

Ref : CIL/STEX 30/Q4FY19

Date : May 13, 2019

To

The Secretary, BSE Limited

**Corporate relation Dept,** 

P.J. Towers, Dalal Street, Fort, Mumbai-400 001 The Secretary,

**National Stock Exchange of India Limited** 

Plot No. C/1, G Block, Bandra Kurla Complex

Bandra (East) Mumbai-400 051

Scrip Code - /Scrip Id: 540710/CAPACITE

Scrip Symbol: CAPACITE

Subject: Investor Presentation – May, 2019

Dear Sir/ Madam

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed Investor Presentation.

This is to further inform that the Investor Presentation has been uploaded on the website of the Company <a href="www.capacite.in">www.capacite.in</a> and is also available on the websites of the Stock Exchanges for your information and also for the information of the public at large.

This is for your information and records.

Yours Sincerely

For CAPACIT'E INFRAPROJECTS LIMITED

Sai Kedar Katkar

Company Secretary and Compliance Officer

Mumbai (Head Office) ;



#### **Safe Harbor**

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Capacit'e Infraprojects 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.

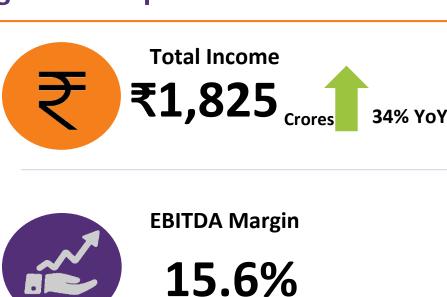




Hiranandani – The Walk, Mumbai, MMR

FY19 Standalone Performance

### Strong all round performance in FY19 despite tough industry environment





**₹285**<sub>Crores</sub>

**EBITDA** 



Cash PAT **₹198**Crores
23% YoY

**Total Collections** 

**~**₹1,745

Crore



Order Book (Private + Public) Ex. MHADA

₹7,177<sub>crores</sub>



Order Inflow (Private + Public) Ex. MHADA

~₹3,629<sub>cro</sub>

**Standalone Financials** 

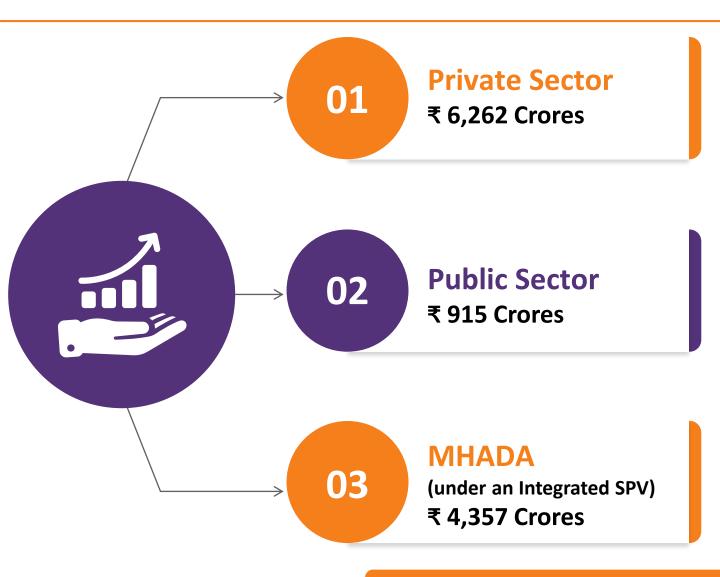
Final Dividend

₹ 1/ share

(Subject to shareholders approval)



### **Our Order Book Status**



~50% of the order inflow during FY19 are from existing clients

Order worth ₹ 484 Crore from Municipal Corporation of Greater

Mumbai, Health Infrastructure Cell in Q4FY19

**Project under Designing stage** 

**Total Order Inflow during FY19 was ₹ 3,629 Crs** 



# **Top Quality Clientele – Testimony of our Execution capabilities**

#### **Top 10 Client Groups comprise 75% of the Total Order Book**





### **Growth in the face of challenges**

**Challenges faced by the sector** 

Total Income by 34%
EBITDA by 25%
PAT 21%
Cash PAT by 23%

**NBFC liquidity crisis** 

Capacit'e Performance

Strong Order Inflow of ₹ 3,629 Crs

NGT ban on construction activities in North India

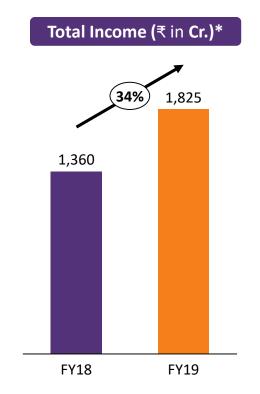
Total collections in FY19 is ~ ₹ 1,745 Crores

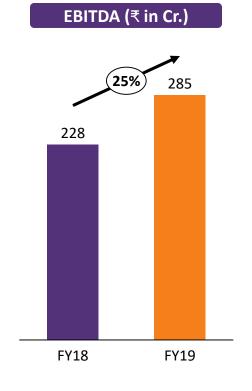
Improving Client Quality by adding marquee names in the clientele

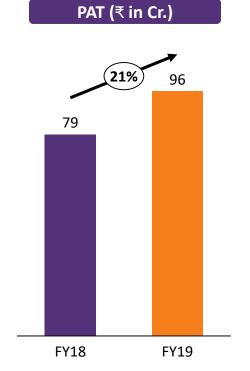
Robust performance delivered despite challenging environment

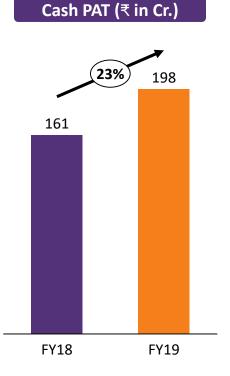


### **Key Standalone Financial Highlights of FY19**









\* Revenue growth is higher by 4% on account of IndAS 115 adoption w.e.f. 1<sup>st</sup> April 2018 pursuant to which an amount of ₹ 57.4 Cr is included in Total Income for FY19 (FY18 – ₹ 0)



### **Key Growth Drivers**



Increasing Market share of Tier 1 Developers

- Market share of category A & B developers has increased sharply in a very shot span of time
- Top developers have seen volume growth of 30-35% YoY in the last 4 quarters
- GST + RERA + NBFC liquidity crisis - Impacted unorganized and Tier 3&4 developers, in effect beneficial for the Large Financially strong players and hence beneficial for companies like Capacit'e



Beginning of the Housing Upcycle

- Housing has a 10-12 year cycle peak-to-peak
- The current downturn is already in its 6<sup>th</sup> year and seems to have bottomed out
- Upside eminent: Residential cycle in the top 6 cities have started to show signs of revival, with volume moving upwards



Mumbai Development Plan 2034

- FSI for Commercial properties Raised up to 5 in Mumbai from earlier 1.33
- FSI for Residential properties raised up to 3
- FSI in Suburbs was increased up to 2.5 for Residential and 5 for Commercial properties, respectively (from 2 and 2.5 earlier)



**Commercial Segment** 



**Retail Real Estate** 



**Warehousing Boom** 

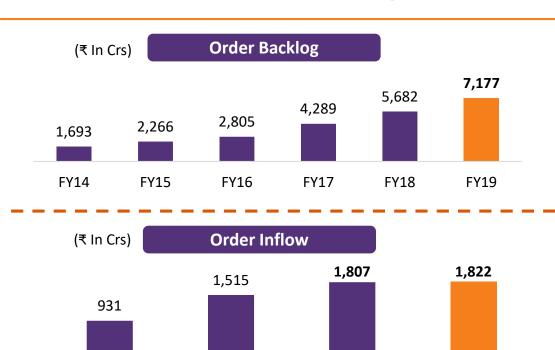
- India's office space per capita is 0.4x, which is one of the lowest in the world
- Grade A Office space absorption to exceed supply amid lower vacancy rates, thereby result into higher rental rates
- Demand from IT & Co-Working space rising
- Introduction of REITs in India is bound to reduce the financial deficit in the real estate sector

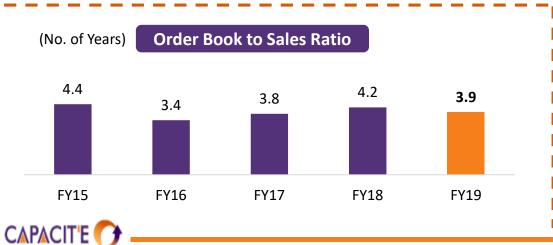
- Whopping 34 million sq. ft. (18% growth) of new mall space to be available by 2022
- Superior malls expected to provide impetus to the rental growth
- F&B and Entertainment to drive overall Retail space demand

- The Warehousing space in India is expected to be at 344 million sq ft by 2022
- This is more than double the current capacity of 169 million sq ft, and triple the capacity that existed in 2015



### **Order Book Details excluding MHADA**



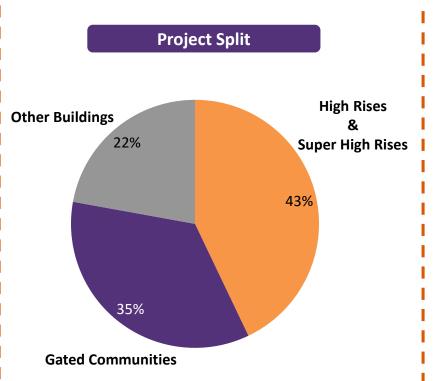


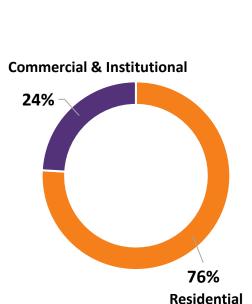
H1 FY19

H2 FY19

**H2 FY18** 

H1 FY18





**Category wise split** 

#### **Order book analysis**

- Top 10 Client groups contribute ~75% of the Order book
- ~50% of the Order wins during FY19 are repeat orders from existing client

# Q4 & FY19 Profit & Loss

Particulars (₹ In Cre)					Consolidated Financials				
Particulars (₹ In Crs)	Q4 FY19	Q4 FY18	Y-o-Y	FY19	FY18	Y-o-Y	FY19	FY18	Y-o-Y
Revenue from Operations	497.6	380.9	30.6%	1,787.6	1,335.6	33.8%	1,797.6	1,341.1	34.0%
Other Income	9.6	8.8		36.9	24.4		36.0	24.2	
Total Income	507.2	389.8	30.1%	1,824.5	1,360.0	34.2%	1,833.6	1,365.2	34.3%
Cost of Material Consumed (Incl. Construction Expenses)	373.1	272.0		1,320.4	966.3		1,333.9	970.9	
Employee Expenses	37.8	32.6		146.2	116.6		146.2	116.7	
Other Expenses	19.8	13.9		72.5	49.4		66.4	49.9	
EBITDA	76.6	71.3	7.4%	285.4	227.7	25.3%	287.1	227.8	26.1%
EBITDA Margin (%)	15.1%	18.3%		15.6%	16.7%		15.7%	16.7%	
Depreciation	24.6	26.9		89.0	67.2		89.0	67.2	
Finance Cost	15.1	10.7		49.1	39.8		49.1	39.9	
Profit before Tax and before share of Profit/(Loss) of Associates and JV	36.8	33.7	9.1%	147.3	120.7	22.0%	149.0	120.7	23.5%
Share of Profit/(Loss) of Associates and JV	0.0	0.0		0.0	0.0		0.0	0.8	
Profit before Tax	36.8	33.7	9.1%	147.3	120.7	22.0%	149.0	121.5	22.6%
Tax	10.9	11.4		51.7	42.0		51.7	42.0	
Profit After Tax	25.9	22.4	15.9%	95.6	78.7	21.4%	97.3	79.6	22.3%
PAT Margin (%)	5.1%	5.7%		5.2%	5.8%		5.3%	5.8%	
Other comprehensive income	0.2	0.3		0.5	0.6		0.5	0.6	
Total comprehensive income (TCI)	26.1	22.7	15.3%	96.1	79.4	21.0%	97.8	80.2	21.9%
Diluted EPS	3.82	4.31		14.08	13.71		14.33	13.85	
Cash PAT*	58.5	61.5	-4.9%	198.4	160.9	23.3%	200.0	161.7	23.6%
Cash PAT Margin	11.5%	15.8%		10.9%	11.8%		10.9%	11.8%	



# **FY19 Standalone Balance Sheet - Strong Balance Sheet with low leverage**

ASSETS (₹ In Crs)	Mar-19	Mar-18
NON-CURRENT ASSETS	726	541
Property, plant & equipment	539	409
Capital work-in-progress	4	0
Intangible assets	2	1
Investments	12	19
Trade receivables	66	50
Loans	0	0
Other Financial Assets	28	29
Current tax assets (Net)	13	0
Other Non - current assets	62	32
CURRENT ASSETS	1,324	1,192
Inventories	91	216
Investments	0	0
Trade receivables	529	415
Cash & Cash Equivalents	30	13
Bank balances other than cash & cash equivalent	163	311
Loans	29	40
Other Financial Assets	391	142
Other Current assets	91	56
TOTAL ASSETS	2,050	1,734

EQUITY AND LIABILITIES (₹ In Crs)	Mar-19	Mar-18
EQUITY	843	749
Equity Share capital	68	68
Other equity	775	682
NON-CURRENT LIABILITIES	235	192
Borrowings	58	48
Other financial liabilities	42	29
Provisions	1	1
Deferred tax liabilities (Net)	57	40
Other Non-Current Liabilities	76	73
CURRENT LIABILITIES	972	792
Borrowings	178	139
Trade Payables	533	447
Other Financial Liabilities	61	77
Provisions	22	18
Current Tax Liabilities (net)	12	5
Other current liabilities	166	107
TOTAL EQUITY & LIABILITIES	2,050	1,734



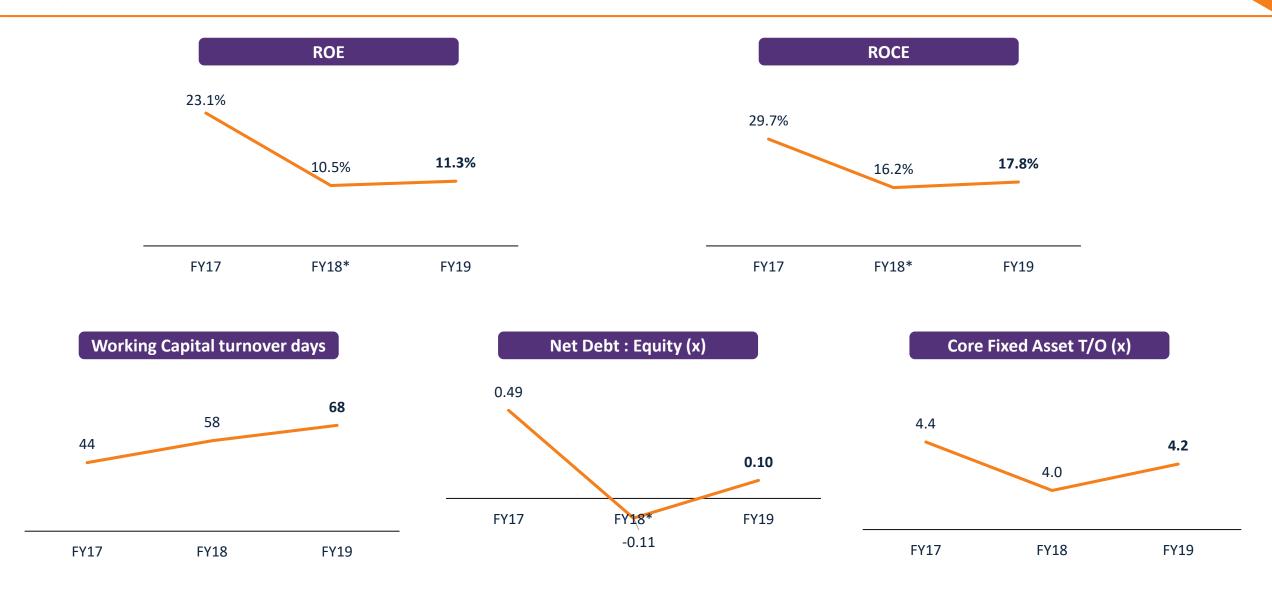
# **FY19 Consolidated Balance Sheet - Strong Balance Sheet with low leverage**

ASSETS (₹ In Crs)	Mar-19	Mar-18
NON-CURRENT ASSETS	718	524
Property, plant & equipment	539	409
Capital work-in-progress	4	0
Intangible assets	2	1
Investments	0	0
Trade receivables	68	52
Loans	0	0
Other Financial Assets	28	29
Current tax assets (Net)	15	0
Other Non - current assets	62	32
CURRENT ASSETS	1,333	1,209
Inventories	91	224
Investments	0	0
Trade receivables	533	419
Cash & Cash Equivalents	30	13
Bank balances other than cash & cash equivalent	163	311
Loans	29	40
Other Financial Assets	391	142
Current Tax Assets (net)	-	0
Other Current assets	95	59
TOTAL ASSETS	2,051	1,734

EQUITY AND LIABILITIES (₹ In Crs)	Mar-19	Mar-18
EQUITY	843	748
Equity Share capital	68	68
Other equity	775	680
NON-CURRENT LIABILITIES	235	192
Borrowings	58	48
Other financial liabilities	42	29
Provisions	1	1
Deferred tax liabilities (Net)	57	41
Other Non-Current Liabilities	76	73
CURRENT LIABILITIES	973	794
Borrowings	178	139
Trade Payables	534	447
Other Financial Liabilities	61	77
Provisions	22	18
Current Tax Liabilities (net)	12	5
Other current liabilities	167	108
TOTAL EQUITY & LIABILITIES	2,051	1,734



# **Key Financial Indicators**





Standalone Figures \*Company

\*Company came out with its IPO during FY18



**Our Story** 

Godrej Central – Mumbai, MMR

# **Capacit'e Infraprojects Ltd: Transforming Vision into Reality**



### Management

Experienced & Strong
Management Team with
years of domain
knowledge in
Infrastructure creation



#### Resources

Ownership of Core
Assets + Team of
highly skilled
workforce helping to
Focus on execution to
become a 'Preferred
Construction Partner'



#### **Financials**

Strong and well capitalized Balance Sheet & Financial performance



#### Clientele

Marquee client base resulting into repeat orders and yielding a Large Order book with high revenue visibility



### **Ready to Capitalize on vast opportunities**





# **Our Strategy: Focused Player in Buildings Segment**





### Scalable Business Model on back of Best in Class Resources



- 1. Modern Technology: Temperature controlled concrete for mass pours, self compacting free flow concrete for heavily reinforced pours and special concrete for vertical pumping in Super High Rise Buildings
- 2. Core Assets: Automatic Climbing Systems, Modular Deck Panel System Formwork (Flat Slab), Aluminium Formwork, Tunnel Formwork, Table Formwork, Conventional System, Modular Panel System Formwork
- **3. Skilled Workforce:** 1,300+ employees; ~1,000 contract workers; 20,000+ sub contract workers
- 4. Well Defined Processes: Well established processes to execute projects in an efficient and timely manner along with maintaining highest quality standards and thereby winning Repeat orders from existing clients
- **5. ERP System:** Entire business process of procurement and services besides accounting functions are transacted in Buildsmart ERP

#### **Our FOCUS – To Create a Sustainable Future**

#### **Balance Sheet Focus**

**Focus on maintaining comfortable Debt/Equity levels** which stems from our ethos of building relationships with credible organized players thereby ensuring cash flow security and timely

completion along with closure of projects

#### **Client Quality**

Focus on quality of client which ensures timely execution, Cash flow security and regular repeat orders



#### **Asset Turnover**

Focus on improving Asset Turnovers by efficient deployment & maintenance of resources ensuring faster turnaround and thereby enabling us to grow the orderbook

#### **Highly Skilled Team**

High quality team of engineers and technicians to execute challenging and complex projects in timely manner



#### **Certifications & Awards**

#### **Certificate of Compliance**



**Integrated Management System** 



Quality Management System ISO 9001:2008



Environmental Management System ISO 14001:2004



Occupational Health and Safety
Management System
OHSAS 18001:2007

#### **Golden Peacock Award**





# Marquee Clientele... a testimony of our Execution Track record

















Add Prestige to your life



PRIVILEGED TO SERVE.















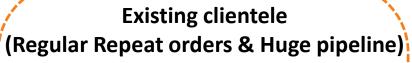








Rustomjee





**Addition of New clients** 



**Timely delivery** 



**Quality output** 



**Growing Order Book** 



FOUR SEASONS

PRIVATE RESIDENCES



# **Management & Board**

Rustomjee Seasons, Mumbai, MMR

### **Experienced Promoters at the helm of affairs...**



Has a vast experience of ~27 years

 Currently focuses on Finance, Commerce and Accounts functions at Capacit'e Infraprojects Ltd.

**Executive Director & CFO** 

- Has a vast experience of ~23 years
- Currently looks after the Operations and Business Development domains at Capacit'e Infraprojects Ltd.

**Managing Director** 

- Executive Director
- Has a vast experience of ~28 years
- Currently focuses on Business Development & Operations in North zone for Capacit'e Infraprojects Ltd.



### **Governed by a Strong Board of Directors**



Mr. S.B. Mainak
Chairperson (Independent)

- Has more than 30 years of exp.
- Previously, was MD at LIC of India, Served on the Board of NSE & Stock Holding Corporation of India, Independent Director appointed by GOI with Satyam Computers for restructuring post fraud, Prof. & Head of Finance of National Insurance Academy (NIA)



Mr. Arun Karambelkar Independent Director

- Has ~37 years of exp.
- Previously President & CEO at Hindustan Construction Company (HCC)



Mr. Siddharth D. Parekh Non-Executive Director

- Has ~ 16 years of exp.
- Previously, worked at IFC in Washington DC and BCG in New York
- Currently, Partner at Paragon Advisors Partners, LLP



Mr. Sumeet S. Nindrajog Non-Executive Director

- Has ~ 16 years of exp.
- Previously, worked at Ares Management in LA, and UBS investment banking
- Currently, Partner at Paragon Advisors Partners, LLP



Ms. Farah Nathani – Menzies Independent Director

- Is an MBA from Harvard Business School and B.A.-B.Sc. from the University of Pennsylvania's Wharton School
- Previously worked at & Company, Bain Godrei Consumer Products & Godrej **Industries** and currently Co-Founder The of Mumum Company



# **Our Creations**



# **Tata Trust Cancer Hospital (Varanasi)**













# Wadhwa Group, H Mill - Tower 1 & 2 (MMR)











# Lodha, The Park (Trump Towers) (MMR)









# Lodha, One Altamount (MMR)

## Currently India's Tallest Composite Residential Building "Completed" In India







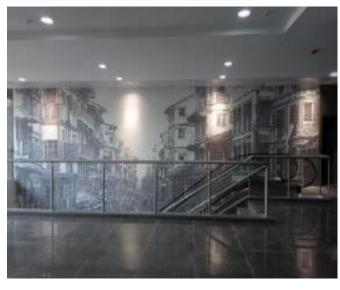


# Saifee Burhani Upliftment Trust (MMR)

Efficiently executing a huge project in the crowded vicinity of Bhendi Bazar comprising of narrow lanes











### **Our Creations**

Bharti Worldmark, Gurgaon



Ozone Hyatt, Bengaluru



Century Breeze, Bengaluru



Paras Quartier, Gurgaon, NCR





## Some Projects that we have Virtually Completed/ Delivered (1/3)



#### **Godrej Summit**

- Residential project at Sector 104, Gurgaon
- Vertical height of the project is ~54 meters
- Project scope construction of 7 towers with Basement and Ground plus 17 floors

#### Seaview – Candor

- Commercial project at Sector 135, Noida
- Vertical height of the project is ~63 meters
- Project scope construction of 3 towers with 02 Basements and Ground plus 14 floors
- Project executed for Seaview Developers (a Brookfield investee company)





#### **Sir Gangaram Hospital trust**

- Multilevel car park
- Vertical height of the building is ~ 35 meters.
- One of the Design Build project executed



## Some Projects that we have Virtually Completed/ Delivered (2/3)



#### **Auris Serenity Tower 2**

- Residential project located at Malad, constructed for Transcon Sheth Creators
- Vertical height of the building is 240m
- Project scope 1 tower with 7 podiums, ecodeck, 58 typical floors and 3 fire check floors

#### **Bharti Worldmark**

- Commercial project executed for Bharti Airtel in Sector 65, Gurgaon
- Vertical Height of the structure is ~ 42 meters
- Project scope construction of 4 towers with 2
   Basements and Ground plus 14 floors





#### **Godrej Central**

- Residential project
- 7 Rehab Buildings, 7 Sale Buildings, 6 Standalone Buildings
- Height of the Building is 50m
- No of Floors 14
- Project scope Shell & Core and Blockwork, Plaster



### Some Projects that we have Virtually Completed/ Delivered (3/3)



#### Hiranandani - The Walk

- 6 Buildings, Build up area 10.7 Lakh Sq. ft.
- Building Height is 65 m
- Project Scope Shell & Core and Blockwork

#### Sattva – Cadenza

- 7 Buildings, Build up area is 10.46 Lakh Sq. ft.
- Building Height is 70m
- Project Scope Shell & Core and Blockwork,
   Tilling & Painting





#### **Provident – The Tree**

- 2 Buildings; Building 1 has 3 wings & Building 2 has 4 wings
- Build up area is 10.46 Lakh Sq. ft.
- Building Height is 38m
- Project Scope Shell & Core and Blockwork,
   Tilling & Painting





**Transcon Sheth Auris Serenity, Mumbai, MMR** 

# **Our Industry**

# **Favorable Industry Dynamics**

#### RERA

- Leading to a shift from Un-Organized to Organized
- Supports Construction EPC players

#### **PMAY Scheme**

A ~Rs. 4.5 Trillion opportunity driven by 'Pradhan Mantri Awas Yojna' (PMAY) under the 'Housing for All' scheme and spend on Smart-Cities/AMRUT

### **Growing demand for Commercial & Retail space**

- Lack of Fresh office space
- Organized retail growing by 25-30% p.a.
- Increase in PE Investments

### **Education & Hospitality segment**

#### Govts. focus on:

- Developing educational institutions
- Promote tourism in Tier 2 and Tier 3 cities provides huge opportunities to the EPC players

### Airports, Ports, Metros

 Presents a ~Rs. 4 Trillion opportunity combined in all 3 segments



Source: Phillip Capital Report, IBEF

### Mumbai Development Plan 2034

#### Increase in FSI

 Government has increased the Floor Space Index, for both commercial and residential buildings

### **Affordable Housing Push**

- The authorities have approved to release 3,355 hectares of land previously designated as no-development zone for building apartments and commercial complexes in Mumbai of which 2,100 hectares of it will go for affordable housing under the Development Plan 2034
- Some of the key highlights of this plan are target of 1 million affordable homes, Theme gardens, pay and park zones, oldage homes, walking provision, farmers market, etc.

### Central & Suburban Mumbai to benefit

- The non-development zones proposed to be unlocked for affordable homes are located in parts of central and suburban Mumbai like:
  - Wadala, Sewri and Cotton Green in Central Mumbai
  - Bhandup & Mulund in Northeastern suburbs and
  - Gorai & Manori in the Northwestern suburbs

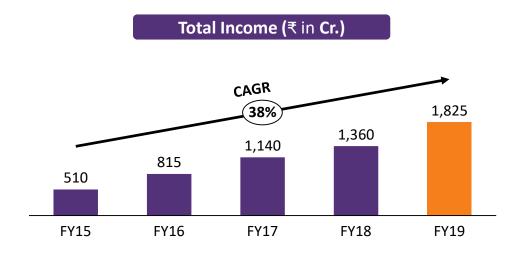


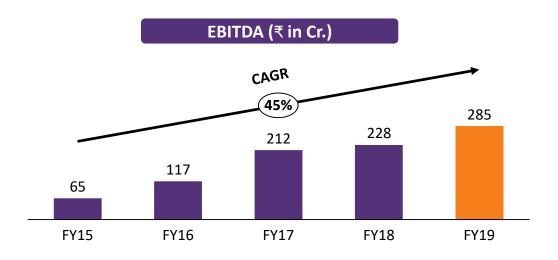


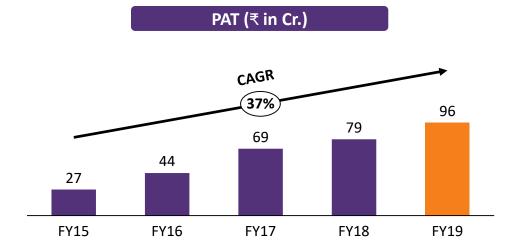
**Our Historical Performance** 

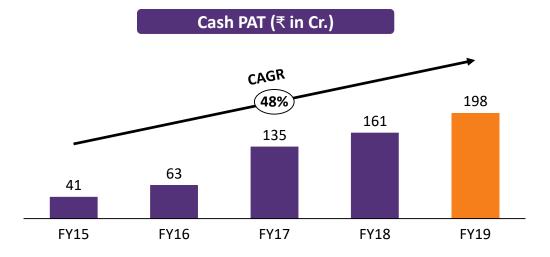


# **Strong Standalone Financial Performance**











# **Standalone Profit & Loss Statement**

Particulars (₹ In Crs)	FY19	FY18	FY17
Revenue from Operations	1788	1,336	1,125
Other Income	37	24	15
Total Income	1825	1,360	1,140
Cost of Material Consumed (Incl. Construction Expenses)	1,320	966	796
Employee Expenses	146	117	87
Other Expenses	73	49	46
EBITDA	285	228	212
EBITDA Margin (%)	15.6%	16.7%	18.6%
Depreciation	89	67	65
Finance Cost	49	40	42
Profit before Tax	147	121	105
Тах	52	42	36
Profit After Tax	96	79	69
PAT Margin (%)	5.2%	5.8%	6.1%
Cash PAT	198	161	135
Cash PAT Margin (%)	10.9%	11.8%	11.8%



# **Standalone Balance Sheet**

ASSETS (₹ In Crs)	Mar'19	Mar'18	Mar'17
NON-CURRENT ASSETS	726	543	381
Property, plant & equipment	539	409	324
Capital work-in-progress	4	0	7
Intangible assets	2	1	2
Investments	12	19	0
Trade receivables	66	50	16
Loans	0	2	3
Other Financial Assets	28	29	13
Current tax assets (Net)	13	0	1
Other Non - current assets	62	32	16
CURRENT ASSETS	1,324	1,190	697
Inventories	91	216	170
Investments	0	0	0
Trade receivables	529	415	358
Cash & Cash Equivalents	30	13	11
Bank balances other than cash & cash equivalent	163	311	39
Loans	29	52	30
Other Financial Assets	391	128	31
Current tax assets (Net)	-	-	3
Other Current assets	91	56	54
Assets held for sale	-	-	1
TOTAL ASSETS	2,050	1,734	1,078

EQUITY AND LIABILITIES (₹ In Crs)	Mar'19	Mar'18	Mar'17
EQUITY	843	749	299
Equity Share capital	68	68	44
Other equity	775	682	255
NON-CURRENT LIABILITIES	235	192	203
Borrowings	58	48	67
Other financial liabilities	42	29	33
Provisions	1	1	2
Deferred tax liabilities (Net)	57	40	26
Other Non-Current Liabilities	76	73	74
CURRENT LIABILITIES	972	792	577
Borrowings	178	139	97
Trade Payables	533	447	310
Other Financial Liabilities	61	77	47
Current tax liabilities (Net)	12	5	4
Provisions	22	18	2
Other current liabilities	166	107	116
TOTAL EQUITY & LIABILITIES	2,050	1,734	1,078



### For further information, please contact





#### Company: Investor Relations Advisors:

#### Capacit'e Infraprojects Ltd.

CIN - L45400MH2012PLC234318

Mr. Alok Mehrotra (President, Corporate Finance)

ir@capacite.in

www.capacite.in

#### Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shogun Jain/Mr. Pratik R. Shah

shogun.jain@sgapl.net / pratik.shah@sgapl.net

+91 77383 77756 / +91 9769260769

www.sgapl.net

