

Date: November 3rd, 2018

To
BSE Limited
PhirozeJeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code- 541019

To
National Stock Exchange of India Ltd
Exchange Plaza, C-1,Block G,
Bandra Kurla Complex,
Mumbai- 400051
Scrip Code- HGINFRA

Dear Sir/Madam,

Sub: Investor Presentation of the Company for Q2 and H1 Financial Year, 2019

Please find enclosed a copy of Investor Presentation on the financial results of the Company for your information and record.

This is for you information and record

Kindly request you to take the same in your records.

Thanking You,

Your Faithfully

For H.G. Infra Engineering Limited

Rajeev Mishra
Chief Financial Officer



H. G. INFRA ENGINEERING LTD.

(Erstwhile known as H.G. Infra Engineering (P) Ltd.)

Visit us at : www.hginfra.com
E-mail : info@hginfra.com

Corp. Office : III Floor, Sheel Mohar Plaza, A-1, Tilak Marg, C-Scheme
Jaipur-302001 (Raj.)
Regd. Office : 14, Panchwati Colony, Ratanada, Jodhpur-342001 (Raj.)

Tel. : +91 141 4106040 - 41
Fax : +91 141 4106044
Tel. : +91 291 2000307
Fax : +91 291 2515321



HGIEL

We Make People Move...

Investor Presentation, Nov 2018

H.G. Infra Engineering Ltd

We make people move

Outline

01 ➤ Q2 & H1 FY19 Result Highlights

02 ➤ About the Company

03 ➤ Key Strengths and Drivers

04 ➤ Growth Strategy

05 ➤ Financial Highlights

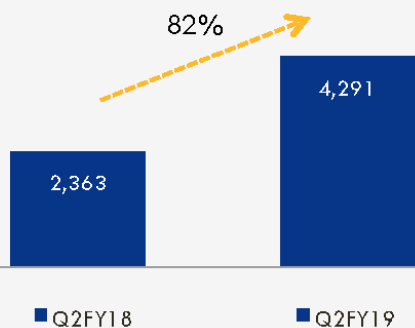


01 > Q2 & H1 FY19 Results Highlights

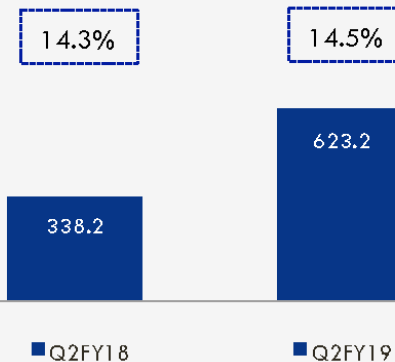
Result Highlights Q2FY19

Robust growth in topline and profitability

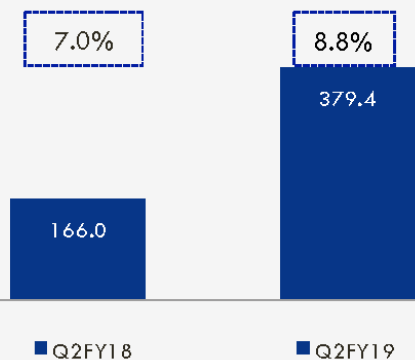
Revenue



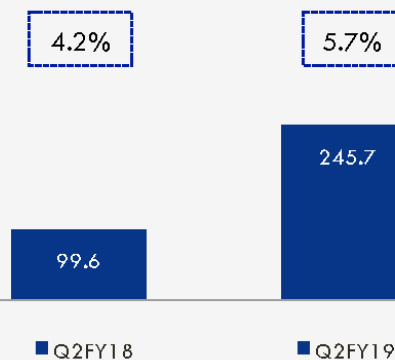
EBITDA and EBITDA Margin



PBT



PAT and PAT Margin



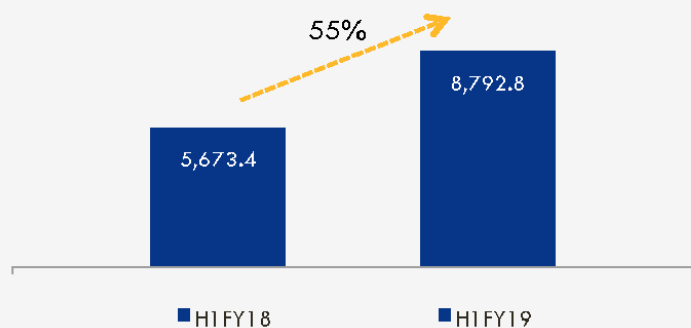
Financials in Rs mn

Revenue for Q2FY19 is net of GST, whereas for previous Quarters are gross numbers

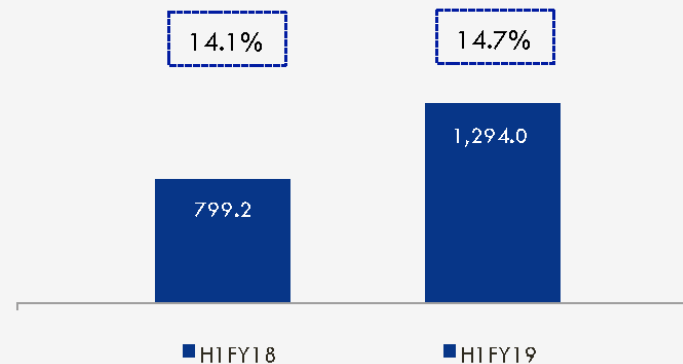
Result Highlights H1FY19

55% growth in revenue; higher margin

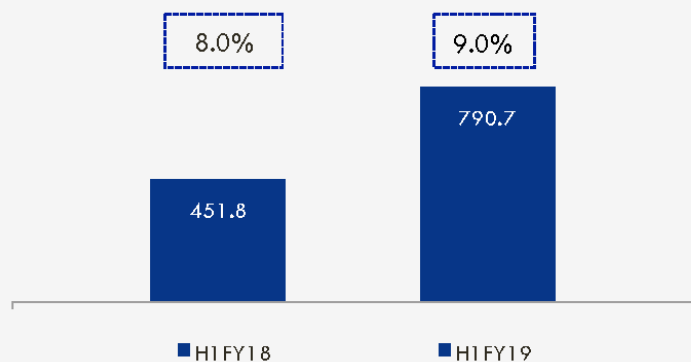
Revenue



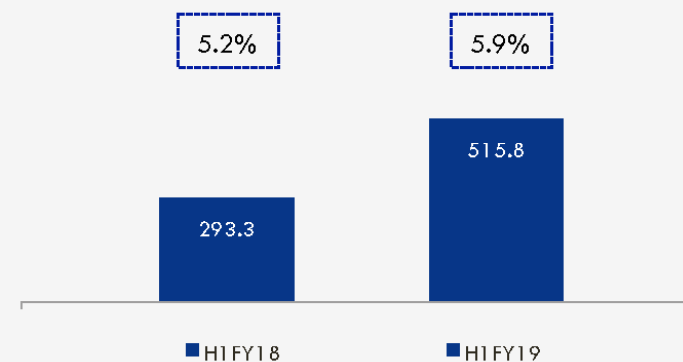
EBITDA and EBITDA Margin



PBT



PAT and PAT Margin



Financials in Rs mn

Revenue for H1FY19 is net of GST, whereas for previous period are gross numbers

Q2FY19 & H1FY19 Standalone Profitability Highlights

	Q2FY19	Q2FY18	YoY	H1FY19	H1FY18	YoY
Revenue from operations	4,291.1	2,363.4	81.6%	8,792.8	5673.4	55.0%
Cost of material consumed	1,999.1	986.7	102.6%	4,255.2	2464.5	72.7%
Contract and site expenses	1,331.0	833.2	59.7%	2,580.3	2020.1	27.7%
Employee expenses	291.3	172.9	68.5%	573.9	325.23	76.4%
Other expenses	46.5	32.5	42.9%	89.4	64.4	38.7%
Total Operating expenses	3,667.9	2,025.3	81.1%	7,498.8	4874.2	53.8%
EBITDA	623.2	338.2	84.3%	1,294.0	799.2	61.9%
EBITDA margin	14.5%	14.3%	--	14.7%	14.1%	--
Finance Cost	96.0	79.7	20.4%	211.3	152.0	39.0%
Depreciation	177.3	112.6	57.5%	352.1	217.2	62.1%
Other Income	29.5	20.2	46.3%	60.0	21.8	174.9%
PBT	379.4	166.0	128.5%	790.7	451.8	75.0%
PBT margin	8.8%	7.0%	--	9.0%	8.0%	--
Tax Expenses (Credits)	133.7	66.5	101.3%	274.9	158.5	73.4%
PAT	245.7	99.6	146.7%	515.8	293.3	75.8%
PAT margin	5.7%	4.2%	--	5.9%	5.2%	--

Financials in Rs mn

Revenue for Q2FY19 & H1FY19 is net of GST, whereas for Q2FY18 & H1FY18 are gross number

Balance Sheet

Rs mn	Sep'18	Mar'18
Share Capital	651.7	651.7
Reserves	5,232.5	4,756.9
Shareholders' Funds	5,884.2	5,408.6
Secured Loans	787.7	1,247.0
Other liabilities	537.0	488.6
Total Non-Current Liabilities	1,324.7	1,735.6
Trade Payables	2,226.2	2,793.4
Other Current Liabilities	1,078.3	1,764.4
Current Tax Liabilities	88.2	47.8
Short Term Provisions	1,454.8	1,332.9
Short Term Borrowings	2,145.9	1,761.7
Total Current Liabilities	6,993.4	7,700.2
Total Liabilities	14,202.2	14,844.4
Fixed Assets incl. CWIP	4,734.9	4,200.0
Long Term Loans & Advances	163.2	142.1
Other Non Current Assets	389.6	316.3
Total Non-Current Assets	5,287.7	4,658.4
Inventories	1,271.7	1,067.5
Sundry Debtors	4,187.2*	4,294.3
Cash and Bank	1,141.8	2,289.3
Short term Loans and Advances	1,738.8	2,032.8
Other Current Assets	575.1	502.0
Total Current Assets	8,914.5	10,186.0
Total Assets	14,202.2	14,844.4

Financials in Rs mn

Sundry Debtors as on Sep'18 include Rs 1,456 Mn of Retention Money



Company Overview

Experienced roads and highways construction company

15

Years of track record in
project execution

31

projects under execution
(26 roads & highways)

1,500+

Number of plant &
machinery

6

States where projects
have been executed

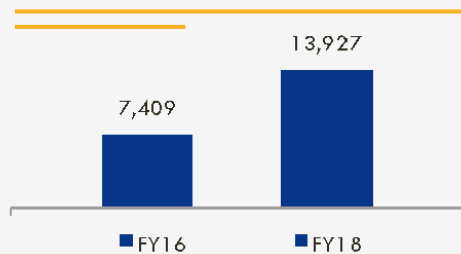
3,700

Qualified and
experienced employees

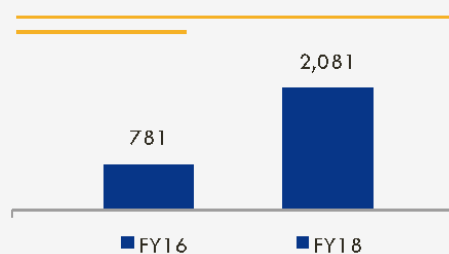
Rs 4,882 mn

Order Book
(unexecuted as on Sept 30, 2018)

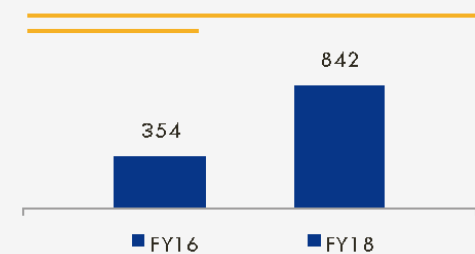
Revenue (1.9X)



EBITDA (2.7x)



PAT (2.4x)



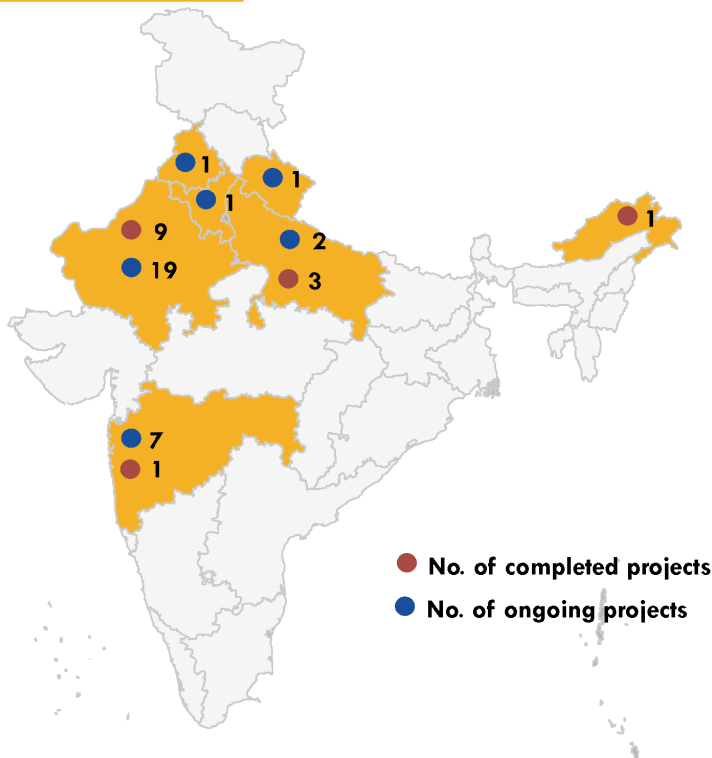
Revenue for FY18 is net of GST, whereas for previous years are gross numbers
All operational data is as on Sept 30, 2018



Track Record

Executed projects across geographies and clients

Presence across 6 states



Clients



Accreditations and awards

Quality Management



Environment Management



Health & Safety



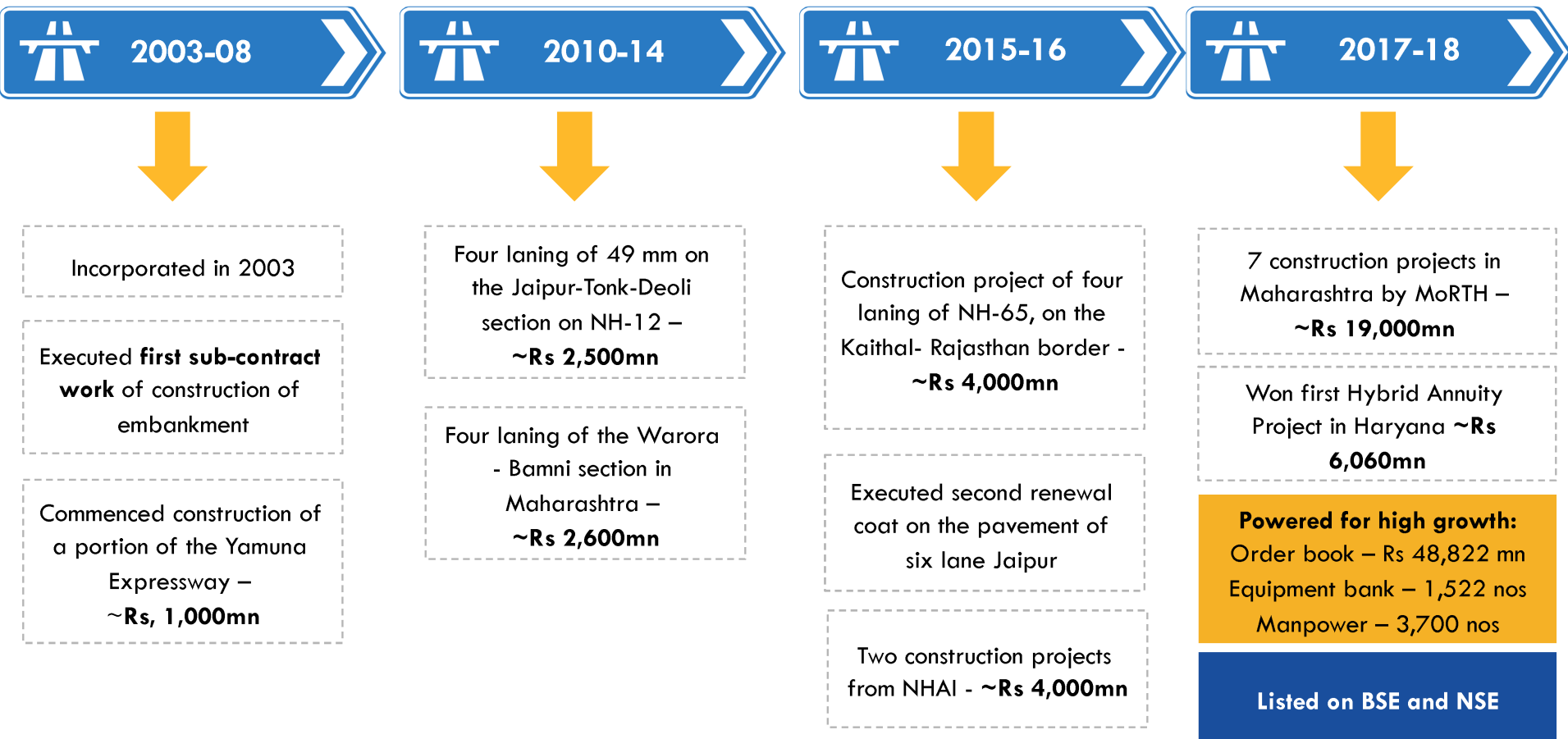
- ◆ Letter of appreciation in 2012 from L&T for being the most quality consciousness sub-contractor
- ◆ Bonus from PWD for early completion of widening and strengthening of NH-96 Faizabad-Allahabad Road in UP

Pre-qualified to bid independently for bids by NHAI and MoRTH for contract values of up to Rs 11,200 mn

All operational data is as on Sept 30, 2018

Milestones

Evolved from sub-contractor to main contractor with higher value contracts



*Milestones are as per calendar year