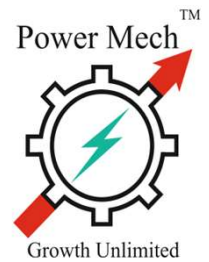




# Power Mech Projects Limited

Investor Presentation – November 2022



# Safe Harbor

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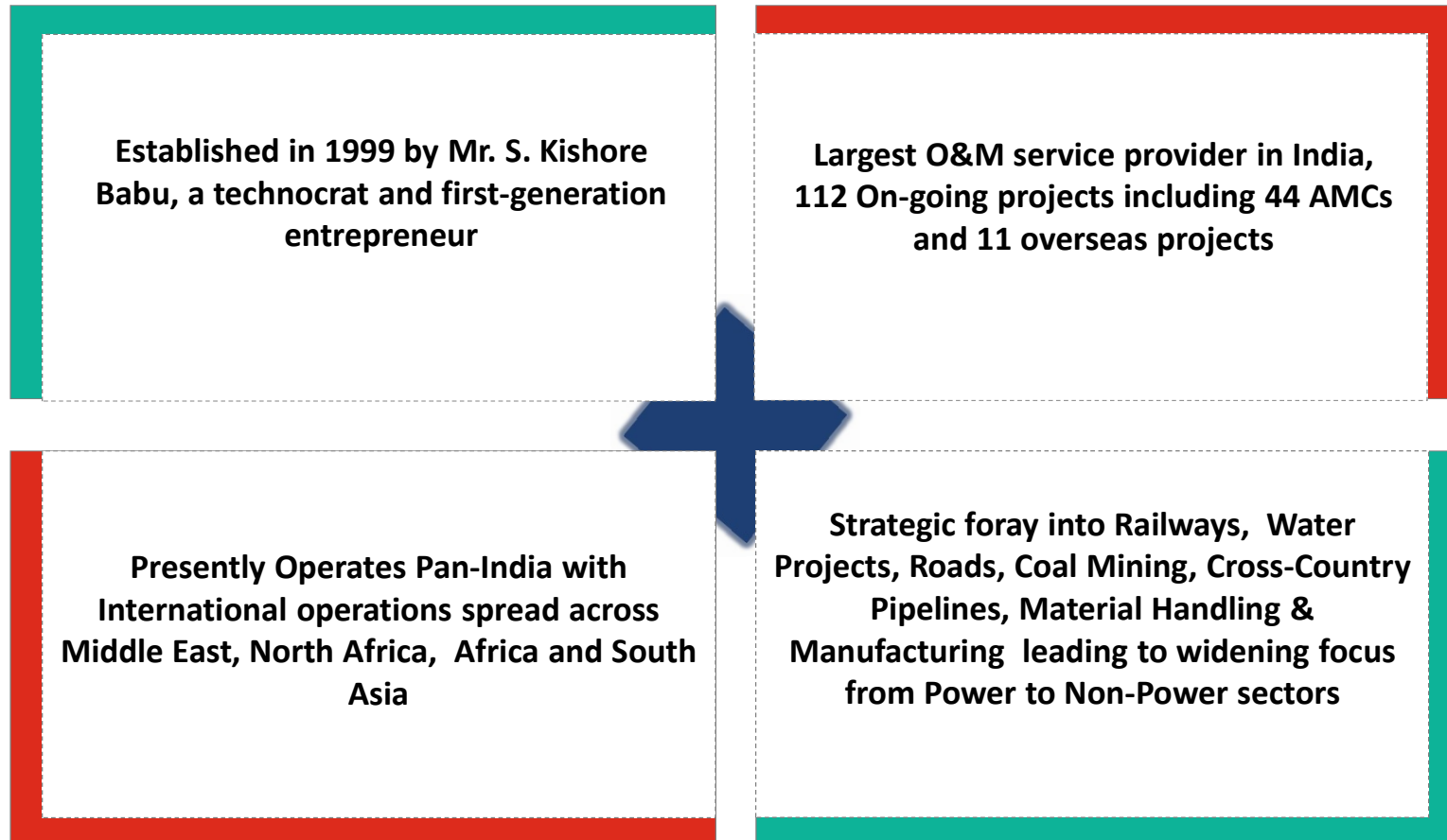
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# Power Mech at a Glance

A leading Industrial Services and Construction Company providing versatile and comprehensive service in power and infrastructure sector



# Mission & Vision

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## Mission

To be the best and most competitive industrial and infrastructure engineering, construction & services Company.



## Vision

To provide services with:

- Highest level of workmanship, exemplary speed by continuously enhancing organizational skills through innovation & teamwork.
- Highest level of professionalism, integrity, honesty, and fairness in our relationship with our stakeholders and employees.
- Remarkable planning & optimization of resources in the pursuit of excellence.

# Journey of 3 decades

## First Decade

- Power Mech story began in 1999
- Marked by determined efforts to gain market entry into various elements of India's power sector.
- Accelerated progress at an impressive pace and **accomplished several milestones in Erection, Testing and Commissioning (ETC) and Operation & Maintenance of thermal plants**

## Second Decade

- Became '**service provider of choice**' for large customer base and registered a **revenue of Rs. 1,000 Crores in FY14**
- Increase in scope resulted in doubling **revenue - crossing Rs. 2,000 Crores** in FY 2019
- Wide-ranging service portfolio encompassed:
  - Extension of ETC services to the non-power sector
  - **Diversification** - Civil & Structural works of power plants
- Major breakthroughs into high-performance super-critical thermal units, quickly followed by:
  - Entry into exports business
  - **Expanding service offerings to infrastructure sector, petrochemicals, steel plants, industrial technology parks and railway works**

## Third Decade of Marching Forward

- **Non-power sector key for growth** with investments of Rs. 111 Lakh Crores planned as part of National Infrastructure Pipeline (NIP)
- **Transforming with backward integration & gradual transformation to comprehensive service provider.** Engineering & project solutions for higher value addition.
- Expansion to new areas in Railways, Water Projects, Roads, Coal Mining, Electrical, Steel Plant works, Material Handling, Oil & Gas sector across the value chain, Cross Country Pipelines, Urban Infrastructure projects, etc.
- Focus on heavy steel fabrication works with investments planned to reduce site costs and better and faster delivery
- Better utilization of Noida unit for expanded spares business & product offering for industrial application
- O&M is a key driver & aimed to double in 3 years by expanding in power sector, captive sector, and greater penetration into non-power sector both in domestic and international market
- Deploying IT enabled services for better utilization of manpower & productivity improvement measures on site

### Diversification into Non-Power Business

• Growing expertise in O&M services led to the Company to become the largest O&M player in the Country

Power Focus

Growth of Non-Power including Infrastructure

# Major milestones and achievements

1999

- First ETC of 1 X 63 Tph and 2 X 165 Tph AFBC Boilers, 20.85 MW & 55 MW, Raigarh, BHEL
- First AMC of 655 MW Combined Cycle Dual Fuel IPP Power Plant, Paguthan, GPEC

2007-09

- Major orders in Super Critical Projects, Erection, Structural Fabrication work, Sepco, Adani, BGR, CLP
- First major Civil Work 2X 520 MW, (Vizag, HNPCL), BHEL
- Entry in Industrial Sector Mechanical & Piping work in Refineries (Dahej, ONGC & Paradeep, IOCL)
- First major Erection of Gas Turbine & Civil Work, 4X100 MW, Yemen, Marib, BHEL
- Hydro Power O&M & Mini EPC

2014-16

- Entered Oman, Saudi Arabia, Bahrain & Nigeria
- First O&M project (Public Sector)- Singareni Collieries
- Completed international projects at Shuqaiq, KSA & Bheramara, Bangladesh
- Prestigious project Infra Development, Med Tech Zone, A.P
- Diversification - iron ore material handling & associated works
- Entry into cross country laying of pipelines
- Strategic foray into Railways, Water Projects, Roads, Rural Electrification,, Mining Development & Operations (MDO)

2002-04

- Incorporation of the Company
- Foray in Power Sector Business

- Private Equity into Power Mech
- First major international work in Libya, 2X157 MW Erection of 2 Gas Turbines, BHEL
- First ETC of 1X500 MW Boiler & Auxiliaries, Mejia, BHEL
- Erection of Structural, Steam Generator & Auxiliaries of 3 Boilers for India's two UMPP

2010-12

- Listing in BSE & NSE, subscribed by 38 times
- Major O&M of 4X600 MW at Jharsuguda, Vedanta
- Started manufacturing facility at Noida
- Entry in Steel Sector, Erection & Fabrication work
- MTPA & 2.7 MTPA, Nagarnar (NMDC) & Angul (JSPL)
- Major FGD opportunities opened up

2017-22

# Established Track Record

<p><b>27.2 Lakhs MT</b></p> <p>Erection works executed till now</p>	<p><b>2.14 Lakhs MT</b></p> <p>Structural fabrication works completed</p>	<p><b>68,375 MW</b></p> <p>engaged in aggregate unit capacity of the O&amp;M &amp; AMC</p>	<p><b>6,792 MW</b></p> <p>Commissioned in Overseas Market</p>
<p><b>67,960 MW</b></p> <p>engaged in capacity addition of BTG and BOP works so far</p>	<p><b>15 Lakhs sq.ft.</b></p> <p>Completed Infrastructure development work related to Medical Technology Park in just 12 months at Vizag, AP</p>	<p><b>546 Kms</b></p> <p>Execution of Natural Gas Cross Country Pipeline</p>	<p><b>11.5L inch mts</b></p> <p>of piping and 3.0L inch Dia of welding of various materials at single project, Dangote, Nigeria</p>
<p><b>643 TKM</b></p> <p>Commissioned Over-Head Electrification works</p>	<p><b>18.5 Lakhs m<sup>3</sup></b></p> <p>Concreting works carried out at various projects</p>	<p><b>220Kv GIS</b></p> <p>Commissioned 220Kv GIS Substation works in Nagaland under NERPSIP Scheme</p>	<p><b>132Kv Lines &amp; 33/11Kv SS</b></p> <p>Commissioned 132Kv lines in Assam, 33/11 KV Substations along with associated 33Kv and 11Kv Lines in MP</p>

# Business Overview

## Industrial Services (O&M)

Provide comprehensive & integrated Operation & Maintenance (O&M) services in mechanical, electrical & C&I front under one roof. Overhauling and Maintenance of Boiler, Turbine & Auxiliaries, R&M of BTG, GTG, CHP, BOP.

Repair, Modification and Rehabilitation of Boiler. Revival and Life Extension.

Trouble Shooting, Upgrade & Retrofits, Rebuilds & Plant Relocation and Expanding O&M business into non power including refinery, petrochemical, steel etc.

## Industrial Construction

Erection, Testing & Commissioning (ETC) of projects in Power, Nuclear, Refinery, Petro Chemicals, Cement, Oil & Gas, Steel, Minerals, coal-based power plants with BTG & BOP works with unit capacities 150 MW to 800 MW including Steam Generators, Auxiliaries, Critical Piping, LP, HP Piping, Structural Steel, Coal Handling Plant, Ash Handling, Cooling Water System, Fuel Oil System, ESP Ducts, FGD & SCR.

Integrated services to Power Project and Non-Power Projects. Headways towards Cross Country Pipelines, Steel Plant Construction works & Petrochemical segment.

## Overseas Business

Erection, Testing & Commissioning of Oil-fired Boiler, HRSG, Reserve/Auxiliary Boiler, BOP, Steam Turbine Generators & Auxiliaries, Gas Turbine Generators & Auxiliaries. Combined Cycle Power Piping, LP & HP Piping, High Pressure Piping, Structural Steel, Cooling Water System, Fuel Oil System. ESP, Ducts, SCR, Rotating Equipment's Erection works for Desalination Plants.

O&M of Power Plants & Desalination Plants

## Electrical Transmission & Distribution

Extra High Voltage Substation Works, Optical Fiber Networks, OHE, S&T.

Construction of 33/11 Kv Substations. Strengthening of existing Substations.

Construction of 33 Kv & 11 Kv Lines, Construction of Transmission of Lines

## Infrastructure Construction

Foundation, Decks, Industrial Buildings, Chimney & Cooling Towers. Geothermal Soil Exploration, Mass Excavation, Area Grading, Land Development, Bored Cast & Driven Cast Piping.

Water, Road & Canal Works. Railway Track Linking, EWE and Permanent Way Linking, Minor & Major Bridges

## Hydro Power & Water

Supply & construction of Hydro power plants. Renovation & modernization. AMC & O&M, after sales services, spares management, RLA Study, LTSA.

Trouble shooting of chronic problems by providing value added technical solutions in Electromechanical and Hydro-mechanical fields.

EPC of mini hydro projects. Construction of sewage treatment plant(STP's), Water Treatment Plants including their networking on EPC basis & Water Systems.

## Manufacturing & Heavy Fabrication

Advanced manufacturing and machining facilities at Noida for entire range of services needed for Power and Non-Power sector.

Fabrication of Heavy Structures, Large & High-Pressure Tanks, Heavy Trusses, Ducts, Pipes. Repair of Steam & Hydro Turbines

Tie-up with Major OEM Companies for authorized production of critical & general spares

Reverse Engineering of spares

## Mining

Development of mine infrastructure, removal of overburden and extraction of Coking Coal, processing, crushing and transportation of coal up to washery, carrying out R&R activities and any other activities incidental to mining





# Growth Opportunities

## Industrial Construction

- Dominant role in ETC business of new projects in pipeline of about 8,000 MW in coal-based plants.
- Focusing on new projects at Buxar 1,320 MW, Khurja 1,320 MW, Yadadri 4,000 MW, Talabira 2,400 MW, Udangudi 1,320 MW
- New expansion in steel plant capacity of JSW at Vijayanagar, Dolvi, Monnet Ispat, Arcelor Mittal, Mineral & Coal handling facilities coming with NMDC, CIL, Adani etc.
- FGD retrofits with major investments being implemented for 161 GW
- New investments in oil & gas sector of Rs. 1.11 lakh Crores being planned

## Industrial Services

- Outsourcing of O&M works from State & Central Sector under PSUs & State utilities
- Enhancing presence in Utility & expanding in Captive Power
- A breakthrough foray into the State sector, NTPC, KPCL, SCCL, NMDC etc, has enabled to expand its presence
- Rehab and R&M works of old thermal and gas power plants
- Backward integration & manufacturing of spare parts
- Increasing the footprint in the export sector, major break through at Nigeria
- Expand O&M business into the non-power sector related to Refinery, Petrochemicals, Steel etc.

## Infrastructure Construction

- Investments of Rs. 1.4 lakh Crores in capacity expansion in segments of railway works
- On going investments in various infra works of NIP plan under implementation for 5 years
- Investments in development of airports with investment of Rs. 300 Crores to Rs. 1,000 Crores for air augmenting connectivity each district centers
- Exploring the opportunities for EPC works in material handling works with civil works forming part of major scope
- Technology parks, warehouses, large factory buildings etc.

## Overseas Business

- Opportunities for Operation & Maintenance in 145 GW of Power plants from GCC Countries: Saudi Arabia (76 GW), UAE (29 GW), Kuwait (19 GW), Qatar (10 GW), Oman (7 GW) and Bahrain (4 MW)
- In MENA region, Energy Sector investments of US\$ 805 billion are to be made by 2025 and power installed capacity to increase from 342 GW to 434 GW
- Bangladesh power capacity to increase from 25,514 MW to 46,000 MW by 2030
- In Africa, O& M opportunities for power plants of 5300 MW in Ghana and 12,500 MW in Nigeria
- Opportunities in Operation & Maintenance of desalination plants in GCC and Africa

# Growth Opportunities

## Electrical Transmission & Distribution

- Development of Distribution Infrastructure for various DISCOMs under the Revamped Reforms-based and Results-linked, Distribution Sector Scheme worth of Rs. 2,00,000 Cr
- Cross Border Transmission Link development by way of transmission infrastructure
- Railways to implement the up-gradation of infrastructure to operate highspeed trains and further a target of 7,000 km electrification has been set as part of the modernization of broad-gauge track network
- Network Maintenance for various DISCOMs in India

## Manufacturing & Heavy Fabrication

- Rehab works coming up in hydro sector for plant up gradation involving the replacement of major parts for the hydro-mechanical works
- Reverse engineered spares for the thermal power plants based on the maintenance inputs of plant operation under the control of the Company
- Working with the major manufacturing and engineering companies for providing as part of supply chain line for components and products
- Away site fabrication input for the manufacture of structural items needed for steel plants, power plants, industrial projects


## Water & Hydro Power

- Budget for Jal Jeevan Mission enhanced to Rs.60,000 Cr. During the last year, more than 2.06 Crore rural households were provided tap connections making the cumulative achievement of 9.35 Crore (48.4%). As GoI has set a target of 'Har Ghar Jal' by 2024, another 10 Crore tap connections need to be provided. Focusing on opportunities in the states of Uttar Pradesh, Karnataka and North Eastern States
- At present still 65% of the Urban needs have to be brought under the STP scheme and this has thrown up huge opportunities across the Country
- Opportunities of around Rs. 9.25 Billion in Electro-Mechanical packages, Rs. 22.86 Billion in EPC packages of small units, across segments of Hydro Business in the next 4 years
- Major R&M jobs in the old hydro plants and about 16 projects have been identified involving installed capacity of 1,877 MW in the next 5 years

## Mining

- Significant scope for new mining capacities in iron ore, bauxite and coal and considerable opportunities for future discoveries of sub-surface deposits
- As of FY22, the number of reporting mines in India were estimated at 1,245 of which reporting mines for metallic minerals were estimated at 525 and non-metallic minerals at 720
- Coal India Ltd. (CIL) approved 32 new coal mining projects, of which 24 are expansion of the existing projects and the remaining are greenfield. Estimated cost of the project is Rs. 47,000 crore


# Company's Strengths




Comprehensive service provider in Power and Non-Power Sector




Huge Asset Base with over 300 cranes and other construction equipment's




Very strong cross functional teams across Business Development, Engineering, Finance, Project Execution & Construction Management




Largest service provider in O&M space with backward and forward integration




Strong supply chain service support for effective project execution



Marquee clientele: Long term relationships with major OEM, EPC players and Utility Companies




Well diversified business profile with stable revenue and margins




Large talent pool with experienced Management team with strong industry background



Project handling capabilities across the globe



Robust Financials

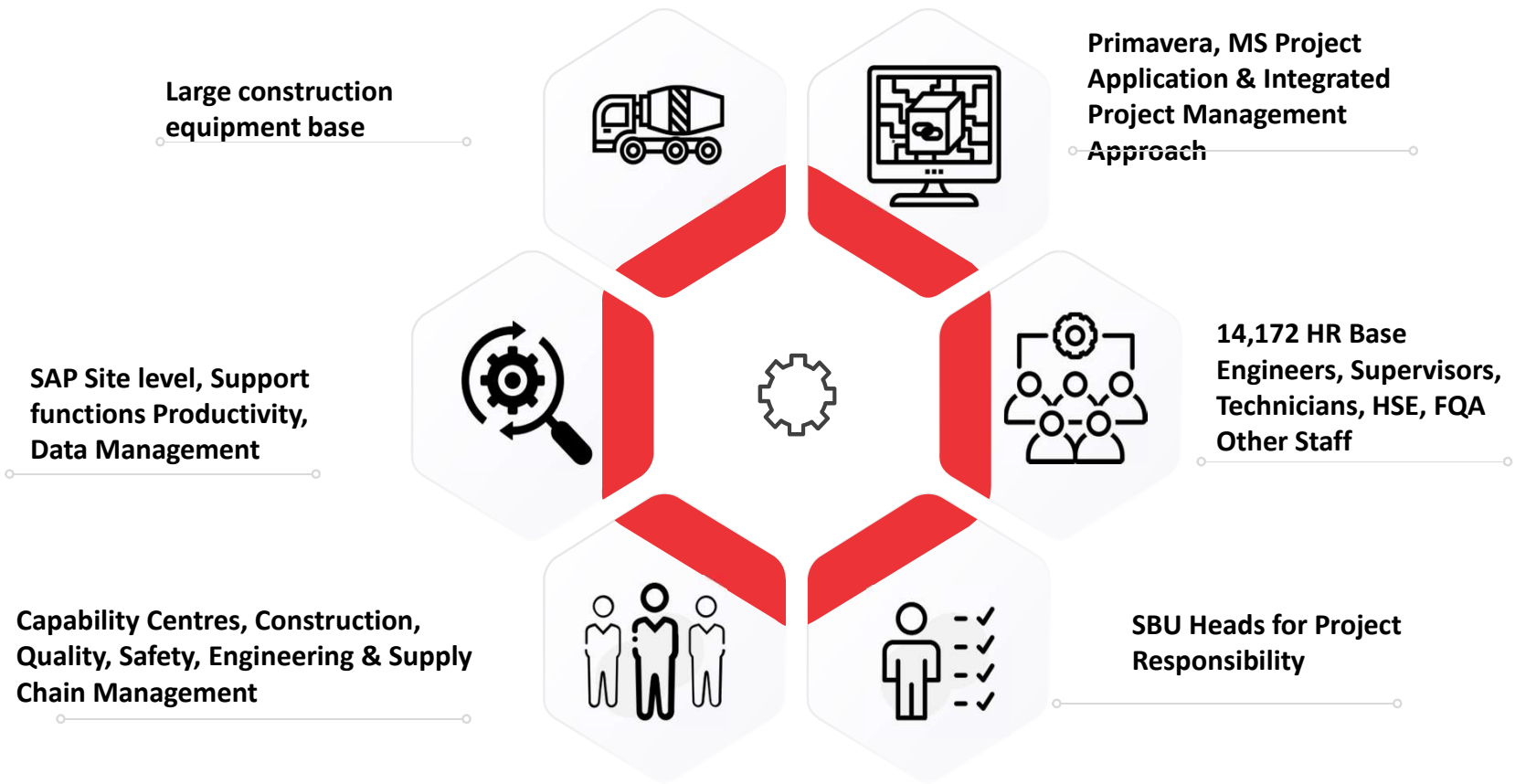


Strong execution capabilities across verticals & cross functional approach for diversification



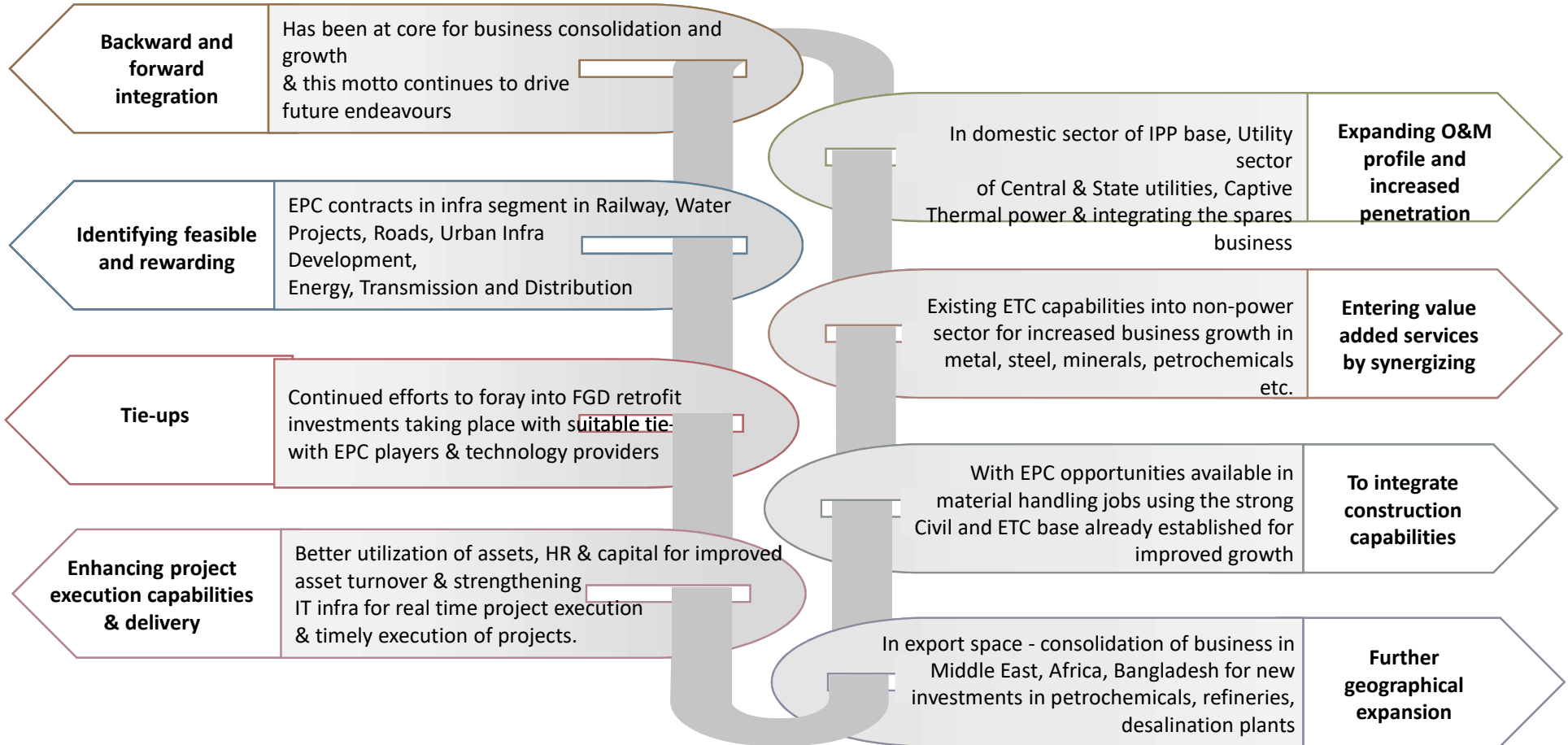
Qualified Independent Board & Good Corporate Governance

# Project Management Infrastructure



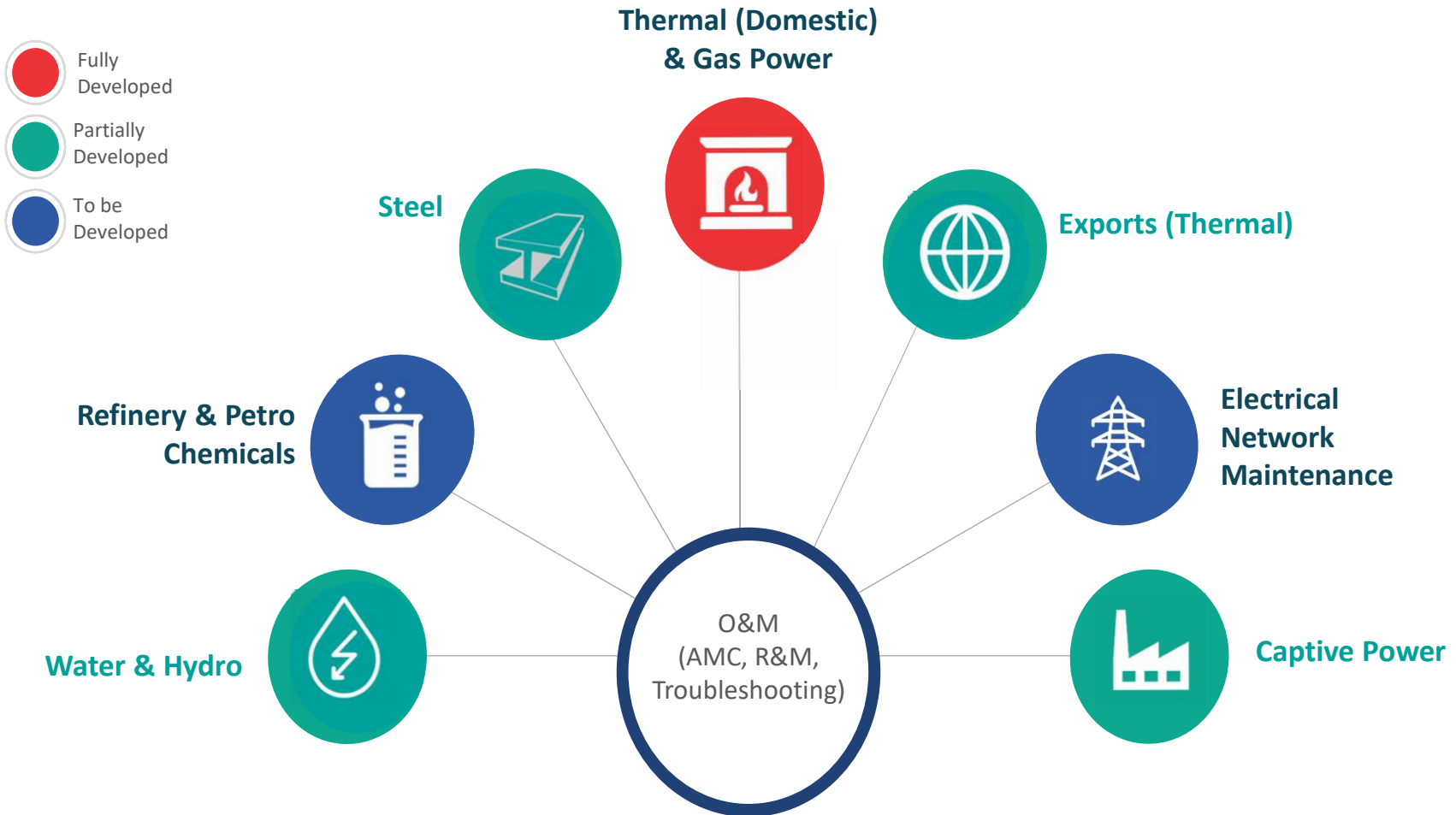
# Business Strategy

## Expanding the services footprint & leveraging technical expertise to target higher margin contracts



# Expansion of O&M business

Expanding of O&M service into other sectors & new horizons - O&M (AMC, R&M, Troubleshooting)



# Global Footprint

## Global Presence.

### Indian Roots.

Power Mech's expertise across SBUs has helped it diversify across geographies, hedging risks, protecting margins and enhancing revenue visibility. The Company's strengthened pre-qualification capability has helped widen its international presence.



# Domestic Clients

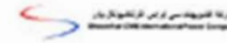
Established Relationships with Clients – Domestic Projects





# International Clients

## Established Relationships with Clients – International Projects



هيئة كهرباء ومياه دبي  
Dubai Electricity & Water Authority



هيئة كهرباء ومياه الشارقة  
Sharjah Electricity & Water Authority



# Board of Directors



## Sajja Kishore Babu, CMD

Founder of the Company, holds a Bachelor's degree in Mechanical Engineering. Possesses 37 years of experience in the power and infrastructure sector. Able administrator and dynamic leader. Serves on the Board of subsidiary and joint venture companies.

## Vivek Paranjpe, Independent Director

B.Sc (Honors), Fergusson College, Pune, Post-Graduate from XLRI Jamshedpur, Gold medalist. More than 45 years of industry experience in various leadership roles in India and abroad. Some of the key strategic senior positions held by him were Director, HR Operations, Asia Pacific Region, for Hewlett Packard at Singapore, and Group President HR, for Reliance Industries Ltd.



## M Rajiv Kumar, Non-Executive Director

Graduate in Electrical Engineering. Worked 38 years in BHEL. Rose to the level of Executive Director, Power Sector, Eastern Region.



## Lasya. Y, Independent Director

Post-Graduate in Management from ISB, MS in Electrical and Computer Engineering from the University of Texas. She has 16 years of experience in IT Project management & delivery, client engagement, IT strategy, business development.



## Sajja Lakshmi, Non-Executive Director

Science Graduate, holds a place in the HR management of the Company and CSR Committee. Deeply engaged in social service.



## GDV Prasada Rao, Independent Director

ME (Chem) Retired as General Manager in Andhra Bank after 30 years of service. Presently, Vice President of Health and Education for All (HEAL), an NGO looking after orphans and underprivileged children.



## T. Sankaralingam, Independent Director

A BE (Elec) with around 40 years of experience in the power sector. Served as Chairman-Managing Director of NTPC and Managing Director of BGR Energy and also worked at BHEL.

# Professional and Experienced Management



## **S. Rohit, President, BD & Operations**

MBA from University of Oxford & Master's degree in Engineering Management from USC, heads the Overseas Operations, Business Development and drives Corporate Strategy along with digital initiatives for Power Mech group of companies



## **S. Kodandaramaiah, Director – BD (Non-Board)**

Post-Graduate in Mechanical Engineering. More than 4 decades of experience in power and industry sector related to EPC, Construction, project management, Business Development. Worked in BHEL, GE.



## **M. Rajendran, COO**

Degree in Civil Engineering. He has more than 38 years of experience in construction & project management in power & industrial sector. He was associated with BHEL.



## **Nannuri Srinivasa Rao, MD & CEO-Operations (Africa)**

Holds M.M.E. from MS University, Baroda and B.M.E from JNTU, Hyderabad and carries 3 decades of experience in Power Industry. He was previously associated with Shapoorji Pallonji Infra Capital Co Ltd. as Technical Director before joining our Leadership team



## **G. Srinivasulu – ED (Non-Board)**

Has more than three decades of rich experience in the Power Sector dealing in Project & Construction Management, Erection & Commissioning.



## **J. Satish, CFO**

MBA, Chartered Accountant by Profession. He has got more than 20 years of experience in the field of Finance & Accounts. He has worked with PWC, Deloitte, Kerzner International, Indu Projects & Emaar.



## **Arbind Koul, MD Hydro Magus Pvt. Ltd**

38 years of experience in installing, maintaining, and repairing Hydro Generators and Hydro Turbines. He was associated with BHEL and BC Hydro British Columbia, Canada.



## **K Ajay Kumar, ED – O&M (Non-Board)**

BE Mechanical, he has more than 23 years of experience in Operation & Maintenance, Business Development. Previously he was associated with Indwell Constructions.

# Professional and Experienced Management

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## **Venkata Madhav Rao, Sr. VP – Civil Infrastructure**

M. Tech Structural engineering, he has more than 38 Years of rich experience in Highway Projects, Irrigation Projects,, Railways, etc. He was previously associated with Aarvee Associates, Madhucon Projects Ltd, Transstroy India Ltd, Secon Surveyors Ltd, GVR Projects Ltd.



## **Vijaya Bhaskara Rao Munagala, Vice President – CSX & BD**

Holds B.M.E. from the Institution of Engineers (India), Kolkata and carries 35 years of experience in range of projects into EPC of Coal Handling Plants, TPP and Flue Gas Desulphurization Plants. He was previously associated with Vijayawada TPS, APGENCO Corporate Office, Desein Private Ltd., Tecpro Systems Ltd., The Indure Pvt. Ltd.



## **Umesh Mehta, Chief Techno Commercial Officer (CTCO)**

He holds B.Sc. Degree and PGDBM from SIES Institute of Management and carries 4 decades of cross functional experience in Procurement for Mega Operations & Projects with wide spectrum of non – ferrous metals like Copper, Aluminium, Telecom Cables, Alumina Refinery and Power Plants. He was previously associated with Vedanta Ltd., Sterlite Industries, Vaaman Engineers (I) Ltd.



## **Ashok Kumar Datta, Vice President - SMX**

Holds B.M.E. from Bangalore University and has of diverse experience in the field of EPC Project Execution, Project Planning & Coordination. He was previously associated with L&T MHPS Boilers Pvt. Ltd., Lanco Infratech Ltd. (EPC Div.), Reliance Infrastructure Ltd., Reliance Industries Ltd., Nirman Ltd., Dodsall Ltd.



## **Anantha Reddy, Sr. VP - Electrical T&D**

MBA in Project Mgmt, B.E.E. (AMIE) Kolkata & Diploma in Electrical Engg. 28 Years of Experience in Business Devt., Project Management & Site Execution of T&D.



## **Dr. Rasheed M. A – AVP & Head HR**

Holds a Master's Degree in Human Resource Management specialization in OB, HR, Training & Development, IR and completed his Doctorate on "A Study on Employee Competencies to Manage Evolving Business Environment". He is a seasoned HR professional with 28 years of rich experience in a wide gamut of HR functional areas.

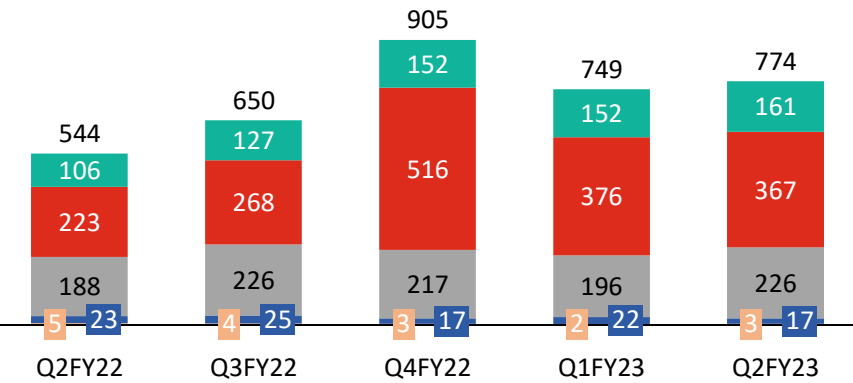


# Financial Performance

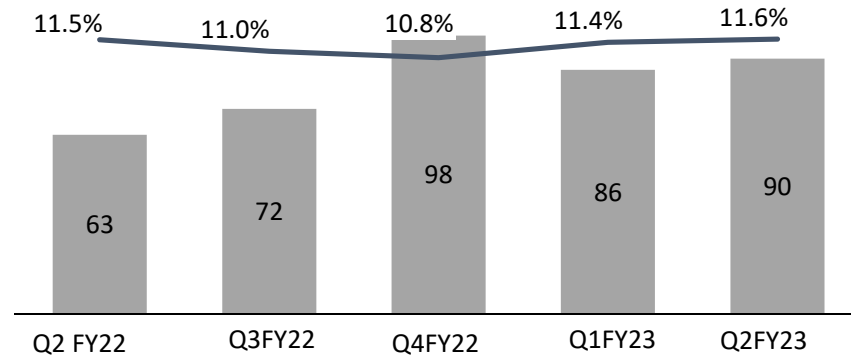


# Quarterly Performance Analysis

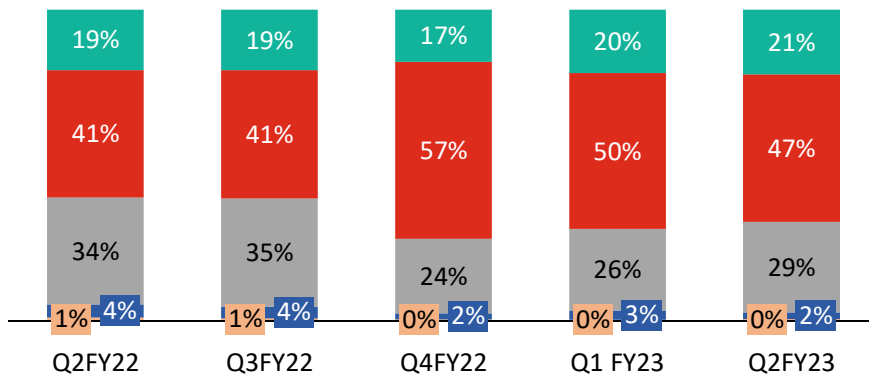
**Total Revenue Mix (Rs. Crores)**



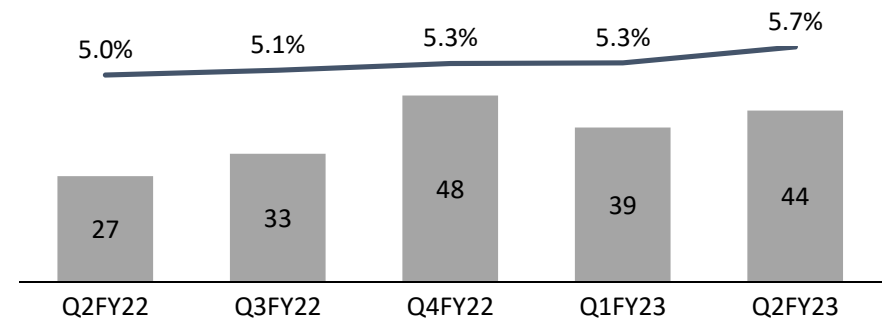
**EBITDA (Rs. Crores) & EBITDA Margin**



**Total Revenue Mix (%)**



**PAT\*\* (Rs. Crores) & PAT\*\* Margin**



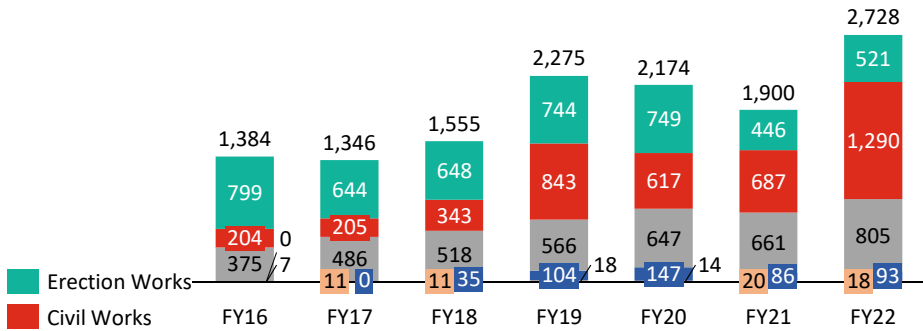
\*High Margin Service Segment; \*\* PAT after Minority Interest

# Consolidated Profitability Statement

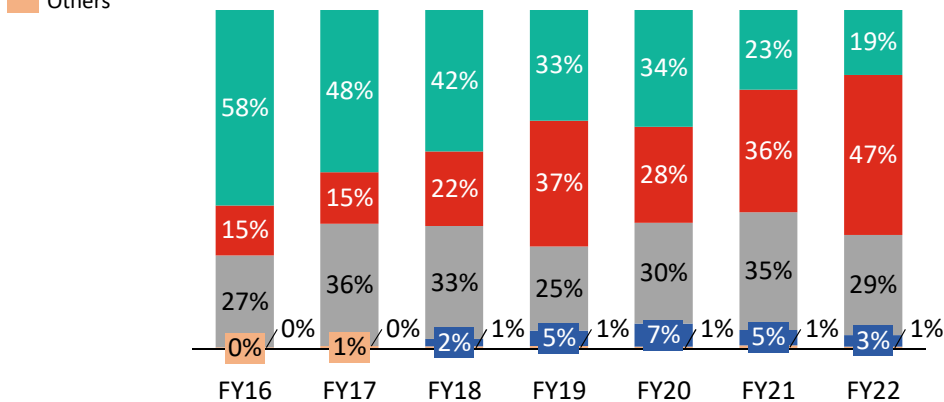
Particulars (Rs. in Cr)	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ
<b>Revenue from Operations</b>	<b>771</b>	<b>539</b>	<b>43%</b>	<b>747</b>	<b>3%</b>
Other Income	3	5		2	
<b>Total Revenue</b>	<b>774</b>	<b>544</b>	<b>42%</b>	<b>749</b>	<b>3%</b>
Material Consumed	91	74		112	
Contract Execution Expenses	452	308		415	
Employee Cost	133	93		127	
Other Expenses	9	6		9	
<b>EBITDA</b>	<b>90</b>	<b>63</b>	<b>43%</b>	<b>86</b>	<b>5%</b>
<b>EBITDA Margin</b>	<b>11.6%</b>	<b>11.5%</b>	10 bps	<b>11.4%</b>	20 bps
Depreciation	10	9		10	
<b>EBIT</b>	<b>80</b>	<b>54</b>	<b>48%</b>	<b>76</b>	<b>5%</b>
<b>EBIT Margin</b>	<b>10.3%</b>	<b>9.9%</b>	40 bps	<b>10.1%</b>	20 bps
Finance Cost	21	17		20	
Share of profit of Associates	0	-2		-2	
<b>Profit before Tax</b>	<b>58</b>	<b>35</b>	<b>66%</b>	<b>53</b>	<b>9%</b>
<b>PBT Margin</b>	<b>7.5%</b>	<b>6.4%</b>	110 bps	<b>7.1%</b>	40 bps
Tax	15	8		14	
<b>PAT</b>	<b>44</b>	<b>27</b>	<b>62%</b>	<b>39</b>	<b>13%</b>
Minority Interest	0	0		0	
<b>PAT after Minority Interest</b>	<b>44</b>	<b>27</b>	<b>62%</b>	<b>39</b>	<b>13%</b>
<b>PAT Margin %</b>	<b>5.7%</b>	<b>5.0%</b>	70 bps	<b>5.3%</b>	40 bps
Other Comprehensive Income	0	-1		2	
<b>Total Comprehensive Income</b>	<b>44</b>	<b>26</b>	<b>69%</b>	<b>41</b>	<b>7%</b>
<b>TCI Margin %</b>	<b>5.7%</b>	<b>4.9%</b>	80 bps	<b>5.5%</b>	20 bps
EPS	29.78	18.41		26.84	

# Historical Performance

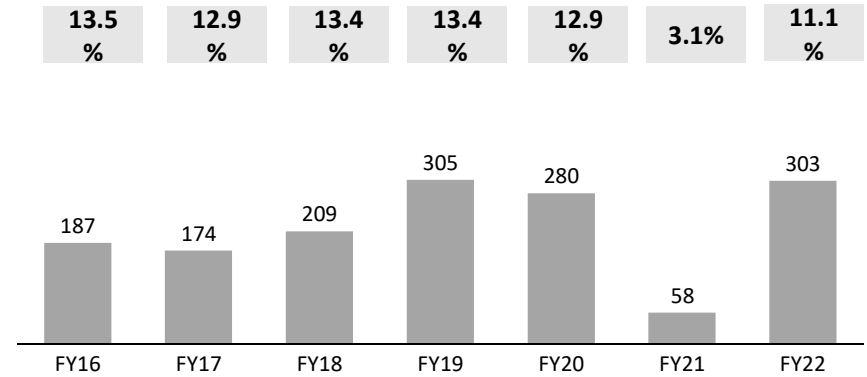
**Total Revenue Mix (Rs. Crores)**



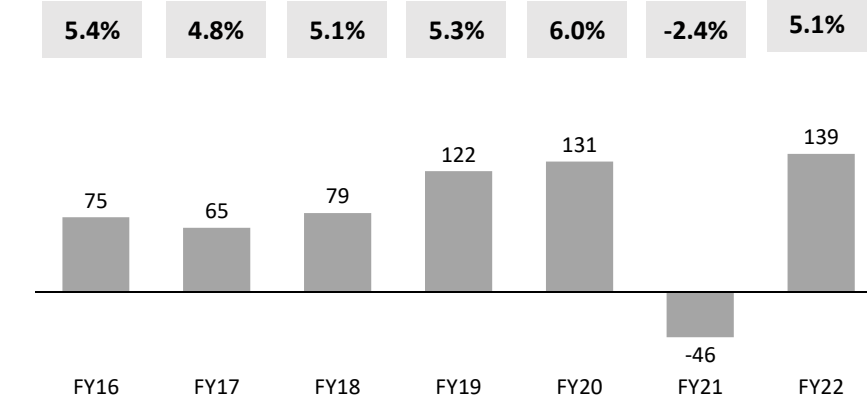
**Revenue Mix (%)**



**EBITDA (Rs. Crores) & EBITDA Margin**



**PAT\*\* (Rs. Crores) & PAT\*\* Margin**



Due to Covid-19, the figures do not represent normal quarter/operations and are not strictly comparable with last year or preceding quarter

\*High Margin Service Segment; \*\* PAT after Minority Interest



# Consolidated Profitability Statement

Profit and Loss (Rs. in Cr)	FY22	FY21	FY20	FY19	FY18	FY17	FY16
<b>Revenue from Operations (Net of Excise)</b>	<b>2,710</b>	<b>1,884</b>	<b>2,165</b>	<b>2,261</b>	<b>1,548</b>	<b>1,338</b>	<b>1,378</b>
Other Income	17	16	9	14	7	8	6
<b>Total Revenue</b>	<b>2,728</b>	<b>1,900</b>	<b>2,174</b>	<b>2,275</b>	<b>1,555</b>	<b>1,346</b>	<b>1,384</b>
Material Consumed	334	270	312	330	188	122	115
Contract Execution Expenses	1,633	1,224	1,230	1,215	815	793	899
Employee Cost	423	322	325	393	312	227	155
Other Expenses	34	26	27	33	31	31	28
<b>EBITDA</b>	<b>303</b>	<b>58</b>	<b>280</b>	<b>305</b>	<b>209</b>	<b>174</b>	<b>187</b>
<b>EBITDA Margin</b>	<b>11.1%</b>	<b>3.1%</b>	<b>12.9%</b>	<b>13.4%</b>	<b>13.4%</b>	<b>12.9%</b>	<b>13.5%</b>
Depreciation	37	36	39	46	43	41	39
<b>EBIT</b>	<b>266</b>	<b>22</b>	<b>241</b>	<b>259</b>	<b>166</b>	<b>133</b>	<b>148</b>
<b>EBIT Margin</b>	<b>9.8%</b>	<b>1.2%</b>	<b>11.1%</b>	<b>11.4%</b>	<b>10.7%</b>	<b>9.9%</b>	<b>10.7%</b>
Finance Cost	79	79	74	55	36	33	33
Share in Profit/(loss) in JV and Associates	-2	-3	2	2	0	1	0
<b>Profit before Tax</b>	<b>185</b>	<b>-60</b>	<b>168</b>	<b>206</b>	<b>130</b>	<b>100</b>	<b>116</b>
<b>Profit before Tax Margin</b>	<b>6.8%</b>	<b>-3.2%</b>	<b>7.7%</b>	<b>9.0%</b>	<b>8.4%</b>	<b>7.5%</b>	<b>8.4%</b>
Tax	46	-11	37	62	39	36	41
<b>PAT</b>	<b>139</b>	<b>-49</b>	<b>131</b>	<b>143</b>	<b>91</b>	<b>65</b>	<b>75</b>
Minority Interest	1	3	-1	22	11	0	0
<b>PAT after Minority Interest</b>	<b>139</b>	<b>-46</b>	<b>131</b>	<b>122</b>	<b>79</b>	<b>65</b>	<b>75</b>
<b>PAT Margin %</b>	<b>5.1%</b>	<b>-2.4%</b>	<b>6.0%</b>	<b>5.3%</b>	<b>5.1%</b>	<b>4.8%</b>	<b>5.4%</b>
<b>EPS</b>	<b>94.49</b>	<b>-31.00</b>	<b>89.24</b>	<b>82.69</b>	<b>54.01</b>	<b>43.96</b>	<b>54.08</b>

Due to Covid-19, the figures do not represent normal quarter/operations and are not strictly comparable with last year or preceding quarter

# Consolidated Balance Sheet

Assets (Rs. in Cr)	Mar-22	Mar-21
<b>Non - Current Assets</b>	<b>537</b>	<b>500</b>
Property Plant & Equipments	173	165
CWIP	2	5
Right-of-Use Assets	5	7
Goodwill	0	0
Other Intangible Assets	2	3
<b>Financial Assets</b>		
(i) Investments	37	39
(ii) Loans	0	0
(iii) Other Financial Assets	304	257
Deferred Tax Assets	12	22
Other Non Current Assets	1	2
<b>Current Assets</b>	<b>2,060</b>	<b>1,770</b>
Inventories	138	115
<b>Financial Assets</b>		
(i) Investments	2	2
(ii) Trade Receivables	667	534
(iii) Cash	73	14
(iv) Bank	77	51
(v) Loan	6	6
(vi) Other financial assets	545	564
Income Tax Assets	61	37
Other Current Assets	492	449
<b>Total Assets</b>	<b>2,597</b>	<b>2,270</b>

Equity & Liabilities (in Rs. Cr)	Mar-22	Mar-21
<b>Total Equity</b>	<b>1,046</b>	<b>908</b>
Share Capital	15	15
Reserves & Surplus	1,029	890
Non-Controlling Interest	3	4
<b>Non-Current Liabilities</b>	<b>207</b>	<b>127</b>
<b>Financial Liabilities</b>		
(i) Borrowings	35	16
(ii) Other Financial Liabilities	80	72
(iii) Lease Liabilities	2	3
Provisions	7	5
Other Non Current Liabilities	83	32
<b>Current Liabilities</b>	<b>1,344</b>	<b>1,235</b>
<b>Financial Liabilities</b>		
(i) Borrowings	492	493
(ii) Trade Payables	539	513
(iii) Lease Liabilities	2	3
Other Financial Liabilities	127	116
Other Current Liabilities	182	109
Provisions	2	1
<b>Total Equity &amp; Liabilities</b>	<b>2,597</b>	<b>2,270</b>

Due to Covid-19, the figures do not represent normal quarter/operations and are not strictly comparable with last year or preceding quarter

# Consolidated Cashflow Statement

Particulars (Rs. in Cr)	Mar-22	Mar-21
<b>Net Profit Before Tax</b>	<b>185</b>	<b>-60</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	114	112
<b>Operating profit before working capital changes</b>	<b>299</b>	<b>52</b>
Changes in working capital	-61	96
<b>Cash generated from Operations</b>	<b>238</b>	<b>148</b>
Direct taxes paid (net of refund)	61	26
<b>Net Cash from Operating Activities</b>	<b>177</b>	<b>122</b>
<b>Net Cash from Investing Activities</b>	<b>-54</b>	<b>-47</b>
<b>Net Cash from Financing Activities</b>	<b>-63</b>	<b>-91</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>60</b>	<b>-16</b>
Add: Cash & Cash equivalents at the beginning of the period	14	30
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>73</b>	<b>14</b>

Due to Covid-19, the figures do not represent normal quarter/operations and are not strictly comparable with last year or preceding quarter

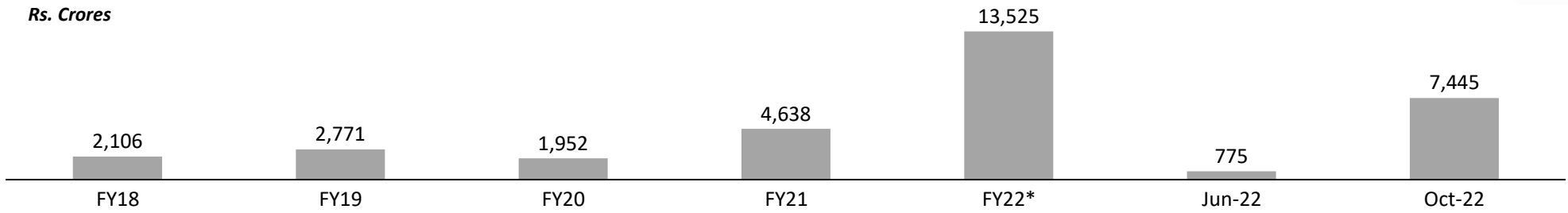
# Mine Development & Operation Project from CCL

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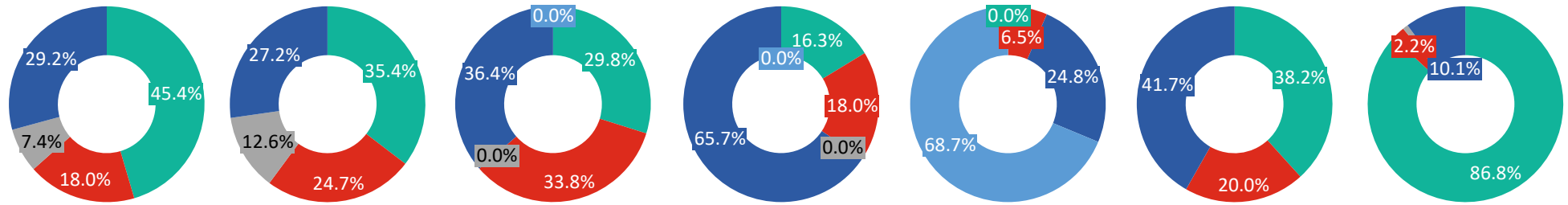
- Awarded a **Mine Development & Operation (MDO)** project from **Central Coalfields Limited (CCL)**, a subsidiary of **Coal India Limited**, aggregating to **Rs. 9,294 Crores** over the contract period.
- Consortium of Power Mech Projects Limited and AMR India Limited wherein **Power Mech is the consortium leader with 74% stake** and AMR India will hold 26% stake. An SPV - **M/s. KBP Mining Private Limited** has been formed to undertake the project
- **Duration of the contract is 25 years** which includes two years of development period and marks the entry of a new strategic business unit
- The project has total coal extraction capacity of approximately 105 million MT with an annual capacity of 5 million MT and overburden removal during the project period is over 539 MBCM
- The material handling expertise of the Company in project development combined with the technical expertise of AMR in the field of greenfield mining project development, will greatly help in the overall development of the project which will result in achieving of the targets given by Coal Mining and Service Agreement.
- This project will strengthen the already robust order book even further and enable the Company to **diversify its order book** which is in line with its strategy to have an optimum mix between power and non-power segments.
- The project will add more than **Rs. 400 crores annually to top line**. With the revenue coming in from the O&M business and this MOO projects, we expect to witness sustainable revenue with higher margins in the future for longer period.

# Strong Order Inflow

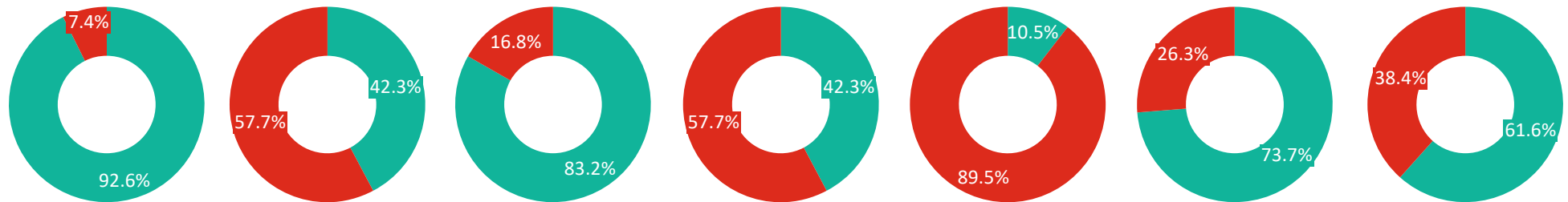
Rs. Crores



Erection O&M Electrical Works Civil & Other Works Mining



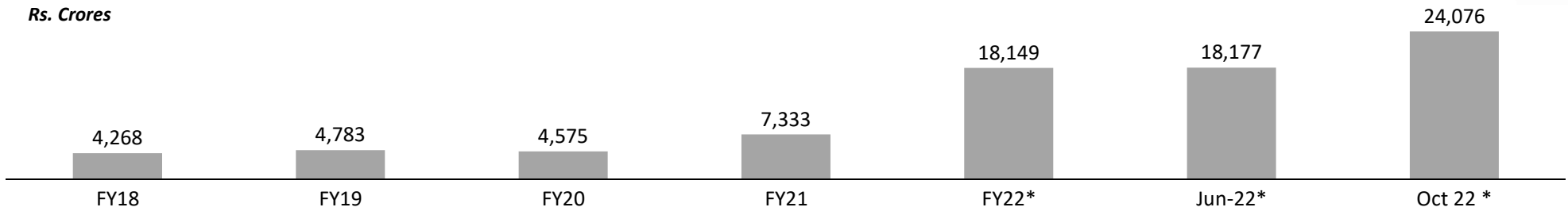
Power Non Power



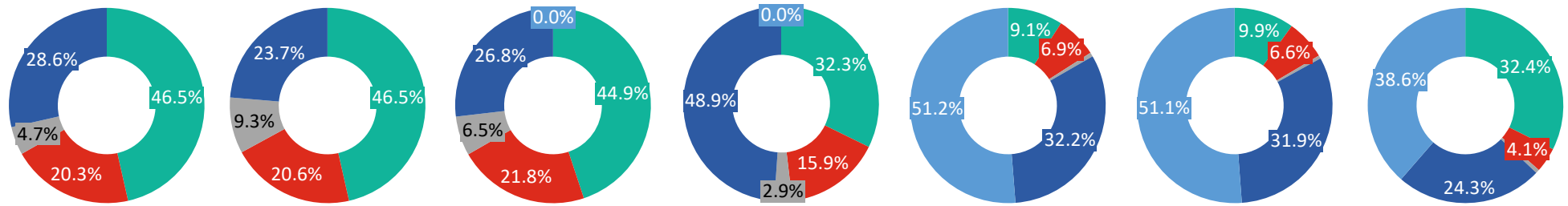
\* Including MDO contract of Rs. 9,294 crores (executable over 25 years)

# Order Back Log

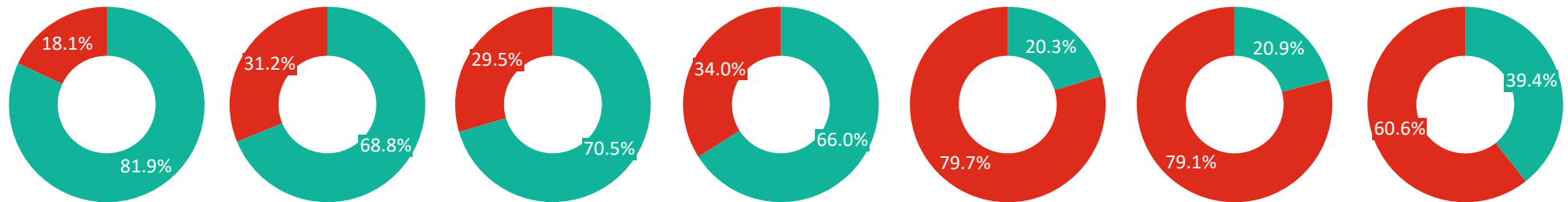
Rs. Crores



■ Erection 
 ■ O&M 
 ■ Electrical Works 
 ■ Civil & Other Works 
 ■ Mining



■ Power 
 ■ Non Power



\* Including MDO contract of Rs. 9,294 crores (executable over 25 years)



# Our Projects



# Industrial Construction: Domestic Projects (Erection, Testing & Commissioning)



3x660 MW Nabinagar STPP, NPGCL



3x660 MW Barh STPP, NTPC



2x660 MW Suratgarh STPP,  
RRVUNL



Lowering of pipe at Mundra to Kandla pipeline  
project-90 KM, Adani



2x500 MW Neyveli TPP, NLC



1x660 MW Harduaganj TPS,  
UPRVUNL



5x800 MW Yadadri TPP,  
TSGENCO



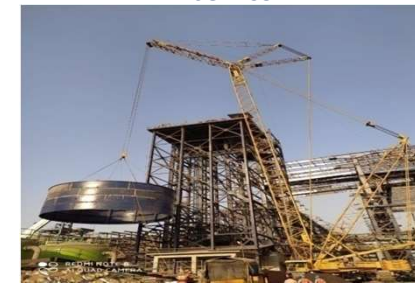
Lowering of Pipe Section, Mundra, Adani



Station Piping at Ennore, IOCL



Utility Corridor, Gallery Erection, Dolvi, JSW



SMS II – Overhead Tank, Dolvi - JSW



Erection of P&N Gallery at Bellary, JSW



# Infrastructure Construction: Civil, Architecture & Railway Works



5X800 MW Yadadri TPS, TSGENCO



1x800 Mw TPSS, North Chennai, TNGEDCO



1X660 MW Bhusawal TPS at Maharashtra-MAHAGENCO



Construction of Roadbed, Major and Minor Bridges, Track Linking, Gudivada - Machilipatnam section - RVNL



AMTZ- Infrastructure Development Works of Andhra Pradesh Med Tech Zone



MEMU Shed at Kanpur-RVNL



Construction of Ramayampet Canal -I & CAD- Telangana Govt.



2x660 Mw STPS, Suratgrah - RRVUNL

# Overseas Business



**4X660 MW Shuqiaq SSPP, KSA  
(Completed Project)**



**25 MW, Ray Project-RAY International LLC, Oman**



**1,516 MW IBRI IPP, SEPCO – 3, Oman  
(Completed Project)**



**2X660 MW at Rampal, Maitree,  
Bangladesh-BIFPCL**



**1,800 MW Alba PS5 CCPP, Bahrain  
(Completed Project)**



**1,390 MW Waad Al Shamal ISCCPP, GE, KSA**



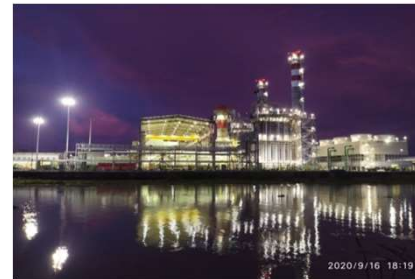
**1,519 MW Fadhili CHPP, Doosan, KSA**



**1800 MW Alba CCPP, ETC of GTG, STG,  
HRSG & BOP, Bahrain**



**Aweer Power Station H Phase IV, Elsewedy, Dubai 400 MW Dangote Oil Refinery & Petrochemicals Project, DORC, Nigeria**



**220 MW (GAS) / 212 MW, (HSD) CCPP, Bisho  
Infra, Bangladesh**



**Second Water Expansion Seawater  
Desalination Plant, Shuaibah-3, FISIA  
ABEIMA, KSA**

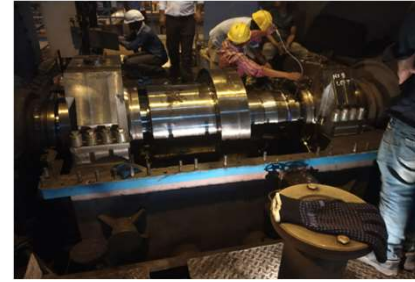
# Operations & Maintenance (O&M)



Siemens -138 MW Gas Turbine Paguthan



TG Overhauling 600 MW Jharsuguda Vedanta



Bearing Disassembly At NTPC-Simhadri



Control & Stop Valves Overhauling Sipat 660 MW



Capital Overhauling of Turbine 63 MW, SV Power, Korba Rotor Lifting-3



HP Heater Replacement 800 MW, CGPL Mundra 2



Cuplock Scaffolding Erection 800 MW, Mundra



MSH Line Modification, 600 MW Singareni



Main Turbine Overhauling, 660 MW, Kawai



Turbine AOH, 600 MW, Udipi



ID Fan AOH, 800 MW CGPL, Mundra



Urea Reactor Tank Installation At Ramagaundam, Telangana

# Manufacturing Facility, Hydro Power & Water



27.5 MLD STP, Networking at Palwal, MCPALWAL



Railway – Axil Box Housing



Fibrizer Rotor - Triveni Engineering



Implementation of Hydro Electric Project, 2 MW at Upper Kallar, KSEB



Implementation of Hydro Electric Project (2MW/5.14 Mu)-KSEB



Head stock - ISGEC Heavy Engineering



28 MLD STP at Karnal, TPL



Machining of Valve outer casing.



Heavy Duty Centre Lathes (Noida)



BHEL – HP Inner Casing



SR Furnace (Noida)



Manufacturing Unit (Noida)

# Contact Us

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For further information, please contact:

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## Company

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# Thank You