

November 09, 2021

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Scrip Code- 541019

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (East),
Mumbai- 400 051

Scrip Symbol- HGINFRA

Dear Sirs,

Sub: Investor Presentation Q2 & H1FY22

Please find enclosed a copy of Investor Presentation on the unaudited financial results of the Company for the quarter and half year ended September 30, 2021.

The above information is also being uploaded on the Company's website at www.hginfra.com

This is for your information and records.

Thanking you,

Yours faithfully,

For H.G. Infra Engineering Limited

9/11/21
Ankita Mehra

Ankita Mehra
Company Secretary & Compliance Officer
M.No-A33288



Encl: as above

H. G. INFRA ENGINEERING LTD.



H.G. Infra Engineering Ltd.

**Strong performance,
Stronger outlook**

**Investor Presentation
Q2 & H1FY22**

Agenda



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Q2 & H1FY22 Financial Highlights

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Q2 & H1FY22 Operational & Project Highlights

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Stronger outlook strengthened by opportunities

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Historical Financial Highlights

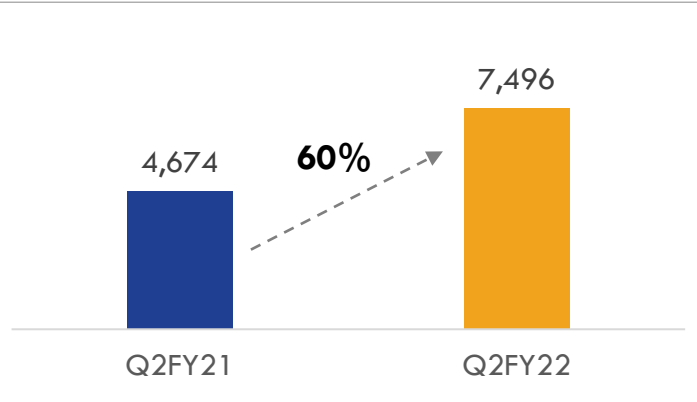
Q2 & H1FY22 Financial Highlights



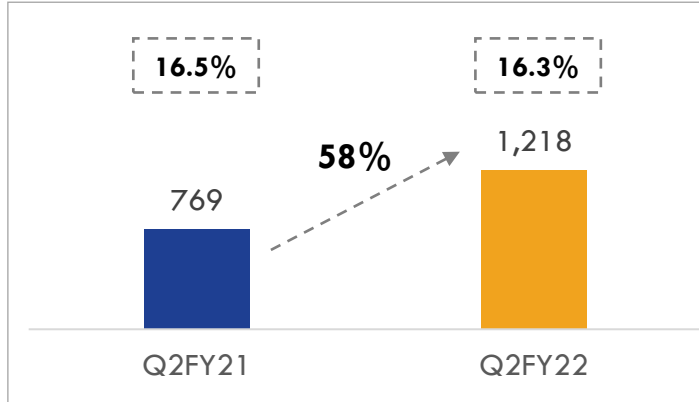
Q2 & H1FY22 standalone financial highlights

Quarter Highlights

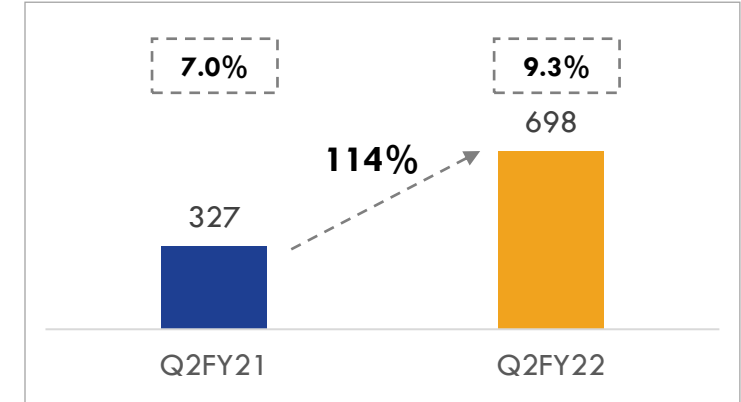
Revenue (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)

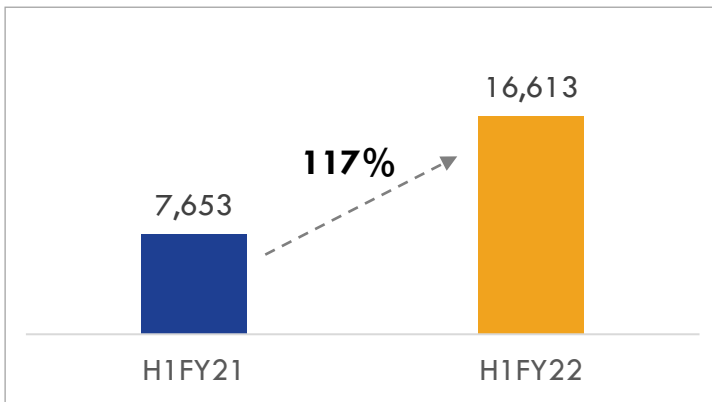


PAT (Rs Mn) & PAT Margin (%)

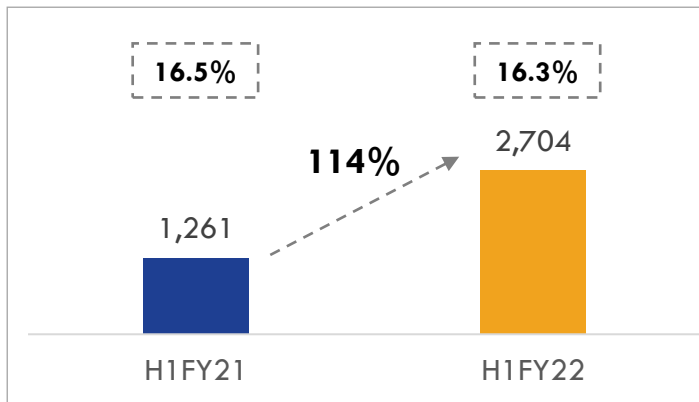


Half Year Highlights

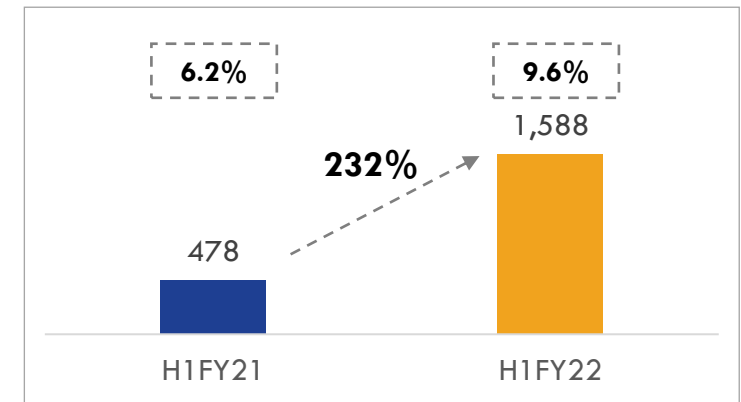
Revenue (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



PAT (Rs Mn) & PAT Margin (%)



Standalone profit & loss statement



Rs Mn	Q2FY22	Q2FY21	YoY	H1FY22	H1FY21	YoY
Revenue from operations	7,496	4,674	60.4%	16,613	7,653	117.1%
Cost of material consumed	3,896	2,446		8,463	3,853	
Contract and site expenses	1,984	1,150		4,653	1,965	
Employee expenses	311	259		621	482	
Other expenses	87	50		172	92	
Total Operating expenses	6,278	3,905		13,909	6,392	
EBITDA	1,218	769	58.3%	2,704	1,261	114.5%
EBITDA margin	16.3%	16.5%		16.3%	16.5%	
Finance Cost	125	138		244	259	
Depreciation	213	208		416	404	
Other Income	51	16		85	43	
PBT	932	439	112.1%	2,129	641	232.3%
PBT margin	12.4%	9.4%		12.8%	8.4%	
Tax Expenses (Credits)	234	112		541	163	
PAT	698	327	113.8%	1588	478	232.5%
PAT margin	9.3%	7.0%		9.6%	6.2%	
Other comprehensive income	-1	1		-2	3	
Total comprehensive income	697	328		1586	481	

Standalone balance sheet



Rs Mn	Sep'21	Mar'21
Share Capital	652	652
Reserves	11,204	9,670
Shareholders' Funds	11,856	10,322
Secured Loans	768	945
Other liabilities	242	864
Total Non-Current Liabilities	1,010	1,809
Trade Payables	3,630	4,146
Other Current Liabilities	60	131
Current Tax Liabilities	139	74
Other Financial Liabilities	213	144
Contract Liabilities	2,176	3,236
Short Term Borrowings*	1,970	1,945
Total Current Liabilities	8,188	9,676
Total Liabilities	21,054	21,807

Rs Mn	Sep'21	Mar'21
Fixed Assets incl. CWIP	4,804	4,813
Other Financial Assets	2,923	2,771
Other Non Current Assets	149	181
Total Non-Current Assets	7,876	7,765
Inventories	1,648	1,680
Sundry Debtors	6,290	6,534
Cash and Bank	1,147	2,584
Other Financial Assets	183	91
Contract Assets	2,951	2,654
Other Current Assets	959	499
Total Current Assets	13,178	14,042
Total Assets	21,054	21,807

*Includes payables under MSME Trade receivables discounting system (TReDS)- Rs. 451.82 Mn for Sep'21 (Rs 754.11 Mn in Mar'21)

Consolidated profit & loss statement



Rs Mn	Q2FY22	Q2FY21	YoY	H1FY22	H1FY21	YoY
Revenue from operations	7,816	4,833	61.7%	17,230	7,952	116.7%
Cost of material consumed	3,896	2,446		8,463	3,853	
Contract and site expenses	1,990	1,152		4,663	1,973	
Employee expenses	316	262		630	488	
Other expenses	103	66		203	121	
Total Operating expenses	6,305	3,926		13,959	6,435	
EBITDA	1,511	907	66.7%	3,271	1,517	115.6%
EBITDA margin	19.3%	18.8%		19.0%	19.1%	
Finance Cost	278	207		536	388	
Depreciation	213	208		416	403	
Other Income	50	15		83	41	
PBT	1,070	507	111.2%	2,402	767	213.3%
PBT margin	13.7%	10.5%		13.9%	9.6%	
Tax Expenses (Credits)	325	129		647	189	
PAT	745	378	96.9%	1,755	578	203.8%
PAT margin	9.5%	7.8%		10.2%	7.3%	
Other comprehensive income	-1	2		-2	3	
Total comprehensive income	744	380		1,753	581	

Consolidated balance sheet



Rs Mn	Sep'21	Mar'21
Share Capital	652	652
Reserves	11,675	9,974
Shareholders' Funds	12,327	10,626
Secured Loans	6,854	5,570
Other liabilities	370	899
Total Non-Current Liabilities	7,224	6,469
Trade Payables	3,639	4,146
Other Current Liabilities	83	132
Current Tax Liabilities	139	74
Other Financial Liabilities	264	336
Contract Liabilities	1,747	2,959
Short Term Borrowings*	2320	2095
Total Current Liabilities	8,192	9,742
Total Liabilities	27,743	26,837

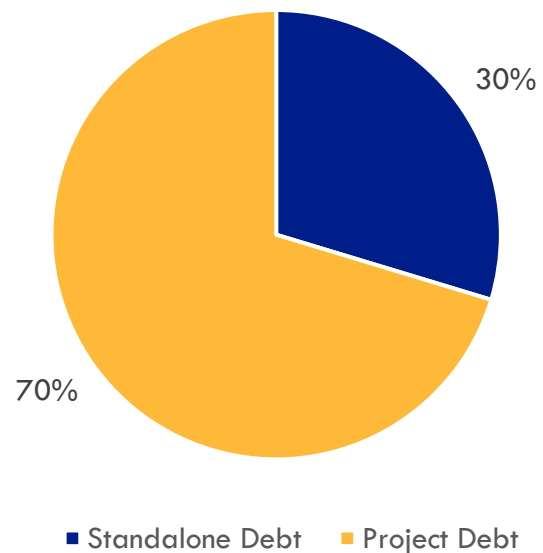
Rs Mn	Sep'21	Mar'21
Fixed Assets incl. CWIP	4,810	4,818
Other Financial Assets	6,802	4,241
Other Non Current Assets	297	311
Total Non-Current Assets	11,909	9,370
Inventories	1,648	1,680
Sundry Debtors	5,391	5,817
Cash and Bank	1,189	2,626
Other Financial Assets	2,452	3,326
Contract Assets	3,194	2,654
Other Current Assets	1,960	1,364
Total Current Assets	15,834	17,467
Total Assets	27,743	26,837

*Includes payables under MSME Trade receivables discounting system (TReDS)- Rs. 451.82 Mn for Sep'21 (Rs 754.11 Mn in Mar'21)

Debt breakup

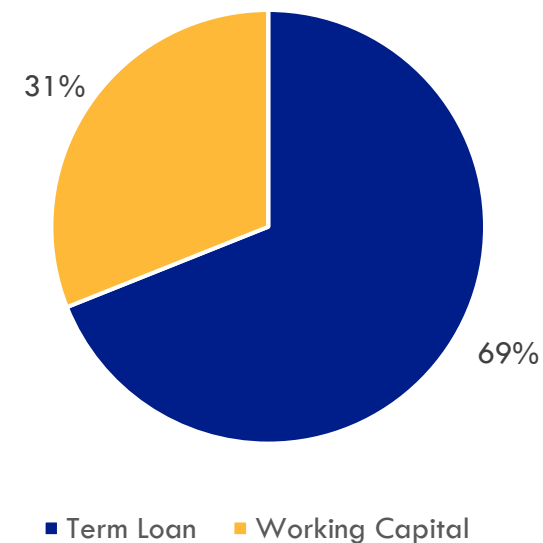


Consolidated Debt Breakup



Rs Mn	Sep-21
Standalone debt	2,738
Project debt	6,488
Total consolidated debt	9,226
Consolidated Cash & Bank	1,189

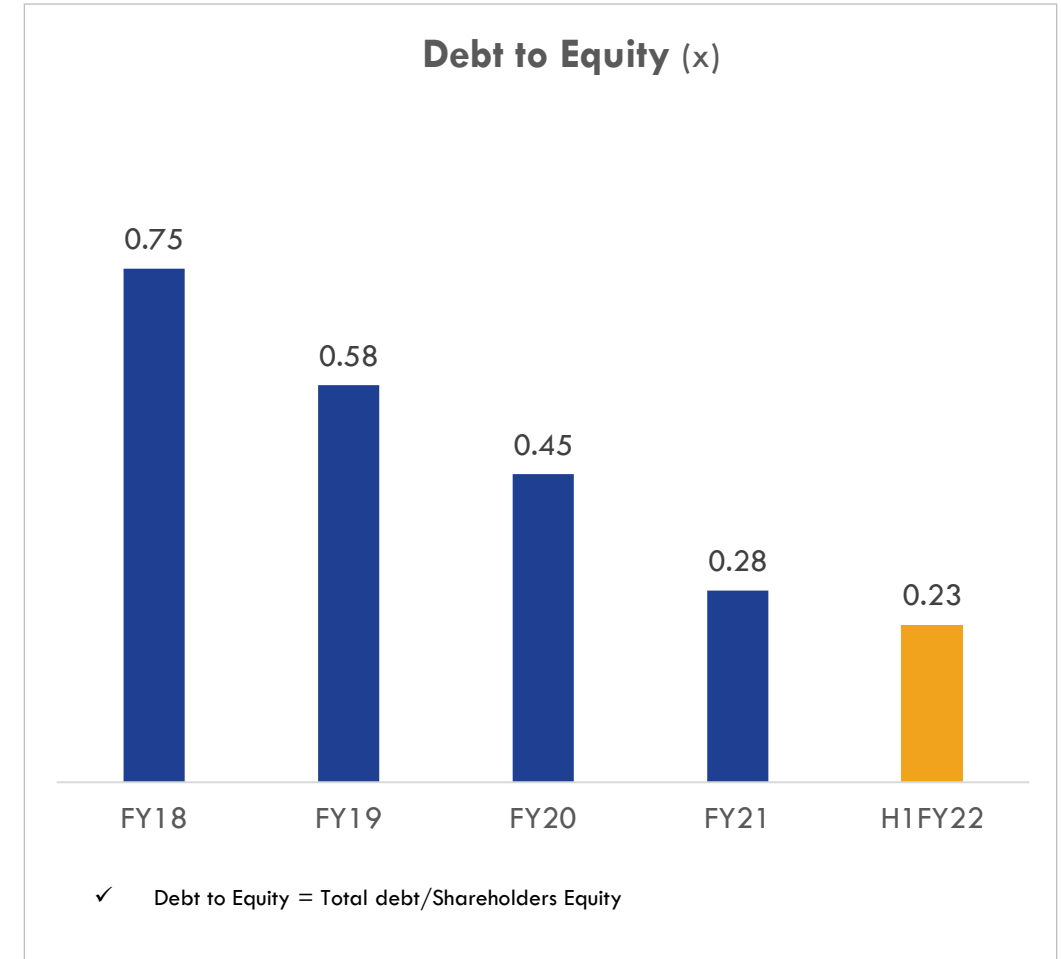
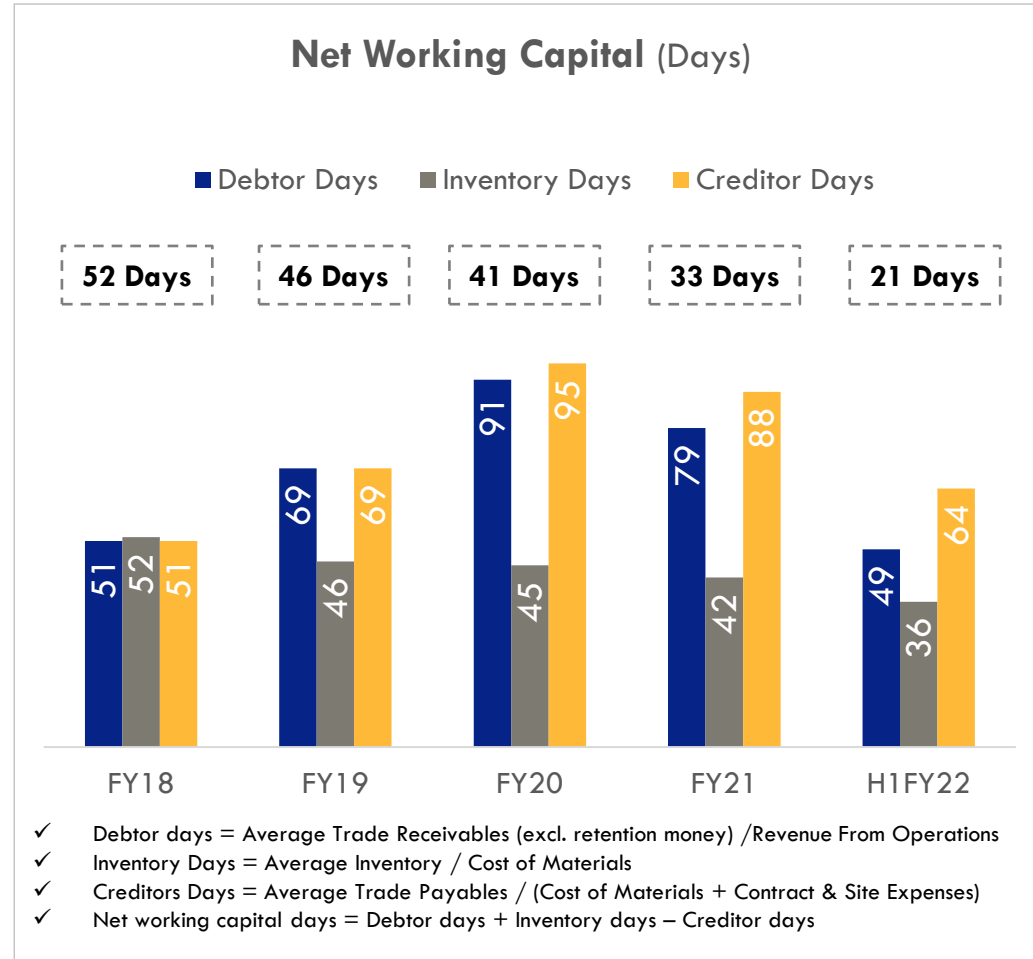
Standalone Debt Breakup



Rs Mn	Sep-21
Term loan + current maturities*	1,888
Working capital	850
Total standalone debt	2,738
Standalone Cash & Bank	1,147

*Includes payables under MSME Trade receivables discounting system (TReDS) - Rs 451.82 Mn for Sep'21

Boosting financial robustness through healthy balance sheet



Standalone financials

Q2 & H1FY22 Operational & Project Highlights



Recent developments

Projects Awarded

- **Awarded PWD project in the State of Rajasthan in the month of Sept'21**
 - Development and maintenance of sections of SH26A, SH7E and SH115 of Beawar Masuda through PPP
Bid Project Cost – Rs 4,481 Mn
- **Awarded 2 HAM projects in the State of Odisha in the month of Oct'21**
 - Development of 6 Lane Kaliagura- Baunsagar section of NH-130-CD under Raipur-Visakhapatnam Eco Corridor (Package -OD-5)
Bid Project Cost – Rs 14,921 Mn
 - Development of 6 Lane Baunsagar- Baraja section of NH-130-CD under Raipur-Visakhapatnam Eco Corridor (Package -OD-6)
Bid Project Cost – Rs 11,231 Mn

Projects Completed

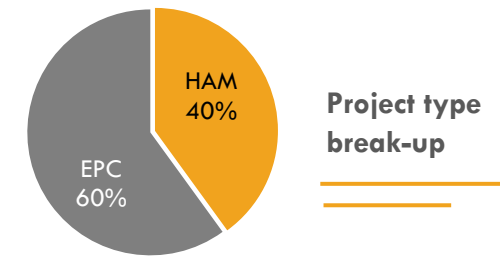
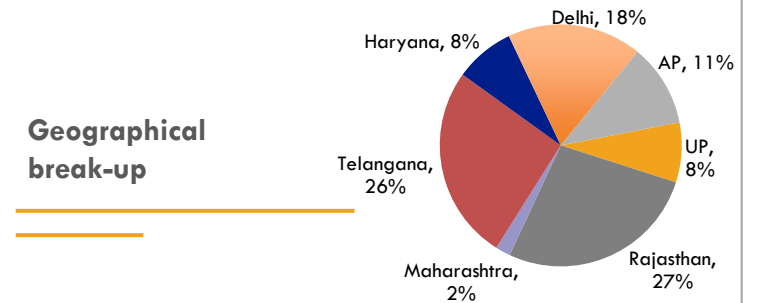
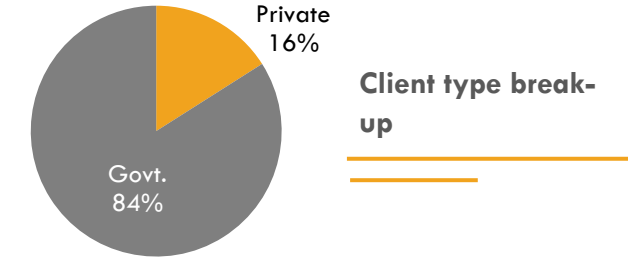
- **Received completion/provisional completion certificate**
 - Banar - Bhopalgarh - Kuchera (EPC)
Completion effective from 12th April 2021
 - Morshi - Chandur - Bazar Achalpur (EPC)
Completion effective from 22nd October 2021

Total Order Inflow FY22 to date - Rs 38,455 Mn

Robust and well diversified order book

Project	Awarding Authority	Project Status	Completion Progress as on 30 th Sept'21	Unexecuted Value (Rs Mn)
Karala-Kanjhawala UER	NHAI	Under Execution	~1%	12,417
Delhi Vadodara Pkg-9	NHAI	Under Execution	32%	7,972
Mancherial - Repallewa	Adani	Under Execution	35%	6,105
Delhi Vadodara Pkg-8	NHAI	Under Execution	42%	4,779
Hapur Morradabad	IRB - MRM	Under Execution	51%	4,272
Rewari Bypass Pkg-4	NHAI	Under Execution	25%	2,657
MoRTH Projects (MH)	MoRTH	Under Execution	90%	1,632
Rewari Ateli Mandi	NHAI	Under Execution	80%	1,303
Narnual Bypass	NHAI	Under Execution	85%	1,158
Delhi Vadodara Pkg-4	NHAI	Under Execution	88%	1,109
Rajasthan Project (World Bank funded)	PWD	Under Execution	85%	889
Gurgaon-Sohna (Rajiv chowk)	NHAI	Under Execution	91%	343
Beawar Masuda	PWD	Newly Awarded	A.D Awaited	3,809
Raipur-Visakhapatnam AP-1	NHAI	Newly Awarded	A.D Awaited	7,672
Khammam-Devarapalle Pkg-1	NHAI	Newly Awarded	A.D Awaited	5,881
Khammam-Devarapalle Pkg-2	NHAI	Newly Awarded	A.D Awaited	4,857
Others		Under Execution		1,576
Total				68,431 (30th Sept'21)
Raipur-Visakhapatnam OD-5	NHAI	Newly Awarded – Oct '21	A.D Awaited	12,683
Raipur-Visakhapatnam OD-6	NHAI	Newly Awarded – Oct '21	A.D Awaited	9,546
Grand Total				90,660 (as on date)

* A.D – Appointed Date



An expanding portfolio of HAM projects

Project	Awarding authority	State	Kms Lanes	BPC (Rs. Mn)	Grant Amount (Rs. Mn)	Total Debt (Rs. Mn)	Invested Equity (Rs. Mn)	Debt as on 30 th Sep '21 (Rs. Mn)	Physical Progress on 30 th Sep '21 (%)
Gurgaon-Sohna (Rajiv chowk)	NHAI	Haryana	12.7	6,060	2,424	2,879	656	2,110	91%
Rewari Ateli Mandi	NHAI	Haryana	30.4	5,800	2,320	2,270	571	1,458	80%
Narnaul Bypass	NHAI	Haryana	40.8	9,521	3,808	4,060	1,116	2,620	85%
Rewari Bypass Pkg-4	NHAI	Haryana	14.4	5,220	2,088	2,200	414	300	25%
Khammam Devarapalle Pkg-1	NHAI	Telangana	33.6	7,721	3,088	~3,100	-	-	-
Khammam Devarapalle Pkg-2	NHAI	Telangana	29.5	6,371	2,548	~2,560	-	-	-
Raipur Visakhapatnam AP-1	NHAI	Andhra Pradesh	31.8	10,601	4,240	~4,520	~1.5	-	-
Raipur Visakhapatnam OD-5*	NHAI	Odisha	44.0	14,921	5,968	~7,350	-	-	-
Raipur Visakhapatnam OD-6*	NHAI	Odisha	45.5	11,231	4,492	~5,550	-	-	-

* New HAM Projects awarded in month of Oct-2021

Status of new projects



Project	State	Project Type	BPC (Rs Mn)	LOA Received	Agreement Signed	Status of Land	Appointed Date
Karala-Kanjhawala UER	Delhi	EPC	13,931	23 rd July 2021	8 th Sept 2021	~95% land is available	Declared w.e.f. 28 th Oct 2021
Raipur Visakhapatnam AP-1	Andhra Pradesh	HAM	10,601	30 th July 2021	14 th Sept 2021	~70% land is available	After achievement of financial closure (within 150 days from signing of Agreement)
Khammam Devarapalle Pkg-1	Telangana	HAM	7,721	15 th Sept 2021	To be signed	~15% land is available	
Khammam Devarapalle Pkg-2	Telangana	HAM	6,371	15 th Sept 2021	To be signed	~30% land is available	
Raipur Visakhapatnam OD-5	Odisha	HAM	14,921	25 th Oct 2021	To be signed	Newly awarded	
Raipur Visakhapatnam OD-6	Odisha	HAM	11,231	25 th Oct 2021	To be signed	Newly awarded	

**Stronger
outlook
strengthened
by
opportunities**



Moving forward in our growth journey..

	Phase I (2008-2012)	Phase II (2013-2017)	Phase III (2018-2021)...
	Subcontractor with major experience in 1 state	Upcoming prime contractor starting contracts with NHAI	Leading road developer with pan India presence
Capabilities	PWD/ Civil construction	Highways/ Expressways	High value Road EPC & HAM
Revenue as prime contractor	~25%	~50%	~75%
EPC PQ	~Rs 500 Mn	Rs 15,000 Mn	Rs 28,000 Mn
Geographical Presence	2 State	6 states	8 States
Revenue	Rs 2,872 Mn (FY12)	Rs 10,560 Mn (FY17)	Rs 25,275 Mn (FY21)
EBITDA Margin	13.8% (FY12)	12.0% (FY17)	16.2% (FY21)
PAT	Rs 132 Mn (FY12)	Rs 534 Mn (FY17)	Rs 2,110 Mn (FY21)
Gross Block	Rs 1,193 Mn (FY12)	Rs 2,294 Mn (FY17)	Rs 7,602 Mn (FY21)
Debt/Equity	1.75x (FY12)	1.16x (FY17)	0.28x (FY21)

...& beyond

Core focus on Road EPC & HAM

Diversification to other infra sectors

Maintain financial discipline

Tapping opportunities beyond road



Railways & Metro

- A National Rail Plan was introduced to develop capacity, infrastructure and enhance rail freight ahead of the demand.
- As part of the National Rail Plan, Vision 2024 has been launched for accelerated implementation of certain critical projects by 2024 such as 100% electrification of railways, multitracking of congested routes, upgradation of speed certain routes and so forth.
- Under the Union Budget'21, the Government of India has placed significant emphasis on the expansion of metro rail network. A total of 702 km of conventional metro is operational and another 1,016 km of metro and RRTS is under construction in 27 cities.



Water Infrastructure

- In 2019, the Jal Jeevan Mission was introduced for the purpose of augmenting local water sources, recharging existing sources, and promoting water harvesting and de-salination.
- In Union Budget'20, Rs 3.60 lakh crore were approved for the scheme over 5 years. Out of which, Rs 11,500 crore were allocated for the year 2020-21.
- In Union Budget'21, Jal Jeevan Mission (urban) was launched with an investment outlay of Rs 2.87 lakh crore over 5 years.



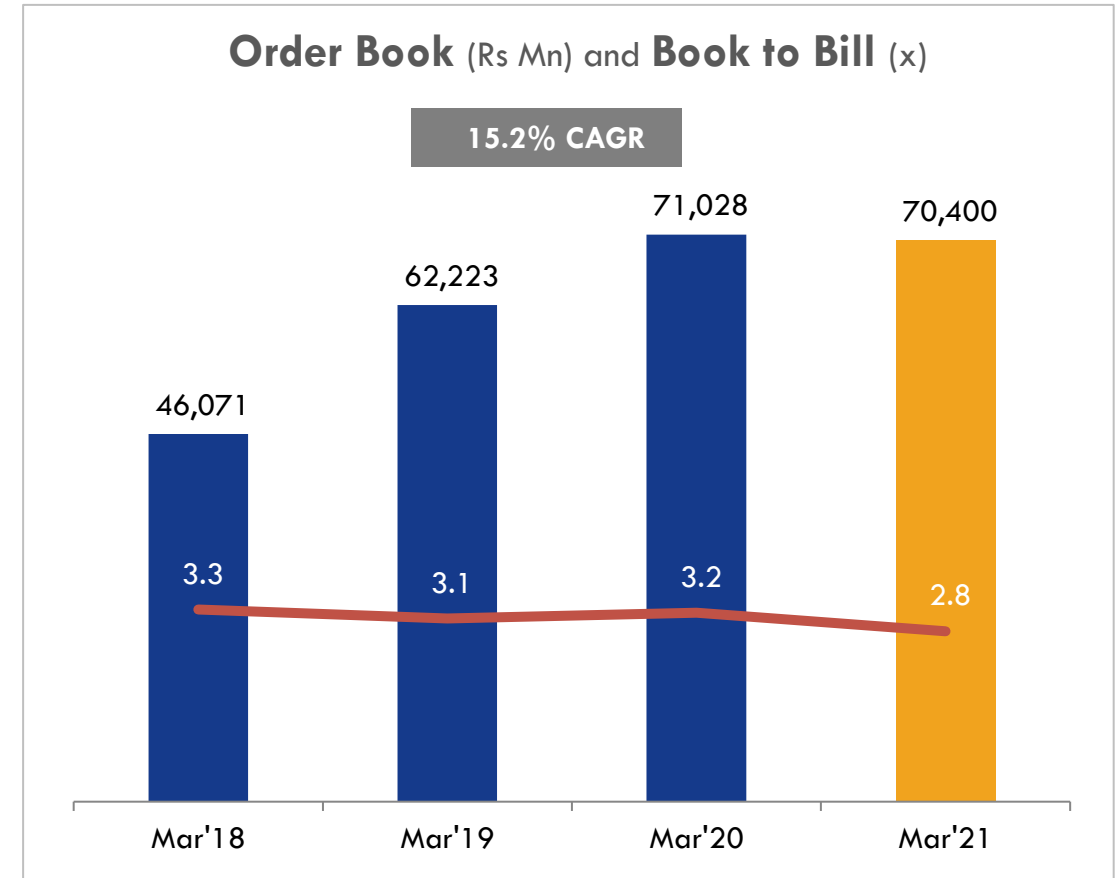
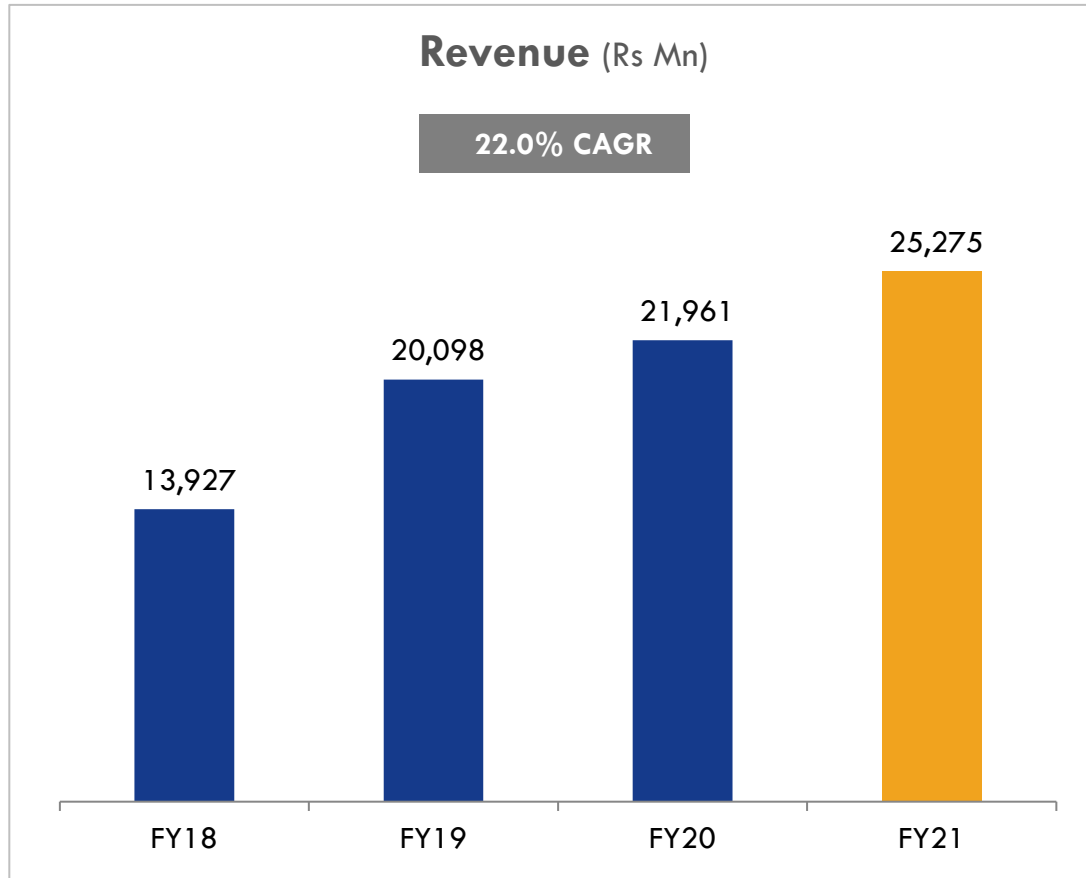
Airports

- The Udaan Scheme was introduced in 2017 to boost national economic developments, job growth and air transport infrastructure development of all regions and states of India.
- The scheme's aim is to develop new airports and enhance the existing regional airports and to add several hundred new regional flight routes to connect more than 100 underserved and unserved airports in smaller towns.
- The budget proposed rolling out of AAI Airports in Tier 2 and 3 cities under the Asset Monetization Programme. Proceeds from privatization of airports will be used for accomplishing the government's goal of building 100 new airports by 2024.

Historical Financial Highlights



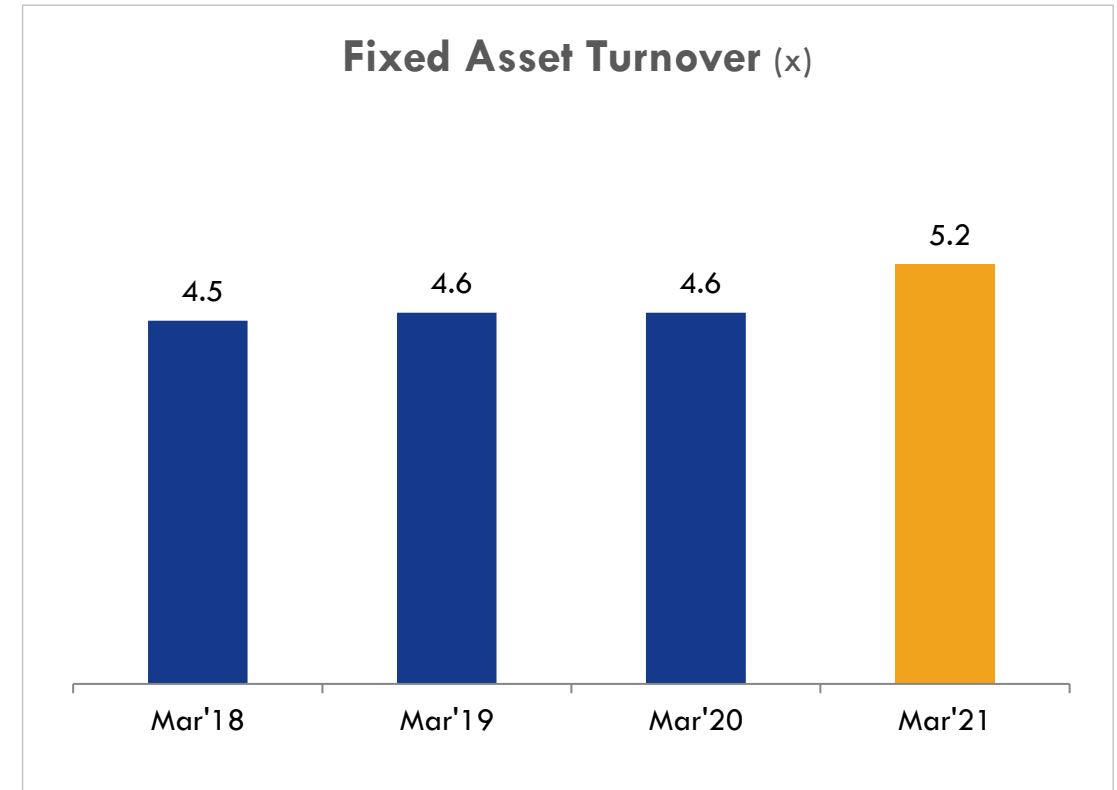
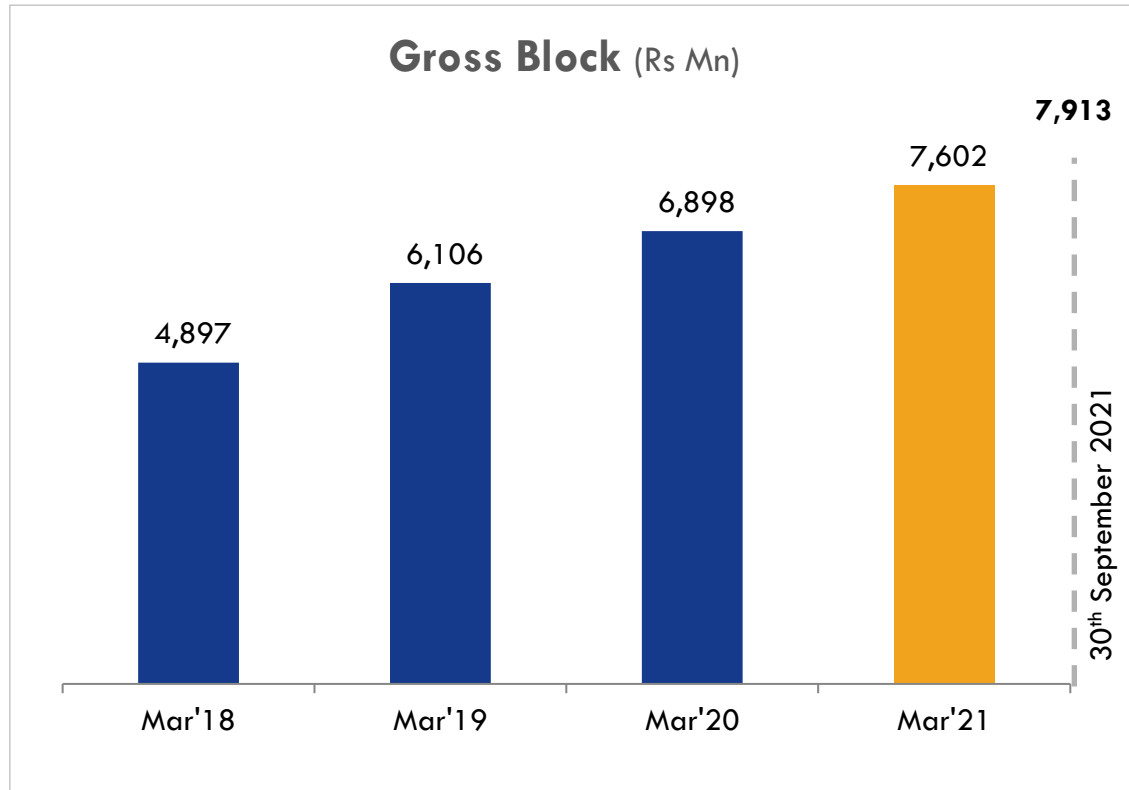
Robust execution capabilities reflected in strong growth in revenue and order book



Timely execution of all projects with no delays in any project

Standalone financials

Strong repository of asset base enabling efficient execution

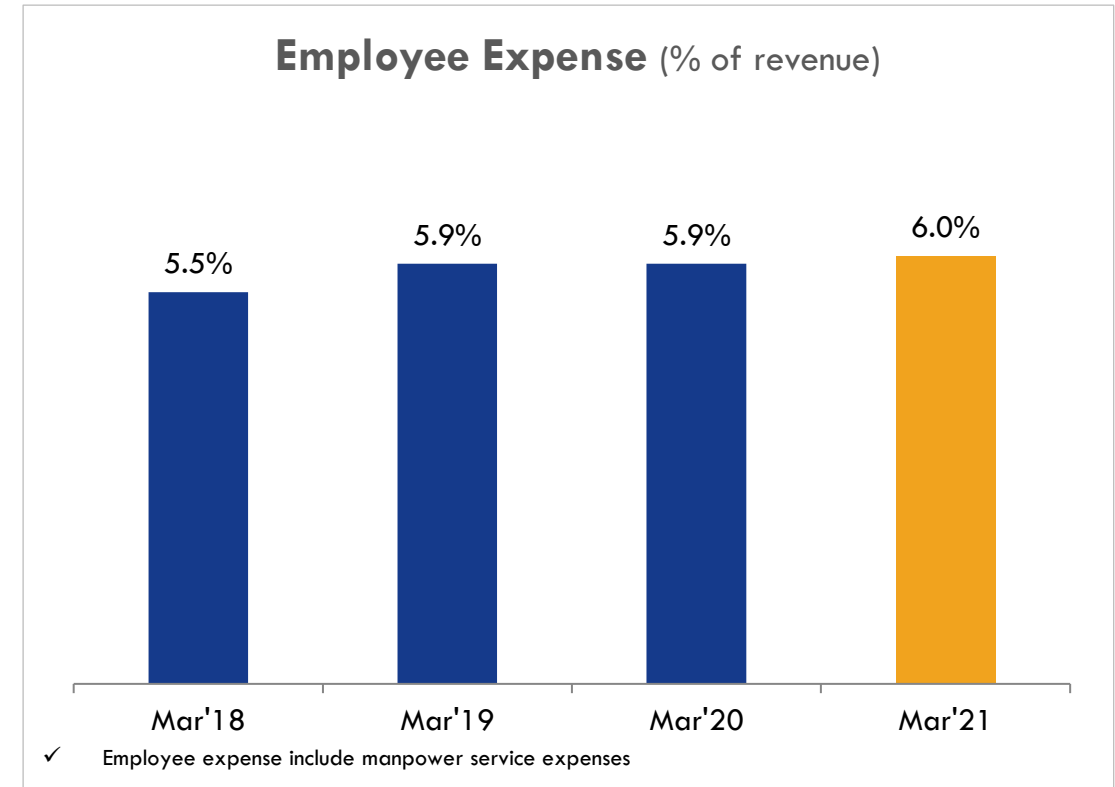
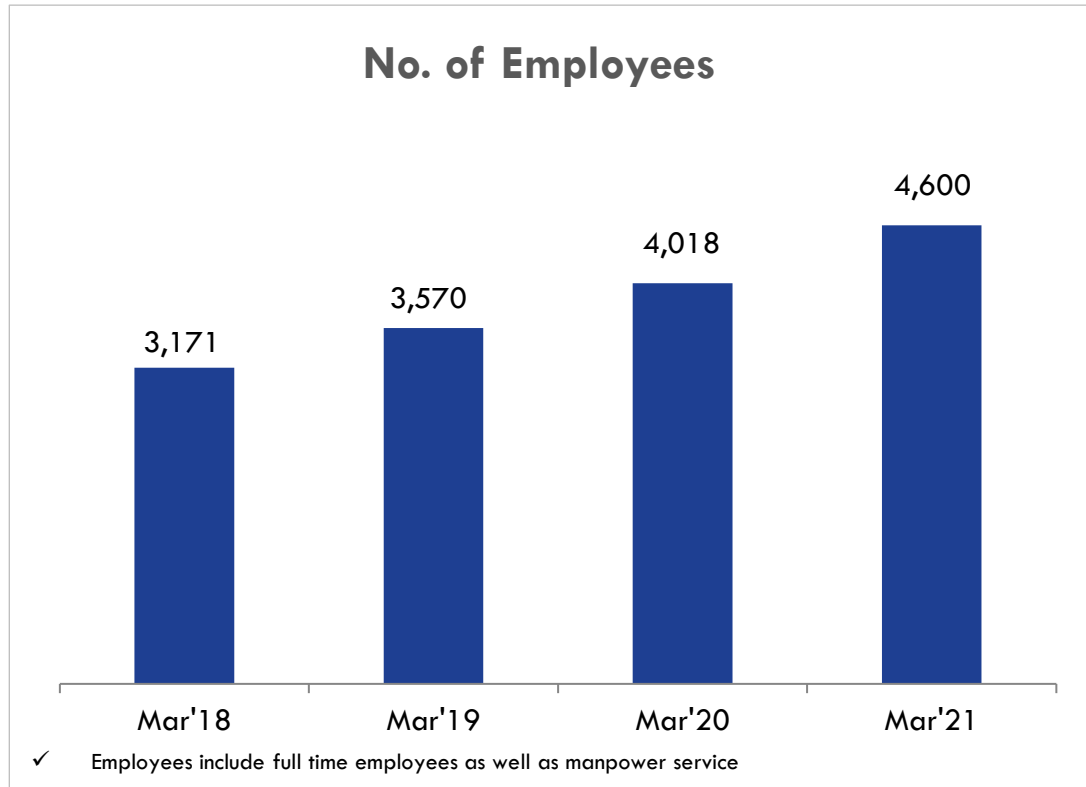


Invested ~Rs 2,705 Mn in plant and machinery in last 3 years

Fleet of modern construction equipment totaling 1,800+ for large scale execution

Standalone financials

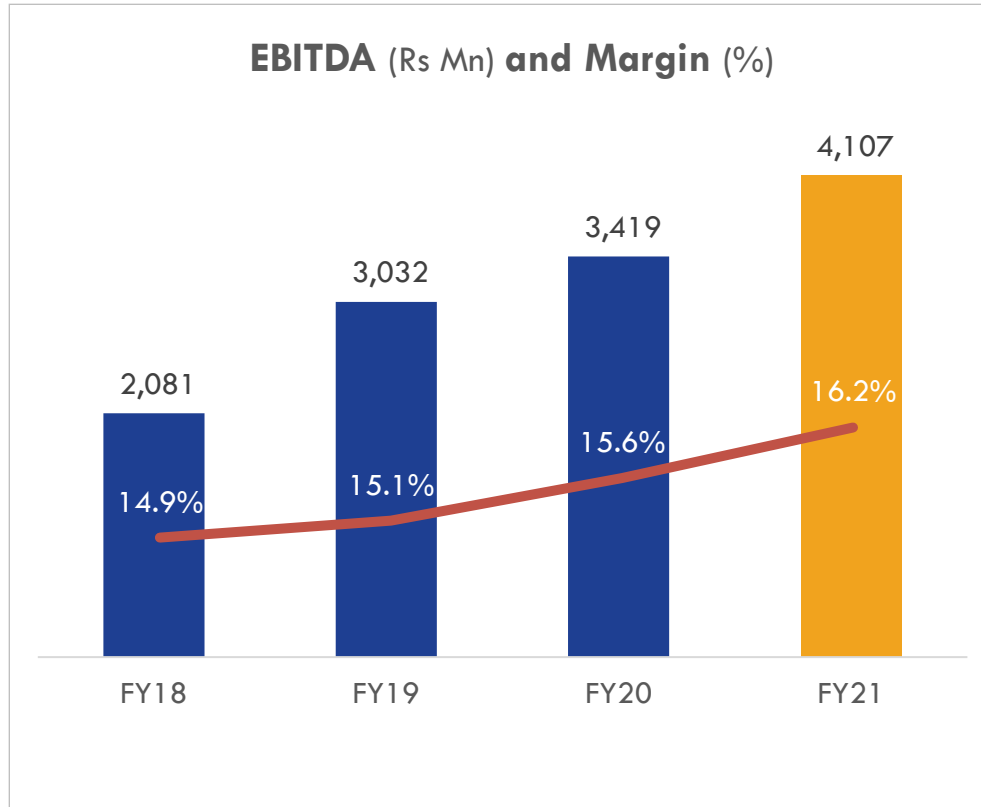
Coupled with rich resource pool of skilled and talented workforce



Over 80% of full-time employees are skilled workers such as qualified engineers, management professionals

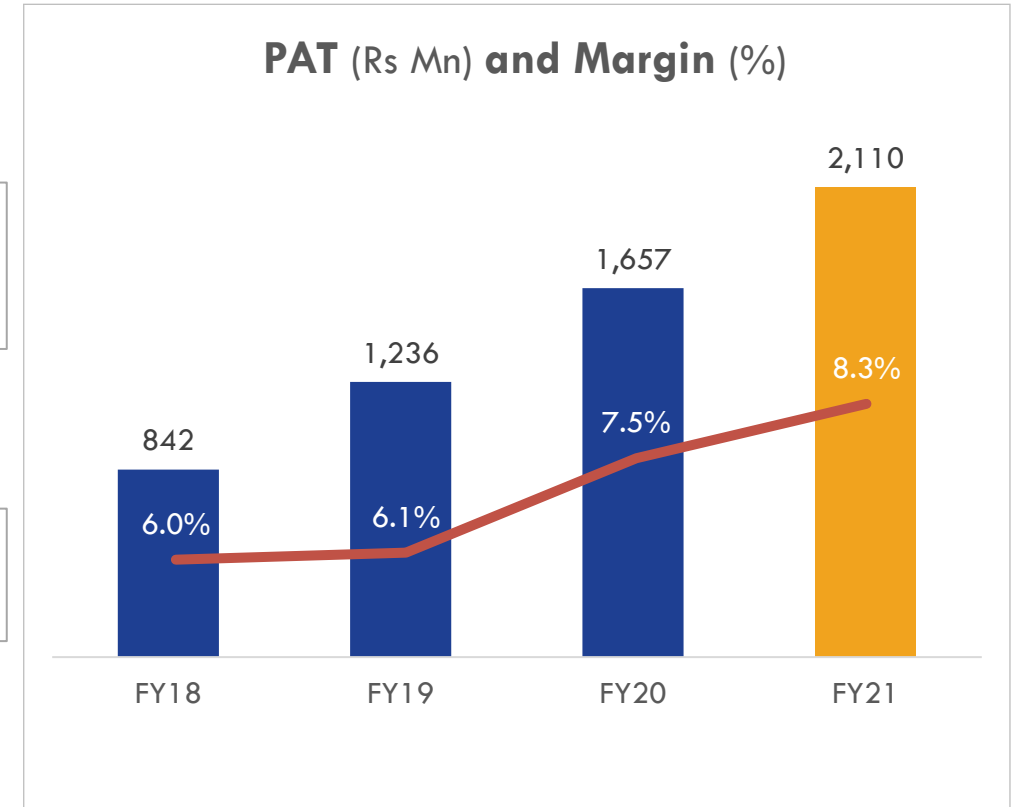
Standalone financials

Delivering value through a disciplined approach



27%
Return on Capital
Employed
FY21

20%
Return on Equity
FY21



Standalone financials

Strict discipline in selecting and executing orders translating into robust margins and return profile

*ROCE = EBIT/Total Assets – Current Liabilities | ROE = Net Income/ Shareholder's Fund

Standalone profit & loss statement



(Rs mn)	FY21	FY20	FY19
Revenue from operations	25,275	21,961	20,098
Cost of material consumed	11,857	8,926	8,919
Contract and site expenses	7,952	8,137	6,665
Employee expenses	1,093	1,114	1,191
Other expenses	267	365	291
Total Operating expenses	21,168	18,542	17,066
EBITDA	4,107	3,419	3,032
EBITDA margin	16.2%	15.6%	15.1%
Finance Cost	596	524	490
Depreciation	844	756	755
Other Income	154	141	115
PBT	2,821	2,281	1,902
PBT margin	11.2%	10.4%	9.5%
Tax Expenses (Credits)	712	623	667
PAT	2,110	1,657	1,236
PAT margin	8.3%	7.5%	6.1%
Other comprehensive income	-4	6	(13)
Total comprehensive income	2,106	1,663	1,223

Consolidated profit & loss statement

(Rs mn)	FY21	FY20	FY19
Revenue from operations	26,023	22,171	20,145
Cost of material consumed	11,857	8,926	8,919
Contract and site expenses	7,967	8,158	6,666
Employee expenses	1,108	1,123	1,194
Other expenses	334	413	320
Total Operating expenses	21,266	18,620	17,099
EBITDA	4,757	3,551	3,046
EBITDA margin	18.3%	16.0%	15.1%
Finance Cost	941	598	490
Depreciation	844	756	755
Other Income	148	141	115
PBT before share of associate	3,120	2,338	1,916
Share of profit of associate	0	-29	29
PBT	3,120	2,309	1,944
PBT margin	12.0%	10.4%	9.7%
Tax Expenses (Credits)	753	643	671
PAT	2,367	1,666	1,273
PAT margin	9.1%	7.5%	6.3%
Other comprehensive income	-4	6	(13)
Total comprehensive income	2,363	1,672	1,260

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