



# MAN INFRACONSTRUCTION LIMITED

Investor Presentation  
December 2015



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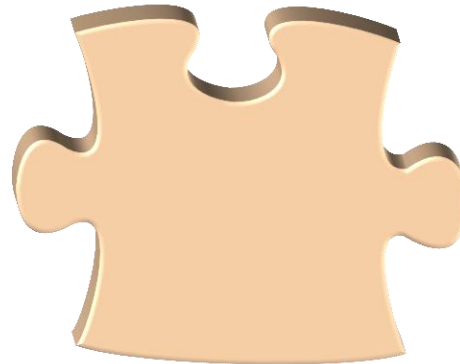
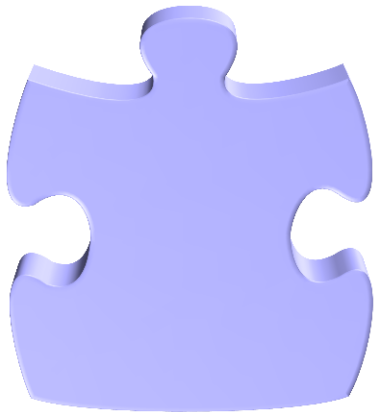
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## Passionate Promoters

- ✔ With over 5 decades of Experience, Man Infraconstruction Ltd was incorporated in 2002 by Mr. Parag Shah & Family
- ✔ Promoters own ~60% stake in the company
- ✔ Hands on Approach & entrepreneurial drive define Promoters & the Ethos with which the foundation of the company has been built

## EPC

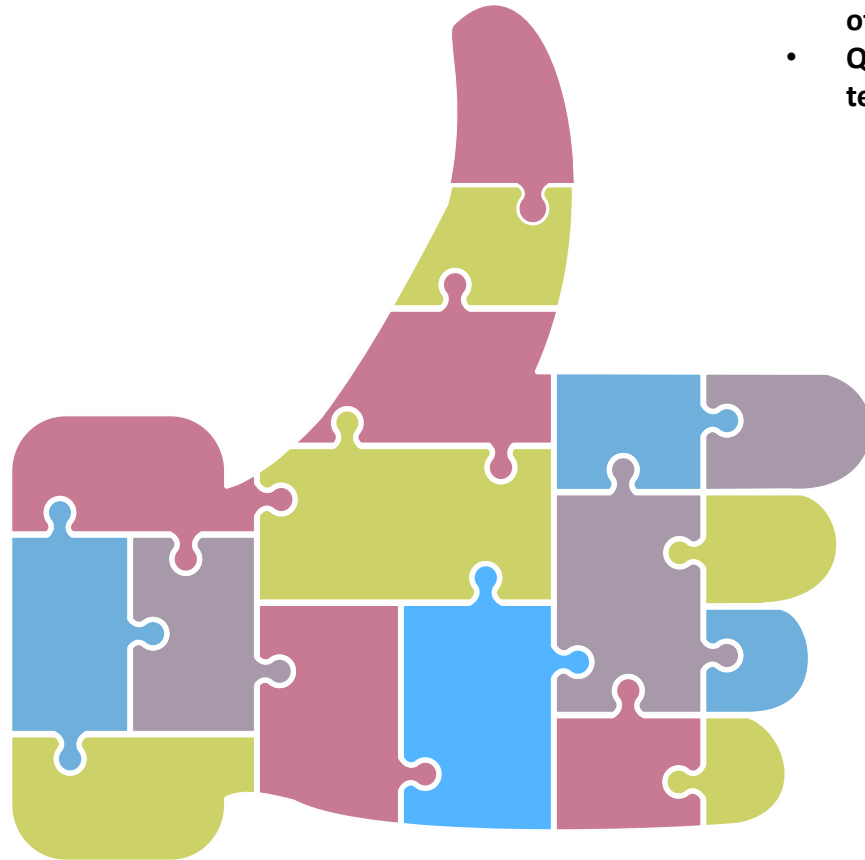
- ✔ Executed Port Infrastructure work for 5 Ports in India
- ✔ Executed ~25mn sq. ft. of Residential & Commercial Construction across Geographies



## Real Estate

- ✔ Recently entered Real Estate Development to leverage EPC capabilities
- ✔ Currently developing ~5mn sq. ft. of Residential Projects in Mumbai





## Management Team

- Dedicated Management Team with low attrition of Senior Management
- Qualified & well trained workforce of engineers, technical staff & project managers

## Own Equipment Bank

- Large part of Equipments are owned
- Helps in Fast mobilization & timely delivery of Projects

## Client Relationships

- Proven capabilities across verticals and timely completion leading to strong client relationships
- Multiple repeat orders sourced from clients across sectors

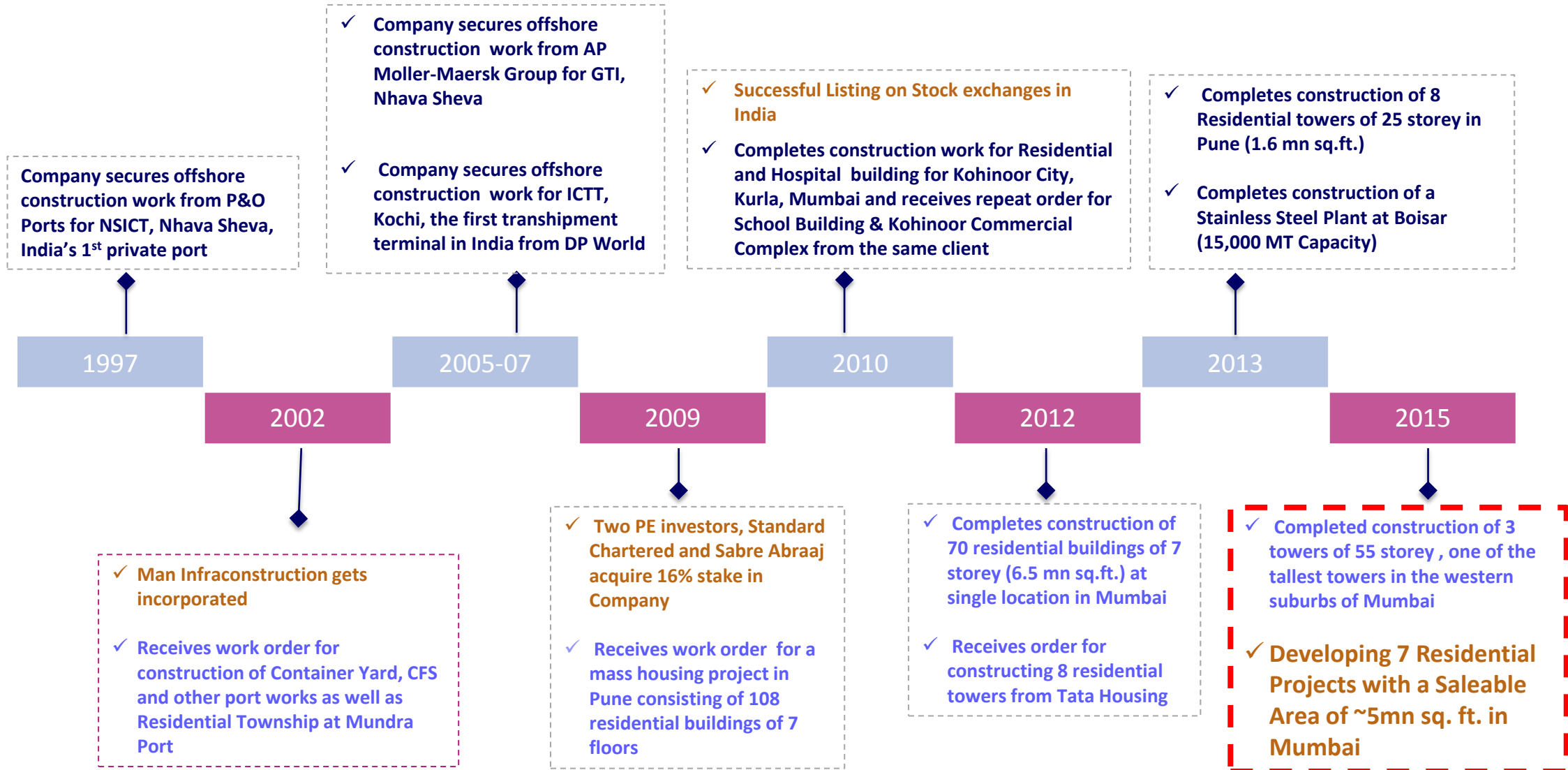
## Risk Management

- Maintain strict project discipline
- Focus on cash flows and client quality to ensure smooth financial management

## Balance Sheet

- Negligible Debt
- High Cash Availability

# Our Journey – From Ports & Civil Infra to Real Estate Development



## Port Infrastructure

-  Offshore Container Terminals
-  Container Freight Station
-  Port related Allied Activities
-  Alliance with STFA, Turkish multinational Infrastructure Company, which has executed infrastructure projects worth USD 25 billion in over 20 countries; to bid and execute large port Infrastructure projects in India



## Civil Infrastructure

-  Residential – High Rise Buildings, Townships, Affordable Housing
-  Commercial & Industrial - Shopping Malls, Factory Sheds, Schools, Hospitals
-  Roads & Allied Infrastructure

## Real Estate Development

-  Development of Luxury Residential Townships, Complexes and Redevelopment Projects



### Port Infrastructure



### Civil Infrastructure



*'Multiple Repeat Orders' from Clients is testimony of Our Capabilities & Strong Relationship*

# Guided by a Professional & Experienced Board of Directors...



**Berjis Desai** - *Non Executive Chairman & Independent Director*

Managing Partner at J Sagar Associates, a National Law Firm; he guides the company towards strong corporate governance and culture of compliance



**Parag Shah** - *Managing Director & Promoter*

Leads the Group with extraordinary business acumen, enthusiasm, passion and ethical values and has strong industry experience



**Manan Shah** - *Executive Director & Promoter*

Young and Dynamic; Associated with Real Estate Business Development & Marketing



**Suketu Shah** - *Executive Director*

Leads the execution with a technical eye towards detail and successful engineering and resource planning



**Kamlesh Vikamsey** - *Independent Director*

Former President of the Institute of Chartered Accountants of India and a Member of the Audit Advisory Committee to The United Nations and UNICEF; guides the company in the areas of tax policies, audit & accounting



**Rajiv Maliwal** - *SA1 Holding (Private Equity) Investor Director*

Brings professional alliances, business development and investor fraternity outreach to the company



**Sivaramakrishnan Iyer** - *Independent Director*

An experienced Chartered Accountant; he is involved in financial reporting, audit and accounting practices



**Dharmesh Shah** - *Independent Director*

Helps the company with overall financial planning and asset allocation



**Shruti Udeshi** - *Non-Independent Director*

Manages the Group's Investor Relations including forming company's investor relations program and maintaining the company's relation with the investment and analyst community.



# ...with the support of Highly Motivated Team



## **Ashok Mehta** - *Chief Financial Officer*

Responsible for Financial Management and reporting. Has overall experience of 28 Years  
Is a Qualified Chartered Accountant and a Fellow Chartered Accountant of the Institute of Chartered Accountants of India

## **Shrikant Deshpande** - *Chief Operating Officer*

Looks after technical operations, project planning & implementation, Budgeting, Cost control measures and Client Relationships.  
Has over 35 years of experience both in India & overseas with various companies such as Voltas, B.E. Billimoria and Bhabha Atomic Research Center

**More than 500  
Employees in  
the Company as  
on 30<sup>th</sup>  
September, 2015**

**Key Managerial  
Personnel have  
an average of  
more than 20  
Years of  
Experience**

**Highly Technical  
Team comprising  
of Engineers and  
Architects from  
reputed  
Institutes &  
background**

***Our 'People' and ability to 'Manage Resources' is our biggest strength***

# Certifications - Giving us a Business Edge



ISO 9001:2008 for Quality Management



ISO 18001:2007 for Occupational Health & Safety

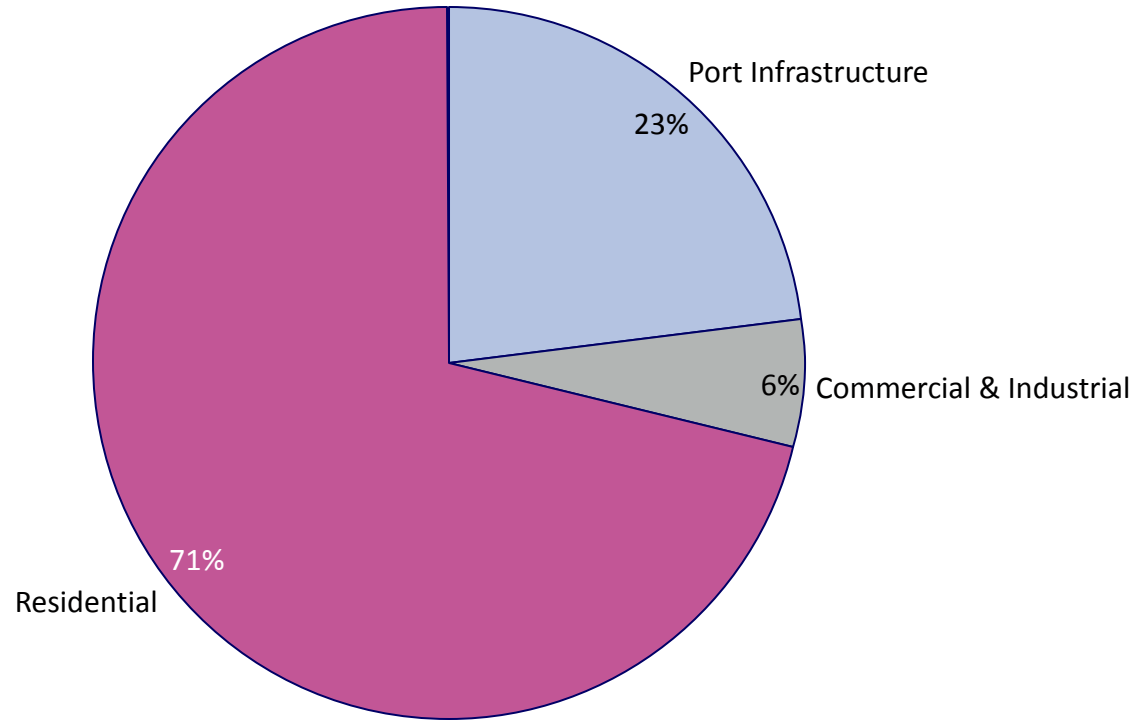


ISO 14001:2004 for Environmental Management



Qualified as 'Class 1A Contractor from Maharashtra PWD; can Quote for any Government Project in India

*EPC Order book stands at Rs. 3,213mn as on 30<sup>th</sup> September, 2015*



***We shall continue to look for opportunities in the EPC space and with our experience in the Port Infrastructure and Residential Construction; we remain upbeat on our EPC Order book Growth***

# Awards & Recognitions



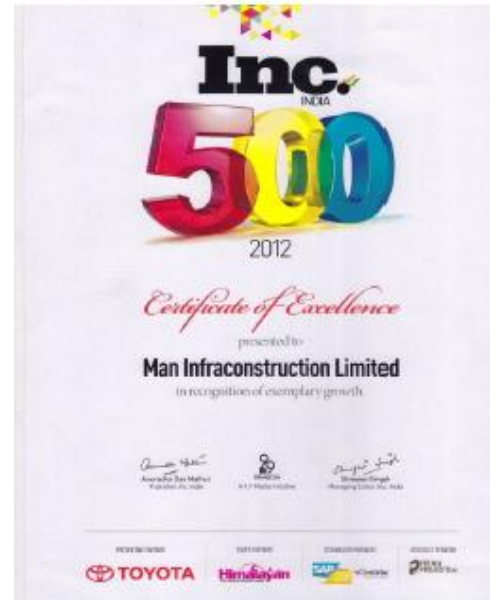
**Outstanding Concrete Structure of Vidarbha 2014  
(Category: Residential Building)**



**Best Business Partner 2012  
Tata Housing**



**Best Safety Practices 2015 –  
Godrej Anandam City, Nagpur**



**Rank 209 in India's Fastest Growing  
Mid-sized Companies - 2012**

# Our Conservative Approach will help us Leap Forward



## Industry Fundamentals

- ✘ Order activity at an all time high led by weak Balance Sheet and over leverage expectations
- ✘ Real Estate Prices moving up and Inventory Building up
- ✘ Unsustainable Investments of the past lead to delay in project execution

- ✘ Significant slow down in Infrastructure creation
- ✘ Scenario marred by lack of permission and project approvals
- ✘ Delayed payments and Bad Debts from Clients

- ✔ Movement in Government Machinery in term of Bidding Activity
- ✔ Systematic pressures easing in many sectors on back of Government Reforms
- ✔ Core Infrastructure i.e. Ports, Railways, Roads moving at a faster pace

## Man Infra – Strategy

- ✔ Lowered Order intake from Real Estate Segment
- ✔ Highly selective in Bidding in a bid to minimize risk & potential losses

- ✔ Refrained from Bidding Orders
- ✔ Close monitoring of projects with tight leash on cash flows
- ✔ Reduced Corporate overheads
- ✔ Favored Certainty of Revenues rather than Revenues backed by High Debtors

- ✔ Continued execution of EPC on hand
- ✔ Built capabilities to move up Value Chain and ventured in Real Estate Development
- ✔ Following an Asset light Model in Real Estate Development to spread risk

**Balance Sheet strengthened with Negligible Leverage**



## Our Philosophy

These principles will guide the Group in its foray and penetration in Real Estate Segment. Our Learning from the extreme worst witnessed in the Industry in recent past will lead us to always focus on Shareholder value creation and at the same time steer us AWAY from being Adventurous

### Be Asset Light

Joint development model will be the preferred mode of Real Estate Development as it spreads risk and leverages on partners capabilities as well

### In-house Execution

Projects will be executed by us thus capitalizing on our execution capabilities & expertise leading to better control & margin expansion

### Discipline & Efficiency

Continue to maintain financial discipline by tight project monitoring thus ensuring no cost over runs and timely completion of project

### Cash Flows

Our focus will be on Cash Flow management so as to manage Project risks and earn high IRR

*We are positive on our foray in Real Estate Development but will continue to be cautious and non adventurous*

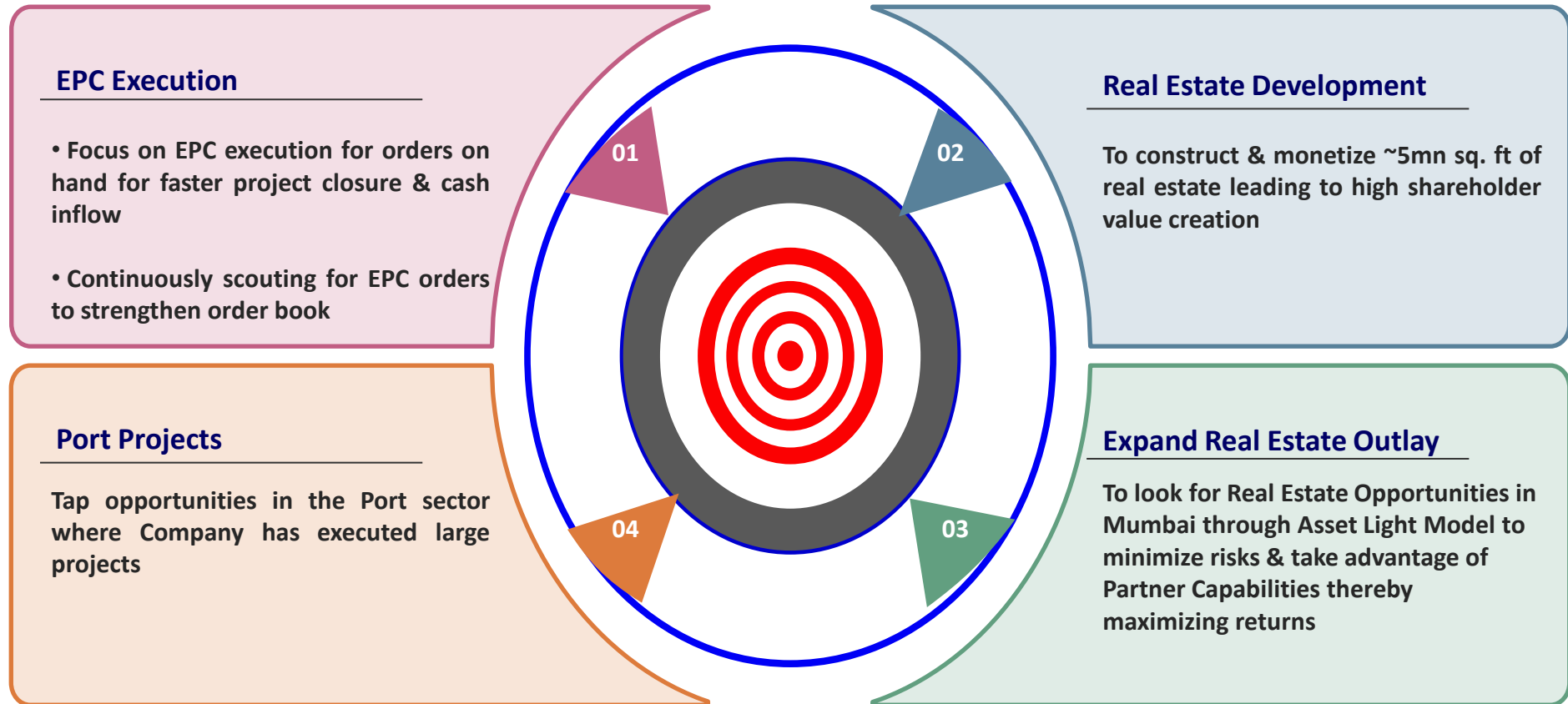
# Real Estate Project Portfolio



		Completed	Ongoing	Upcoming		
	% Stake	Location	Estimated Saleable Area	Type	Commencement Date	Estimated Completion Date
AARADHYA TOWER	50.00%	Ghatkopar, Mumbai	75,190 sq. ft.	12 Storey Residential project	May 2013	Completed
ATMOSPHERE	17.5%	Mulund, Mumbai	18,00,000 sq. ft.	7 towers of 37 storey Residential project	April 2015	Dec 2020
AARADHYA SAPHALYA	100%	Ghatkopar, Mumbai	6,800 sq. ft.	13 storey Residential project	March 2015	June 2016
AARADHYA NALANDA	100%	Ghatkopar, Mumbai	11,700 sq. ft.	7 storey Residential project	Sept 2015	Dec 2016
AARADHYA RESIDENCY	100%	Ghatkopar, Mumbai	47,500 sq. ft.	14 storey Residential project	Oct 2015	Oct 2017
AARADHYA SIGNATURE	60%	Sion, Mumbai	51,000 sq. ft.	19 storey Residential project	Oct 2015	Oct 2017
MHADA Project	100%	Ghatkopar, Mumbai	600,000 sq. ft.	Residential project	Q4 FY2016*	March 2021
AARADHYA ARHAM	100%	Dahisar, Mumbai	26,42,000 sq. ft.	Residential project	Q4 FY2016*	March 2026

\* Estimated

**~5mn Sq. ft. Real Estate to be monetized leading to significant Shareholder value creation**





## GDP Uptick

Will Lead to demand for Residential & Commercial Office Space

## Smart Cities

Creation of Roads, Basic Civic Amenities, Green Spaces, Education Institutions






## Freight Corridor

New Towns & Cities will get develop along the Dedicated Freight Corridor

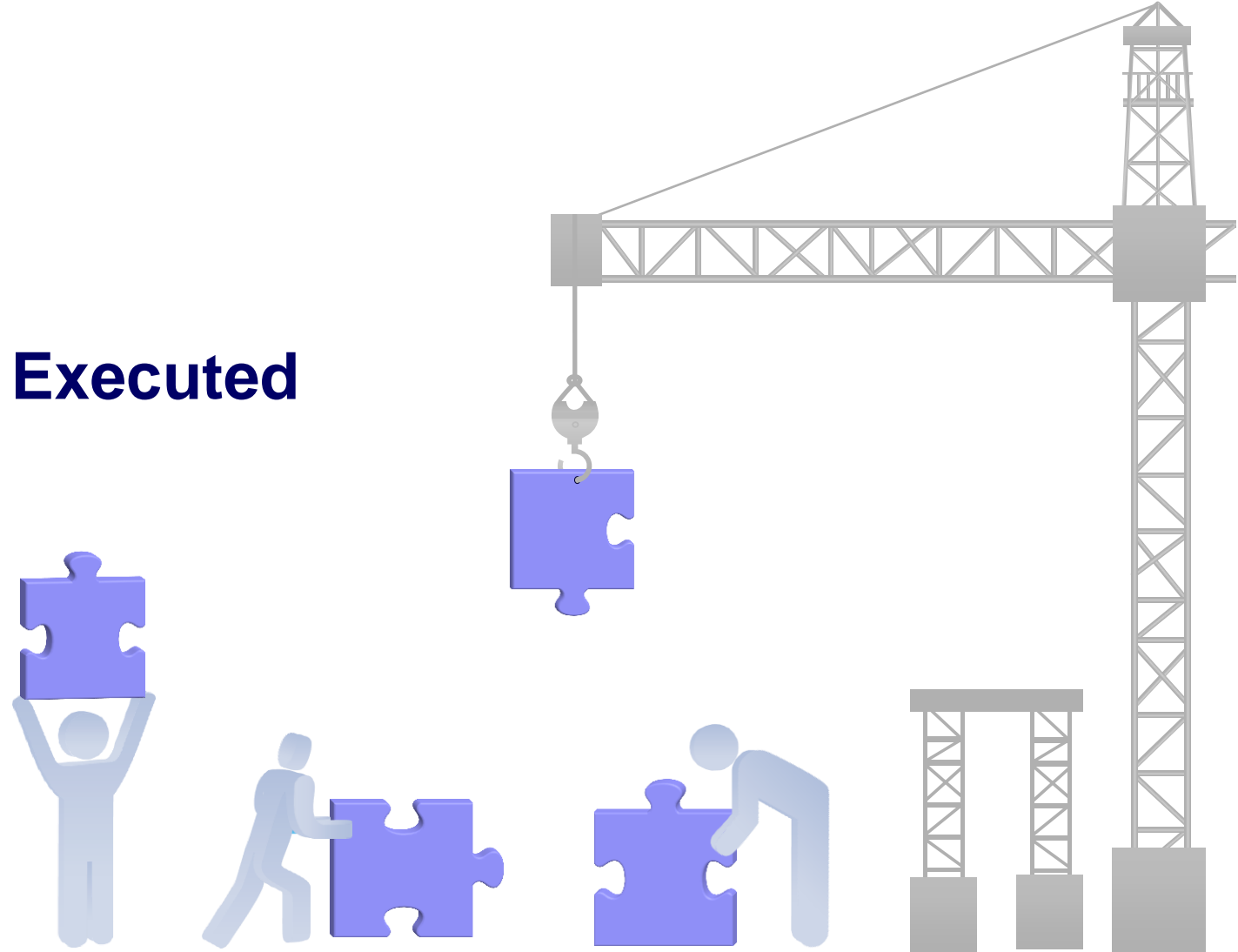
## Housing for All

Will entail investment of USD 2 trillion in providing ~11 crore homes

## +ve Govt Initiatives to benefit

-  100% FDI in Construction & Real Estate
-  Improving Regulatory Framework
-  Improving rankings in Ease of Doing Business in India
-  Increased Order flow for Building Roads
-  Mortgage rates cut by 125bps to spur Demand for Housing

# Annexure 1 – Projects Executed



## *Nhava Sheva International Container Terminal (NSCIT)*

- *Container Yards and other port works*
- *Client - P&O Ports (Now DP World)*
- *Location - Nhava Sheva, Mumbai*
- *Contract Value – INR 2,500mn*

## *Mundra International Container Terminal (MICT)*

- *Container Freight Station (CFS), Container Yards, Warehouse, Residential Complex & Office Buildings*
- *Client – Mundra Port*
- *Location - Mundra, Gujarat*
- *Contract Value – INR 1,900mn*

## *Gateway Terminals of India (GTI)*

- *Reclaiming Land, Developing Container yards and construction of Administrative building*
- *Client – AP Moller – Maersk Group*
- *Location - Nhava Sheva, Mumbai*
- *Contract Value – INR 2,500mn*

## *International Container Transshipment Terminal (ICTT)*

- *Reclamation work over 30 hectares and other offshore port works*
- *Client – Simplex Infrastructure*
- *Location – Vallarpadam, Cochin*
- *Contract Value – INR 3,000mn*

## **Township Project**

- Township project of 6.5 mn sq. ft. consisting of 70 buildings of 7 storey each
- Location – Mahul, Mumbai

## **Orchid Woods**

- Construction of 3 Towers of 55 storey each; admeasuring 2mn sq. ft. in size
- Location – Goregaon, Mumbai

## **Neelkanth Greens**

- Construction of 8 Towers of 27 storey each; admeasuring 1.0mn sq. ft. in size
- Location – Thane, Maharashtra

## **Tata Housing**

- Construction of 8 Towers with a mix of 17-22 storey buildings admeasuring 0.9mn sq. ft. in size
- Location – Mulund, Mumbai

## **Blue Ridge**

- Construction of Project Blue Ridge – 8 residential Towers of 25 storey each; admeasuring 1.7mn sq. ft.
- Location – Pune, Maharashtra

## **Godrej Anandam**

- Construction of 6 Towers of 20 storey each; admeasuring 1.4mn sq. ft. in size
- Location – Nagpur, Maharashtra

## **Kohinoor City**

- Construction of 8 Towers of 7 storey each; admeasuring 0.3mn sq. ft. in size
- Location – Kurla, Mumbai

## **Ambrosia**

- Construction of 1 Building of 40 storey admeasuring 0.5mn sq. ft. in size
- Location – Borivali, Mumbai

## *Kohinoor City*

- *Constructed a Commercial Complex, LEED Certified Hospital Building and School Building*
- *Total Construction size of 1mn Sq. ft.*
- *Location – Kurla, Mumbai*

## *Sharad Pawar International School*

- *Construction of School Building with State of the art facilities having Basement + Ground + 9 Floors*
- *Total Construction size of 0.2 mn Sq. ft.*
- *Location – Chandivali, Mumbai*

## *Mobile Switching Center*

- *Construction of Mobile Switching & Data Center having Basement + Stilt and 5 upper floors for Bharti Airtel*
- *Total Construction size of 60,000 Sq. ft.*
- *Location – Navi Mumbai*

## *Stainless Steel Plant*

- *Construction for 15,000 MTPA Stainless Steel Plant for Viraj Profiles Ltd*
- *Location – Boisar, Maharashtra*

## *Sports Complex*

- *Construction of Sports Complex having modern facilities*
- *Total Construction size of 0.1mn sq. ft.*
- *Location – Ulwe, Navi Mumbai*

## *Gigaplex IT Park*

- *Construction of IT Park Building for reputed B. Raheja Group*
- *Total Construction size of 0.5mn sq. ft.*
- *Location – Airoli, Navi Mumbai*

## **BRTS Corridor**

- 4 Kms (1.4kms is 6 Lane Road and 2.6kms is 4 Lane Road)
- Client – Pimpri Chinchwad Municipal Corporation, PCMC
- Location - Pune
- Contract Value – INR 400mn

## **Bitumen Road Construction**

- Construction of Road using Bitumen
- Client – Pimpri Chinchwad Municipal Corporation, PCMC
- Location - Pune
- Contract Value – INR 100mn

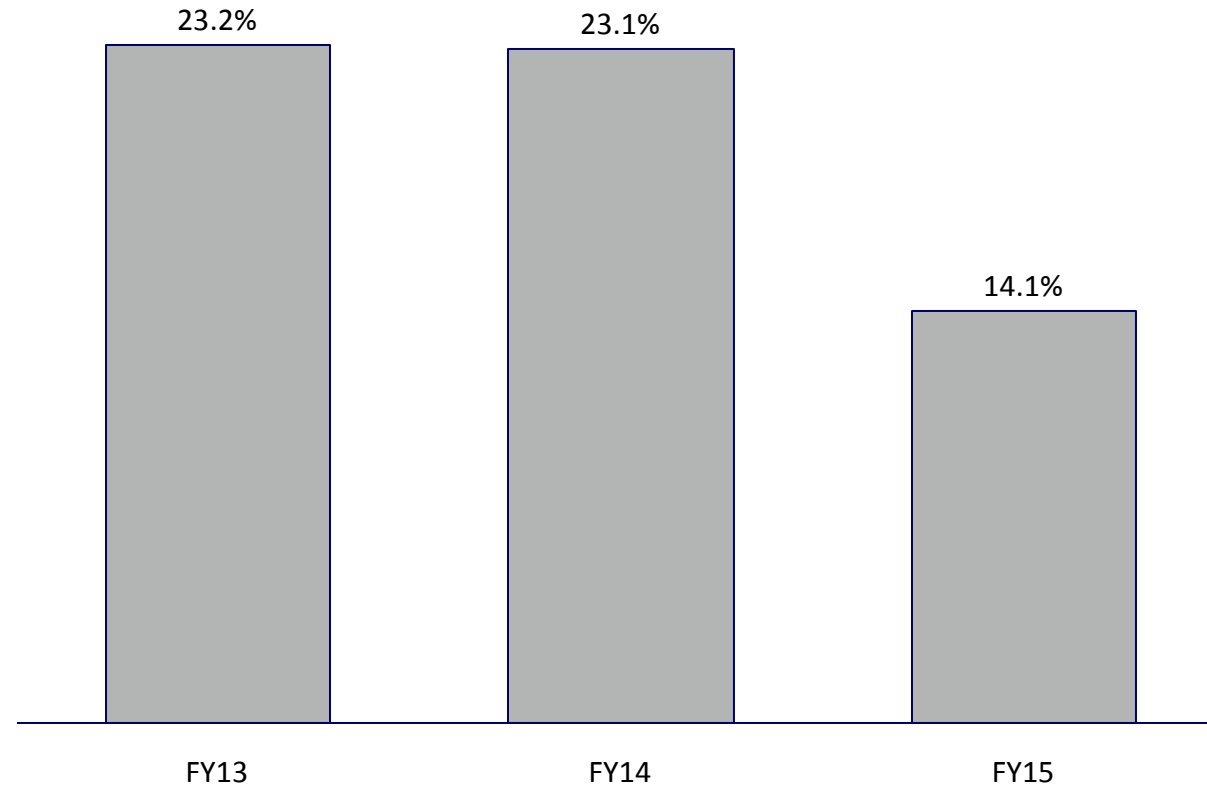
## **Road BOT Project<sup>^</sup>**

- Construction of Road BOT Project for PWD - Govt. of Maharashtra
- Client – Manaj Tollway Pvt Ltd.
- Location – Hadapsar –Saswad, Pune
- Project Cost – INR 4,250mn

<sup>^</sup> Project has been terminated by Manaj Tollway Pvt. Ltd. a 63% subsidiary of Man Infra due to Land Acquisition problems. Company has claimed cost incurred and compensation as per Concession Agreement

## **Annexure 2 – Financials**

# High Dividend Payout<sup>^</sup>



Particulars (Rs.)	FY13	FY14	FY15
Consolidated Book Value per Share	23.39	24.20	25.74
Consolidated Earning Per Share	1.94	1.17	1.92
Dividend Per Share	0.45	0.27	0.27

<sup>^</sup>The above has been reclassified for past periods due to the change arising from sub division of equity shares in 2014; Face Value of share is Rs. 2/- each



# Cash & Investments offer high liquidity\* ...



Particulars (Rs. Mn.)	H1FY16	FY15	FY14	FY13
Cash & Bank Balance	904	1,096	791	886
Mutual Funds	335	776	136	10
<b>Total (A)</b>	<b>1,239</b>	<b>1,872</b>	<b>927</b>	<b>896</b>

Loans & Advances (given to own Real Estate Projects)	2,656	1,698	2,303	1,642
Investment in Assets^	519	519	519	519
<b>Total (B)</b>	<b>3,175</b>	<b>2,217</b>	<b>2,822</b>	<b>2,161</b>

<b>Cash + Investments = A+B</b>	<b>4,414</b>	<b>4,089</b>	<b>3,749</b>	<b>3,057</b>
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*...leading to generation of healthy other income*

\* Cash & Investments detailed above are part of Standalone Financials

^Investment in Assets valued at Book Value

# Standalone Financial Highlights



Particulars [Rs. mn]	H1 FY16	FY15	FY14	FY13
<b>Total Income</b>	<b>1,241</b>	<b>2,654</b>	<b>3,136</b>	<b>4,178</b>
Income from Operations	1,023	1,918	2,671	3,704
Other Income	218	736	465	474
<b>EBITDA</b>	<b>295</b>	<b>847</b>	<b>525</b>	<b>782</b>
<b>EBITDA %</b>	<b>23.7%</b>	<b>31.9%</b>	<b>16.7%</b>	<b>18.7%</b>
<b>Profit after Tax</b>	<b>162</b>	<b>505</b>	<b>286</b>	<b>436</b>
<b>Profit after Tax %</b>	<b>13.1%</b>	<b>19.02%</b>	<b>9.1%</b>	<b>10.4%</b>

Particulars [Rs. mn]	H1 FY16	FY15	FY14	FY13
<b>Total Debt</b>	<b>23</b>	<b>32</b>	<b>72</b>	<b>159</b>
<b>Networth</b>	<b>6,309</b>	<b>6,308</b>	<b>5,885</b>	<b>5,683</b>
<b>Debt : Equity</b>	<b>0.00x</b>	<b>0.00x</b>	<b>0.01x</b>	<b>0.03x</b>

# Consolidated Financial Highlights



Particulars [Rs. mn]	H1 FY16	FY15	FY14	FY13
<b>Total Income</b>	<b>1,248</b>	<b>3,449</b>	<b>4,440</b>	<b>4,982</b>
Income from Operations	1,085	2,748	3,973	4,471
Other Income	163	701	467	511
<b>EBITDA</b>	<b>269</b>	<b>949</b>	<b>618</b>	<b>893</b>
<b>EBITDA %</b>	<b>21.5%</b>	<b>27.5%</b>	<b>13.9%</b>	<b>17.9%</b>
<b>Profit after Tax</b>	<b>41</b>	<b>474</b>	<b>289</b>	<b>481</b>
<b>Profit after Tax %</b>	<b>3.3%</b>	<b>13.7%</b>	<b>6.5%</b>	<b>9.6%</b>

Particulars [Rs. mn]	H1 FY16	FY15	FY14	FY13
<b>Total Debt</b>	<b>1,656</b>	<b>1,580</b>	<b>822</b>	<b>256</b>
Long Term Debt	1,239	1,103	660	-
Short Term Debt	417	477	162	256
<b>Networth</b>	<b>6,251</b>	<b>6,371</b>	<b>5,989</b>	<b>5,788</b>
<b>Debt : Equity</b>	<b>0.26x</b>	<b>0.25x</b>	<b>0.14x</b>	<b>0.04x</b>



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