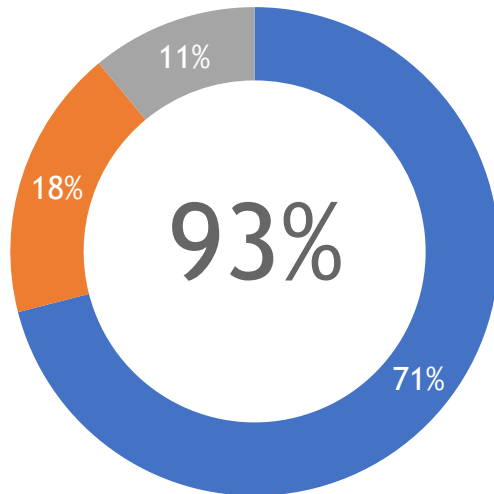


Healthy Order Book of Rs 1790 Cr, forming 3X times FY21 Revenue provides growth visibility.

Detailed Order Book is in annexure

## Infrastructure

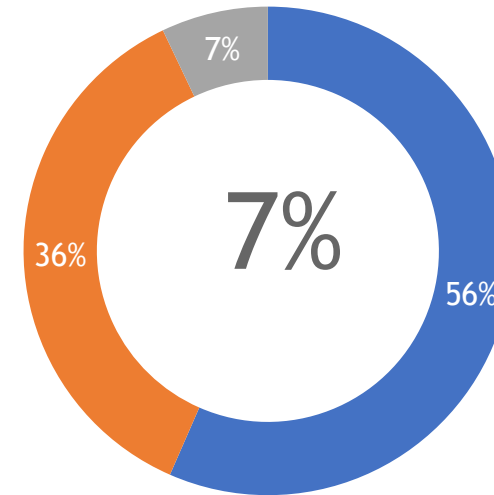
Rs. 1,669 Cr



- Roads, Bridges, Airport and highway
- Steel Bridges
- Industrial

## Concrete Sleepers

Rs. 121 Cr



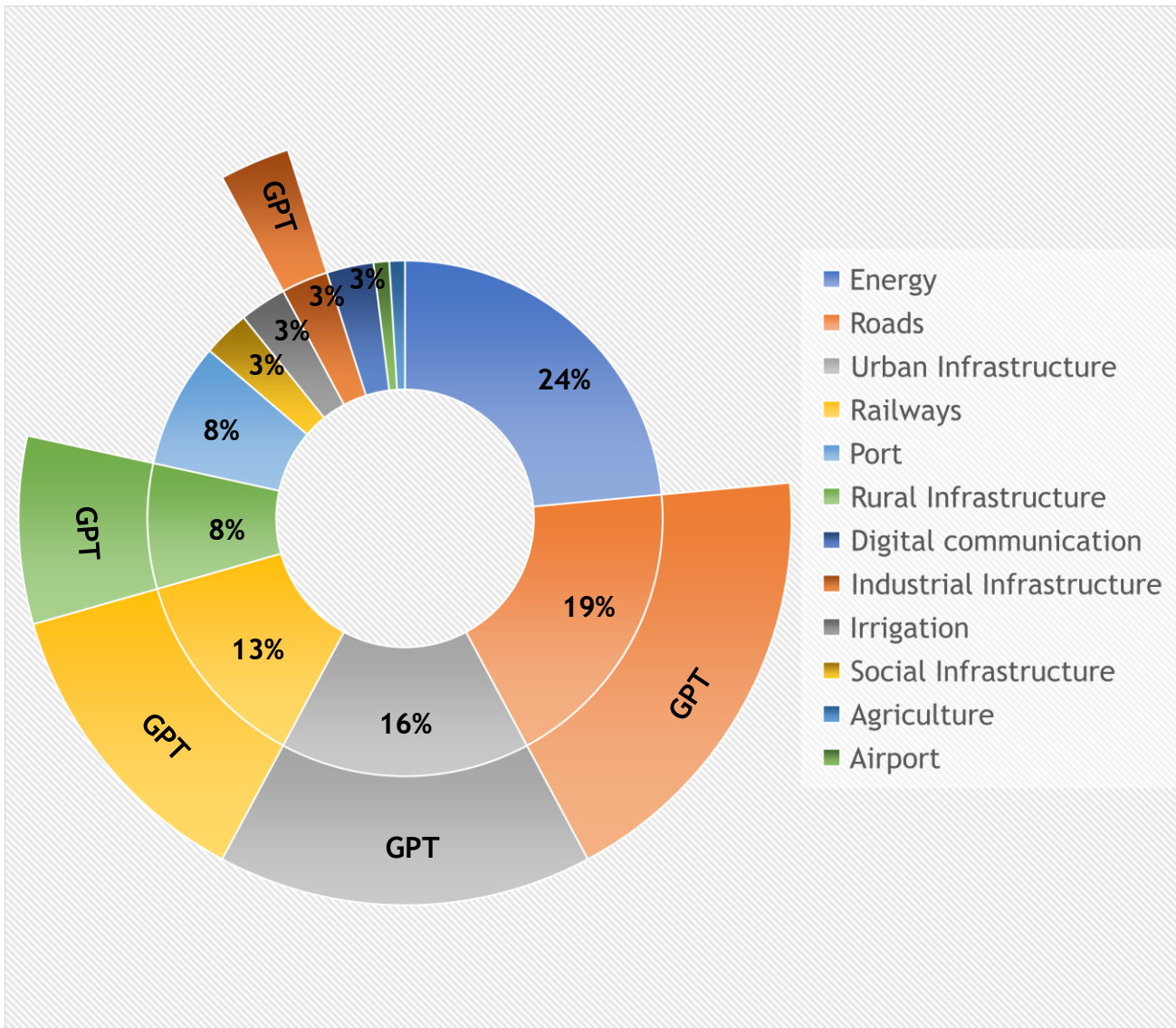
- DFCC
- Indian Railways
- Africa



- Year on Year improvement on leverage and liquidity position
- We have been optimising our working capital and in addition to pairing old outstanding with various customer
- Significant reduction of some old outstanding from various customer are in place
- We have reduced our old receivables by 6 Cr in 9M FY 22. We are expecting to reduce it further this year by another 3 Cr

FY 2022\* is the expected number for this year

# Sectoral Update



The total project capital expenditure in infrastructure sectors in India during the fiscals 2020 to 2025 is projected at ~ Rs 102 lakh crore. The sector-wise annual projected capital expenditure is detailed below. During fiscals 2020 to 2025, sectors such as energy (24%), urban (16%), railways (13%) and roads (19%) accounted for ~70% of the projected infrastructure investments in India

## Global Competitiveness Index

1. India is currently ranked 70 out of 140 countries for infrastructure quality in global competitive index.
2. On road connectivity (rank 72), significant work is being done under the BharatMala and PMGSY schemes which are expected to deliver gains in trunk and rural connectivity.
3. Similarly, on quality of road infrastructure (rank 48) adoption of standards in the coming years will deliver better results.
4. Efficiency of transport services (Rank 59) requires attention. Use of technology proposed under the National Logistics Policy is expected to deliver results.

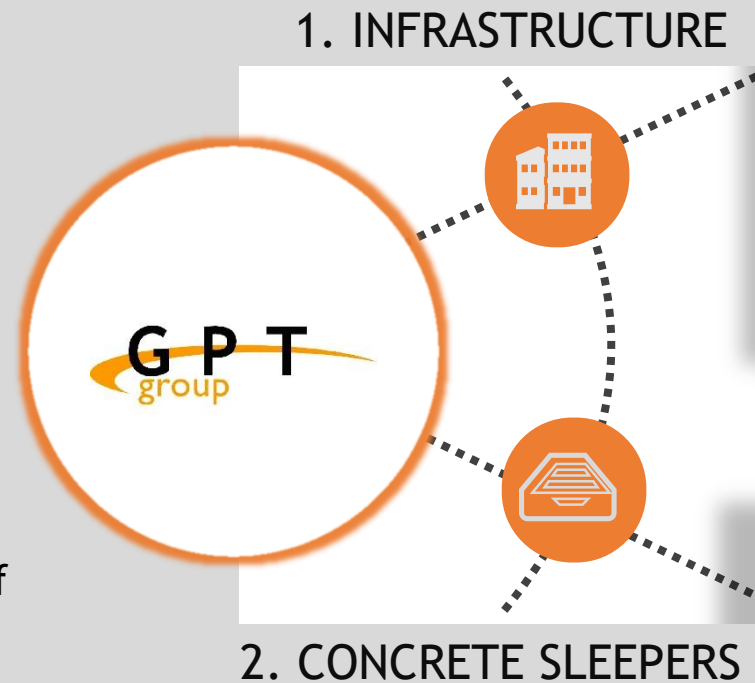
Source: National Infrastructure Pipeline - Report of the Task Force



## 2. About The Company

---

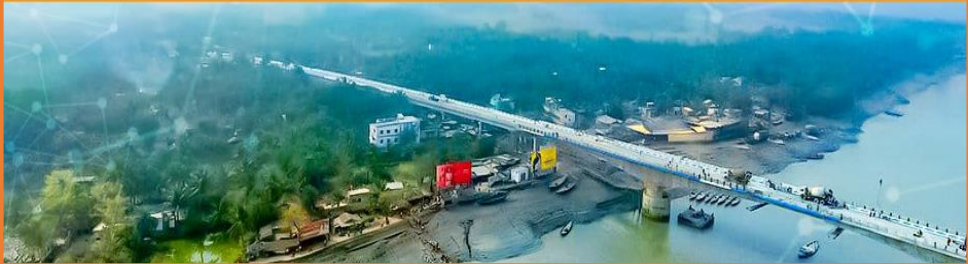
- GPT Infraprojects Limited is a mid-sized infrastructure construction company
- The Company is focused on projects related to railways roads, power and industrial sectors
- The Company's operations are spread across three countries
- The Company works with some of the most prominent government companies



# 1. Infrastructure



## CONNECTION SPANNING RIVERS



Business Commenced in 2004

## Roads, bridges & Highways

Construction of bridges elevated metro structures and concrete pavement for airports

## Steel Bridges

Building of mega bridges with super steel structures across varies terrains

## Railway Tracks

Gauge Conversion of railway tracks including earthwork, blanketing and track lining

## Industrial

Construction of railway sidings, merry-go-round railways, roads, industrial parks, factories, etc



# 2. Concrete Sleepers



Business  
Commenced in 1982



Monoblock and pre-  
stressed concrete  
sleepers manufacturer



One of the first few  
companies in India to  
manufacture concrete  
sleeper



Manufacturing  
capacity of  
~20,00,000 units  
across India & Africa



Also addressing orders  
from Bangladesh,  
Mozambique, Sri Lanka  
any Myanmar





**Dwarika Prasad Tantia**  
*Chairman*

- With an experience of over 45 years, he leads the Company's growth initiatives
- Responsible for the Company's entry into the sleeper business both in India and internationally. He is the Hony. Consul of Ghana in Kolkata



**Shree Gopal Tantia**  
*Managing Director*

- 35 years experience in infrastructure
- Possesses strong project execution capabilities and manages the company's diversified customer relationship



**Atul Tantia**  
*Executive Director & CFO*

- Graduated Magna Cum Laude from Wharton School in Finance and Systems Engineering
- Leads the manufacturing operations, finance and accounts along with managing relationships with banks and financial institutions



**Vaibhav Tantia**  
*Director & COO*

- Graduated Summa Cum Laude from Wharton School in Finance and Civil Engineering
- Leads the EPC segment including management of projects and business development

# Our Independent Board of Directors



**Kashi Prasad Khandelwal**  
*Independent Director*

Is a fellow member and holds certificate of practice with the ICAI. Has wide knowledge on subjects like Union Budget, Accounting, Corporate Laws, Corporate Governance and Income Tax matters.



**Shankar Jyoti Deb**  
*Independent Director*

Holds a Bachelor's degree in Science and Bachelor's degree in Civil Engineering. Has completed a financial management programme from IIM, Calcutta. Has wide experience in designing, engineering and implementation of civil projects



**Mamta Binani**  
*Independent Director*

A fellow member and holds certificate of practice with the ICSI. Was President of ICSI in 2016 and has more than 15 years of experience in Corporate Consultation & Advisory



**Sunil Patwari**  
*Independent Director*

Holds PGDM degree from IIM, Ahmedabad and is an associate member with ICAI. Has wide experience in the area of Business Management, Accounts, Taxation and Finance

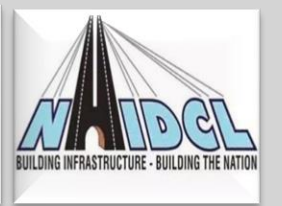
Statutory Auditor: MSKA & Associates (BDO) and SN Khetan & Associates

# Our Clientele

## Railway & PSU



## NHAI, State PWD & Other Departments



## Global Customer Base



## Other Key Customers



## 3. Detailed Financial Statement

---



# Profit & Loss - Standalone

Particulars (Rs Cr)	Q3FY22	Q3FY21	y-o-y %	Q2FY22	q-o-q %	9MFY22	9MFY21	y-o-y %
Revenue	159.6	161.1	-0.9%	128.5	24.2%	404.9	369.4	9.6%
Other income	1.2	2.9	-58.6%	1.7	-29.4%	3.9	5.2	-25.0%
Net Sales	<b>160.8</b>	<b>164.0</b>	<b>-2.0%</b>	<b>130.2</b>	<b>23.5%</b>	<b>408.8</b>	<b>374.6</b>	<b>9.1%</b>
Operating expenses	138.4	141.3	-2.1%	110.4	25.4%	347.4	315.4	10.1%
EBITDA	<b>22.4</b>	<b>22.7</b>	<b>-1.3%</b>	<b>19.8</b>	<b>13.1%</b>	<b>61.4</b>	<b>59.2</b>	<b>3.7%</b>
EBITDA margin	13.9%	13.9%	0.0%	15.4%	-1.5%	15.1%	15.8%	-0.7%
Depreciation	3.6	4.0	-10.0%	3.7	-2.7%	11.1	13.0	-14.6%
Interest	9.5	9.3	2.2%	9.5	0.0%	28.1	30.0	-6.3%
PBT	<b>9.3</b>	<b>9.4</b>	<b>-1.1%</b>	<b>6.6</b>	<b>40.9%</b>	<b>22.3</b>	<b>16.2</b>	<b>37.7%</b>
Tax Expenses	3.1	2.7	14.8%	2.2	40.9%	7.5	4.9	53.1%
PAT	<b>6.2</b>	<b>6.7</b>	<b>-7.5%</b>	<b>4.4</b>	<b>40.9%</b>	<b>14.8</b>	<b>11.3</b>	<b>31.0%</b>
PAT margin	<b>3.9%</b>	<b>4.1%</b>	<b>-0.2%</b>	<b>3.4%</b>	<b>0.5%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>0.6%</b>

Margins are in lines with 9M FY 2021 despite COVID disruptions.  
Company is constantly focusing on reducing cost related to depreciation and financing

# Profit & Loss - Consolidated

Particulars (Rs Cr)	Q3FY22	Q3FY21	y-o-y %	Q2FY22	q-o-q %	9MFY22	9MFY21	y-o-y %
Revenue	159.6	170.6	-6.4%	128.4	24.3%	409.5	397.0	3.1%
Other income	1.3	0.6	116.7%	0.6	116.7%	2.8	4.2	-33.3%
Net Sales	<b>160.9</b>	<b>171.2</b>	<b>-6.0%</b>	<b>129.0</b>	<b>24.7%</b>	<b>412.3</b>	<b>401.1</b>	<b>2.8%</b>
Operating expenses	139.5	144.9	-3.7%	111.9	24.7%	354.2	335.7	5.5%
EBITDA	<b>21.3</b>	<b>22.8</b>	<b>-6.6%</b>	<b>17.1</b>	<b>24.6%</b>	<b>58.2</b>	<b>65.4</b>	<b>-11.0%</b>
EBITDA margin	<b>13.3%</b>	<b>13.4%</b>	<b>-0.1%</b>	<b>13.3%</b>	<b>0.0%</b>	<b>14.1%</b>	<b>16.3%</b>	<b>-2.2%</b>
Depreciation	4.9	5.5	-10.9%	5.1	-3.9%	15.1	17.0	-11.2%
Interest	9.6	9.6	0.0%	9.7	-1.0%	28.5	30.6	-6.9%
PBT	<b>6.8</b>	<b>7.7</b>	<b>-11.7%</b>	<b>2.3</b>	<b>195.7%</b>	<b>14.5</b>	<b>17.8</b>	<b>-18.5%</b>
Tax Expenses	2.3	2.9	-20.7%	1.2	91.7%	5.3	5.7	-7.0%
PAT	<b>4.4</b>	<b>4.8</b>	<b>-8.3%</b>	<b>1.1</b>	<b>300.0%</b>	<b>9.1</b>	<b>12.1</b>	<b>-24.8%</b>
PAT margin	<b>2.8%</b>	<b>2.8%</b>	<b>-0.0%</b>	<b>0.8%</b>	<b>2.0%</b>	<b>2.2%</b>	<b>3.0%</b>	<b>-0.8%</b>
Share of Associate Profit & Minorities Interest	1.5	0.1	1400.0%	2.0	-25.0%	4.4	-0.3	-1566.7%
PAT after Minorities	<b>5.9</b>	<b>4.9</b>	<b>20.4%</b>	<b>3.1</b>	<b>90.3%</b>	<b>13.5</b>	<b>11.8</b>	<b>14.4%</b>

South Africa business has witnessed lockdown due to COVID variants, which has resulted in drop in margins.

## 4. Details From Order Book

---

# Details of Order Book

## Key Projects Bagged during 9MFY22

Scope of Work	Segment	City/State	Value (Rs Cr)
Construction of Cable Stayed Road over Bridge (ROB) at Byculla Station	Infra	Maharashtra	187.8



Total order inflow as on December 2021 - Rs. 400 crores

## Key Projects Under Execution in the Current Fiscal

Scope of Work	Client	Value (Rs Cr)
<b>Infrastructure</b>		
Rail-cum-Road bridge in Ghazipur	RVNL	216.8
Steel Structures at Mathura-Jhansi 3 <sup>rd</sup> Line	RVNL	180.2
Construction of ROB and its approaches	PWD	152.4
Rehabilitation of 2 <sup>nd</sup> Hooghly Bridge	HRBC	161.2
<b>Concrete Sleeper</b>		
Sleeper for Eastern DFC Project	GMR	98.1
Supply of Concrete Sleepers	Transnet (SA)	124.1

# Details of Order Book

## Key Projects Bagged during FY21 Additional Order Inflow in 9MFY22 - Rs. 400 Cr

Scope of Work	Segment	City/State	Value (Rs Cr)
Construction of Important bridge No. 1367/2 on Yamuna river	Infra	Jhansi, Uttar Pradesh	245.0
Widening of 2-lane with hard shoulder on NH 102B (two orders - section wise)	Infra	Manipur	172.3
Construction of Metro Railway Viaduct	Infra	Kolkata, West Bengal	160.2
Repair and Rehabilitation of 2nd Hooghly Bridge	Infra	Kolkata, West Bengal	161.2
Construction of Superstructure of bridges over River	Infra	Guwahati, Assam	49.3
Supply, fabrication, assembling & erection of new Bridge on Yamuna river	Infra	Agra, Uttar Pradesh	15.4

## Key Projects Under Execution in the Current Fiscal

Scope of Work	Client	Value (Rs Cr)
<b>Infrastructure</b>		
Rail-cum-Road bridge in Ghazipur	RVNL	216.8
Steel Structures at Mathura-Jhansi 3 <sup>rd</sup> Line	RVNL	180.2
Construction of ROB and its approaches	PWD	152.4
Rehabilitation of 2 <sup>nd</sup> Hooghly Bridge	HRBC	161.2
<b>Concrete Sleeper</b>		
Sleeper for Eastern DFC Project	GMR	98.1
Supply of Concrete Sleepers	Transnet (SA)	124.1





**Kalpi Project**  
Constructing railway bridge



**Dhaulpur Project**  
Executed Caissons for Double - D well foundation in a perennial river Condition





Superintending Engineer,  
National Highway Construction  
of ROB at Topsi - Pandeswar



Rail Vikas Nigam Limited - Construction of Roadbed,  
Viaduct, Major & Minor Bridges, RUBs, Track Linking &  
General Electrical Works at both approaches of Rail  
cum Road Bridge at Ghazipur



Rail Vikas Nigam Limited -  
Construction of Metro Railway  
Viaduct including Mominpur  
Station and Majerhat Station  
and Ramp at Joka depot end in  
connection with Joka-Esplanade  
Metro Railway Project in  
Kolkata, West Bengal





**GPT Infraprojects Limited (BSE / NSE CODE: 533761 / GPTINFRA)**

**👤 Atul Tantia**  
**✉ atul@gptgroup.co.in**

**👤 Pooja Agarwal**  
**✉ pooja.a@gptgroup.co.in**

**Stellar IR Advisors Pvt. Ltd. (Investor Relations)**

**👤 Gaurang Vasani**  
**✉ vgaurang@stellar-ir.com**

**👤 Pooja Sharma**  
**✉ pooja.sharma@stellar-ir.com**

**GPT Infraprojects Limited**

**CIN: L20103WB1980PLC032872**

**📍 GPT Centre, JC-25, Sector-III, Salt Lake, Kolkata-700106, West Bengal**

**☎ +91 33 4050 7000**

**🌐 www.gptinfra.in**

