



GPT Infraprojects Limited

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GPTINFRA/CS/SE/2021-22

November 03, 2021

The Department of Corporate Services,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001

National Stock Exchange of India Ltd.,
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

Dear Sir/Madam,

Sub. : Investor Presentation- Q2 FY22

Ref.: Scrip Code - 533761, Scrip ID - GPTINFRA

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation for dissemination to general public and Investors.

Kindly take the aforesaid information on record and oblige.

Thanking you,

Yours faithfully,

For GPT Infraprojects Limited,

A B Chakrabartty
(Company Secretary)
Membership No.-F-7184

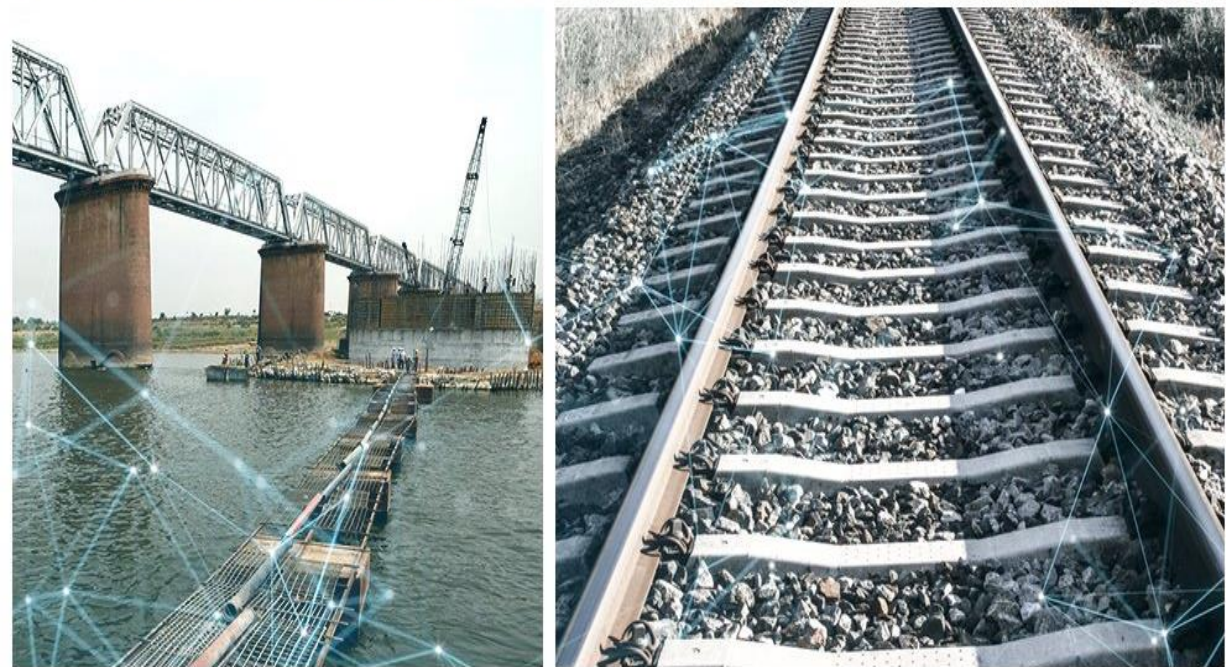
Encl. a /a.

A large white circle with a blue outline, containing an orange rectangular box with the title text. To the right of the circle is a dashed yellow line with a solid orange circle at the end, resembling a sunburst or a decorative element.

Q2FY22 Investors' Presentation

GPT Infraprojects Limited

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AGENDA

- 1 Key Highlights Form The Quarter
- 2 About The Company
- 3 Detailed Financial Statement
- 4 Details From Order Book

1. Key Highlights - H1 FY22

Revenue
₹ 245.3 Cr



17.7%

Profit After Tax
₹ 8.9 Cr



88.8%

PAT Margin
3.5%



1.33 bps

H1FY22: The pace of order execution continued with renewed impetus in Q2FY22, while maintaining the profitability.

Outlook: The momentum maintained in H1FY22 despite the second wave, validates our resilient business operations. With current orderbook of ₹ 1732 Cr, we look forward to healthy growth this fiscal.

- Note: Variance is basis same quarter previous year

EBITDA
₹ 39.1 Cr



7.0%

EBITDA Margin
15.9%



-1.6 bps

Order Book
Rs. 1732 Cr

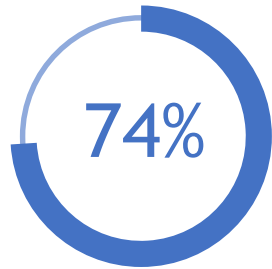
Business Segment Update - H1 FY22

Revenue

EBIT

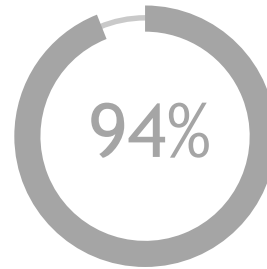
Order Book

Infrastructure



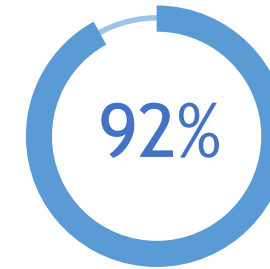
₹ 197.3 Cr

Revenue growth led by higher execution of large contracts, 16.9% higher than H1FY21.



₹33.7 Cr

Margin expansion of 6% led by higher share of large contracts and overall cost optimization.



Healthy Order book at ₹ 1595 Cr; Order intake of ₹ 156Cr in H1FY22. Execution in Gazipur, Mathura Jhansi going on well.

Concrete Sleepers



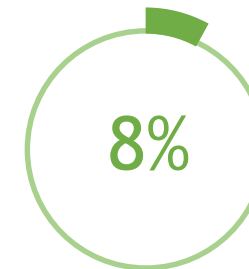
₹ 48 Cr

Our concrete business has grown by 21.3% Y-o-Y and has approximately doubled itself from the previous quarter



₹ 2.0 Cr

Drop of 22.3% EBIT witnessed Y-o-Y due to lockdown in South Africa region

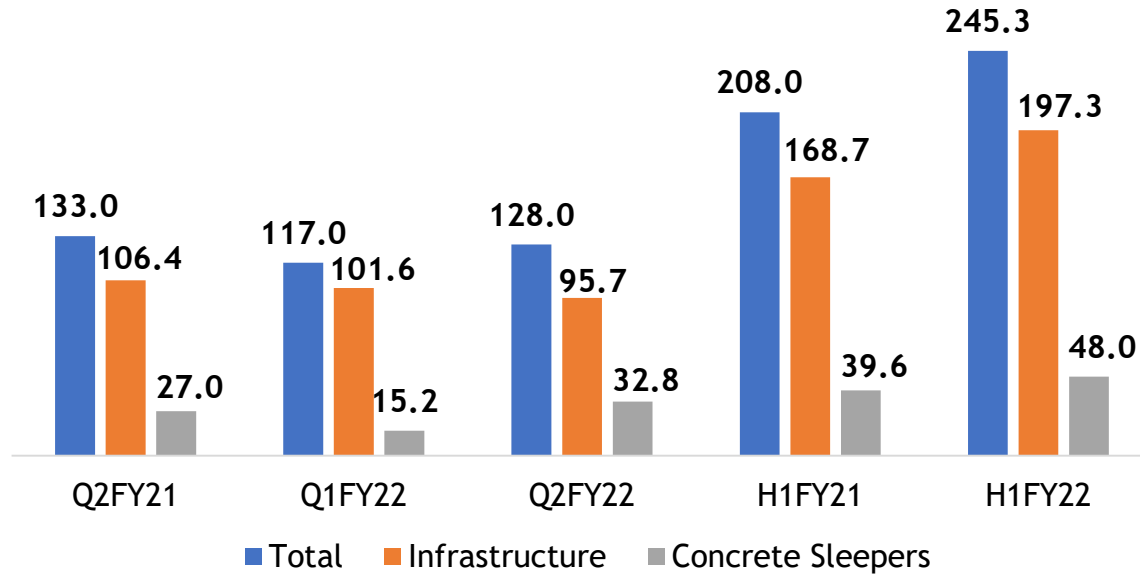


Order book at ₹ 137 Cr. Namibian operations operating at record high utilization; South African operations have started recently

Number shows the percentage of each portfolio

Business Segment Update

Revenue

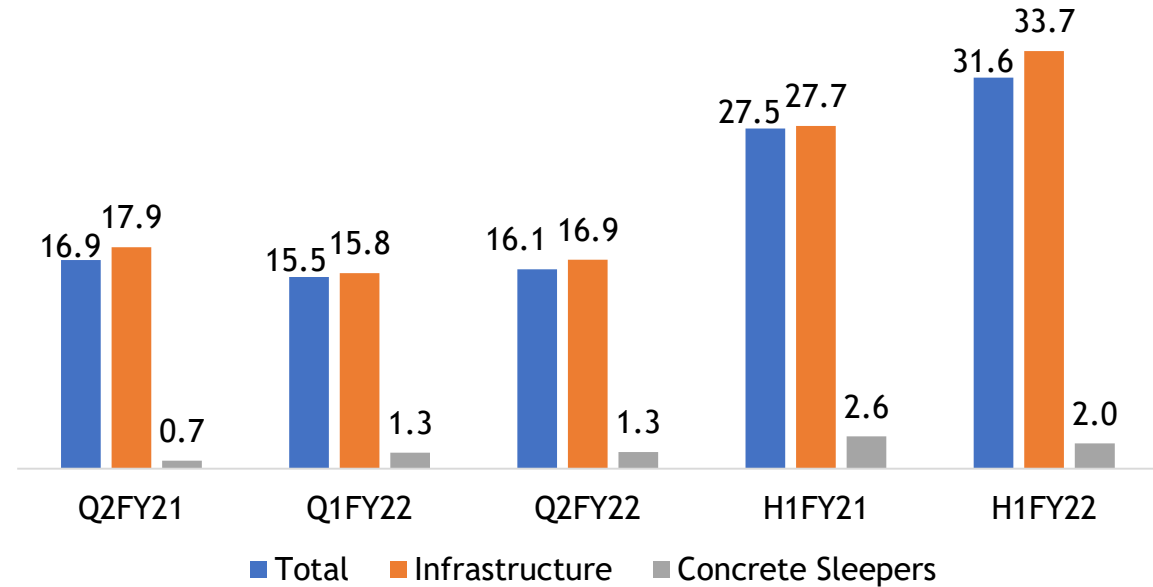


The company has marked a 17.7% Y-o-Y growth in H1FY22, with 80% of the revenue being generated from the infrastructure portfolio.

Infrastructure and Sleeper segment witnessed a growth in revenue of 17% and 21% respectively in H1FY22.

Figures in ₹ Cr

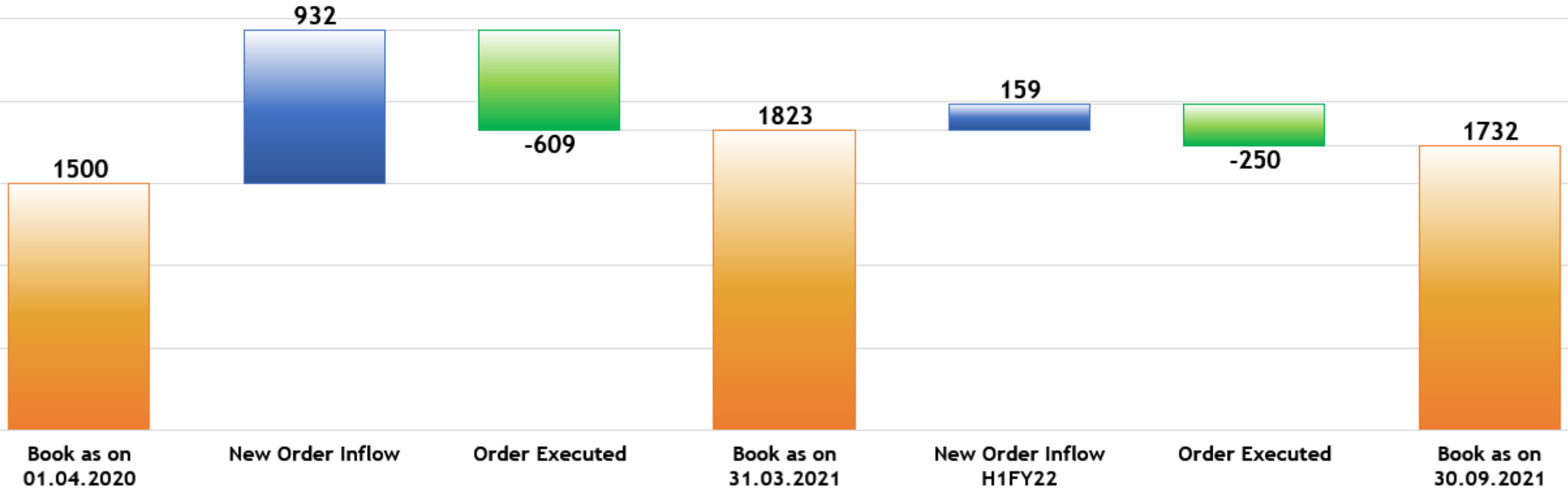
EBIT



15% growth in the overall EBIT in H1FY22 for the company, with major contribution coming from Infrastructure segment.

The Total EBIT is adjusted for unallocated expenditure net of income

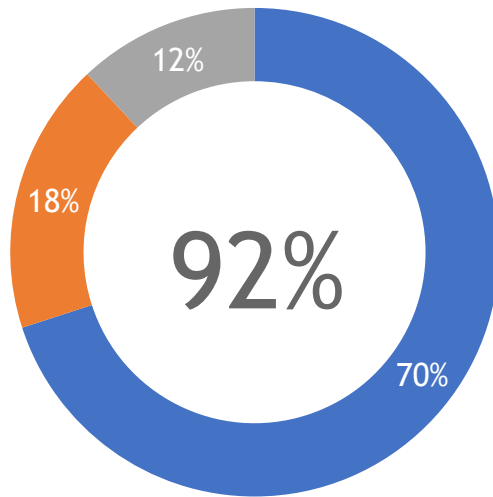
Robust Order Book - ₹ 1,732 Cr as on 30.09.2021



Healthy Order Book of ₹1,732 Cr, forming 3 times FY21 Revenue provides growth visibility.

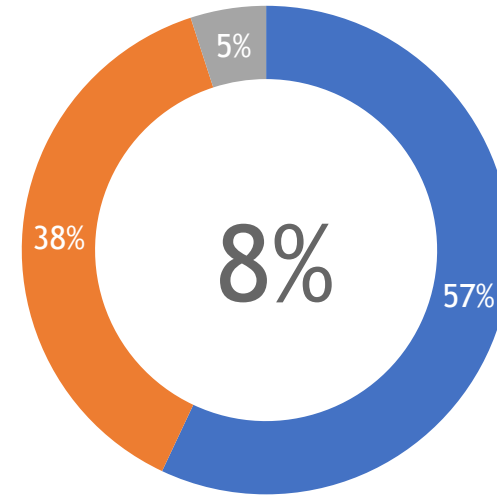
Detailed Order Book is in annexure

Infrastructure ₹ 1595 Cr



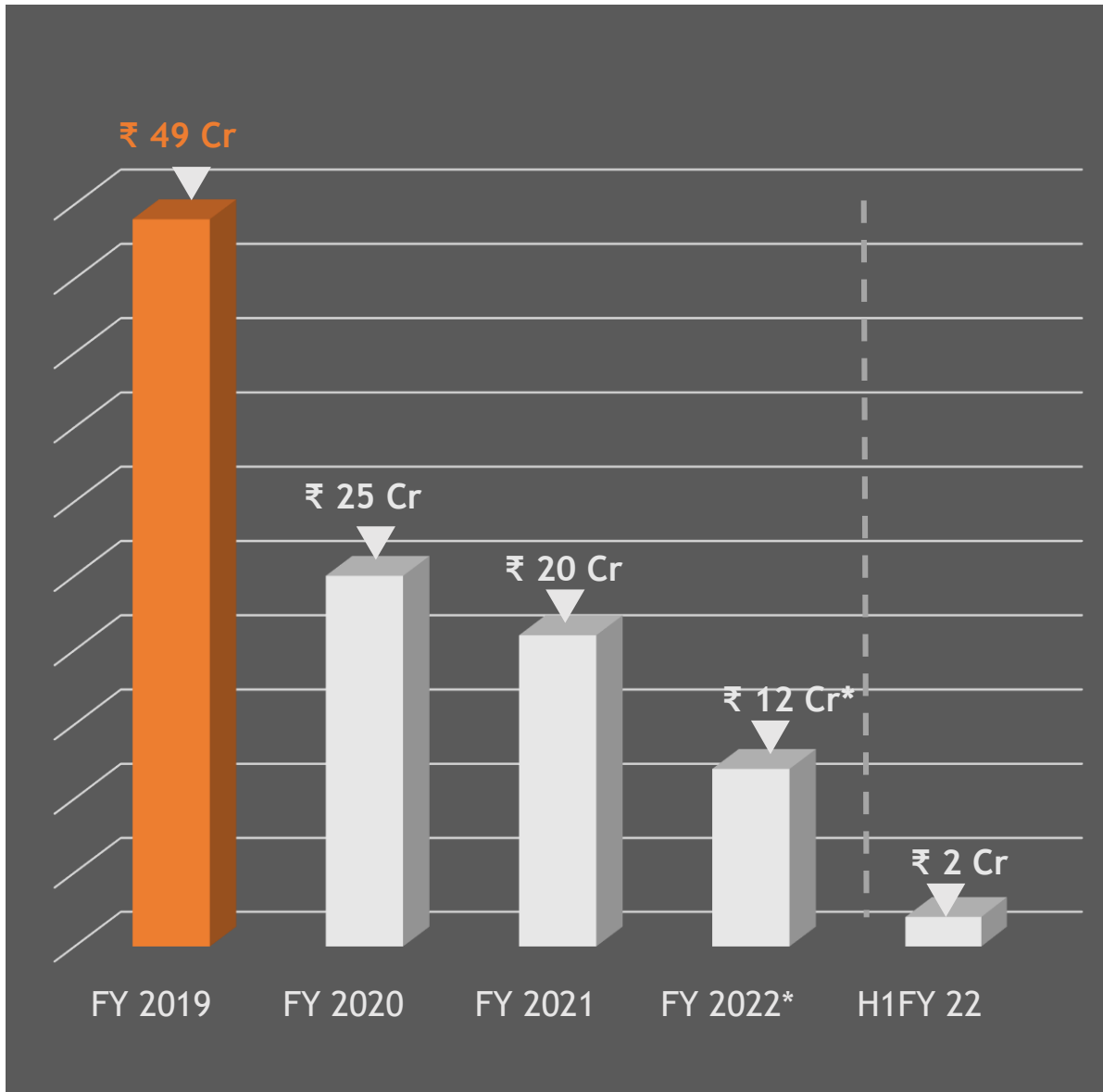
- Roads, Bridges, Airport and highway
- Steel Bridges
- Industrial

Concrete Sleepers ₹ 137 Cr



- DFCC
- Indian Railways
- Africa

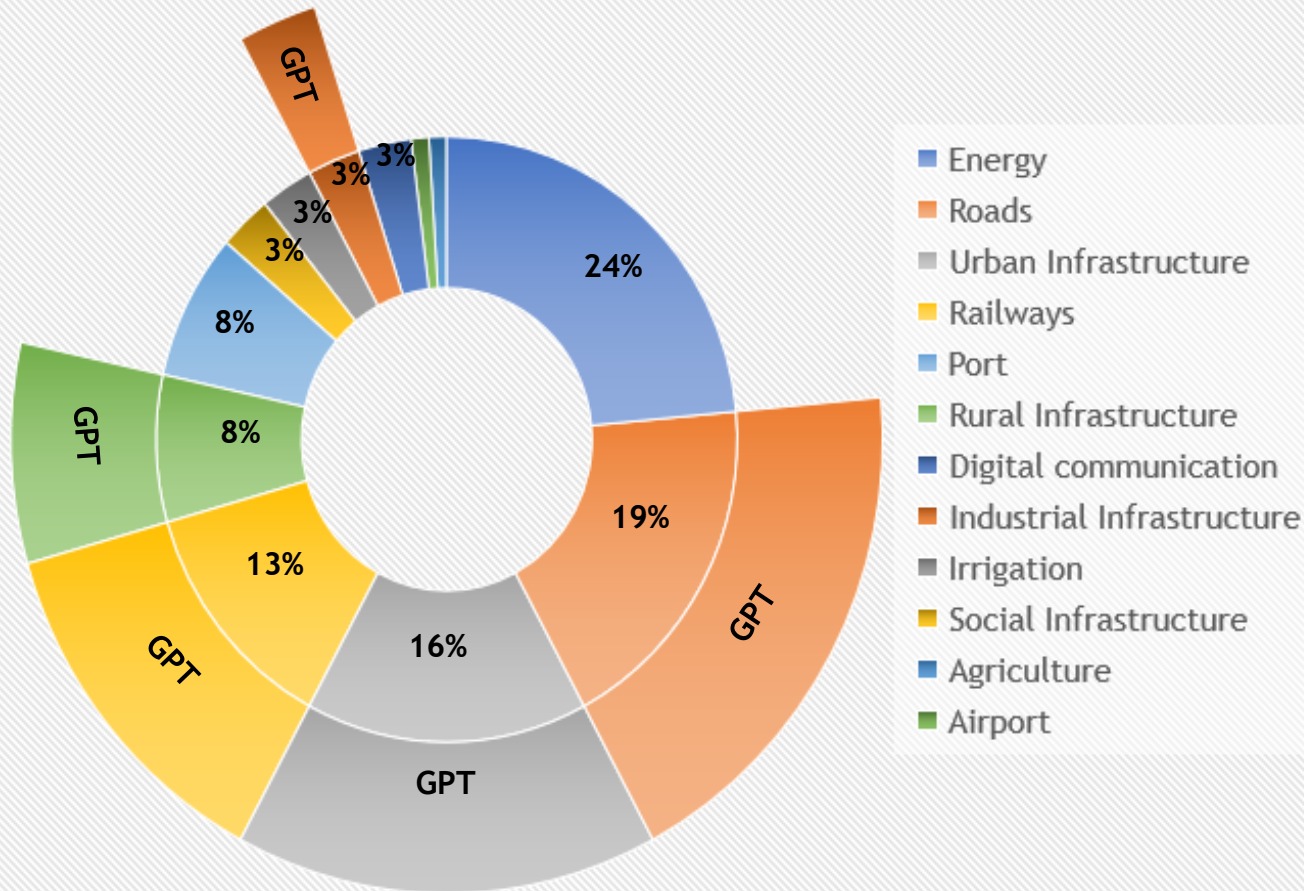
Reducing Old Receivables



- Year on Year improvement on leverage and liquidity position
- We have been optimising our working capital and in addition to pairing old outstanding with various customer.
- Significant reduction of some old outstanding from various customer are in place
- We have reduced our old receivables by ₹ 2 Cr in H1FY22.
- We are expecting to reduce it further this year by another ₹ 6-7 Cr

FY 2022* is the expected number for this year

Sectoral Update



The total project capital expenditure in infrastructure sectors in India during the fiscals 2020 to 2025 is projected at ~ Rs 102 lakh crore. The sector-wise annual projected capital expenditure is detailed below. During fiscals 2020 to 2025, sectors such as energy (24%), urban (16%), railways (13%) and roads (19%) accounted for ~70% of the projected infrastructure investments in India

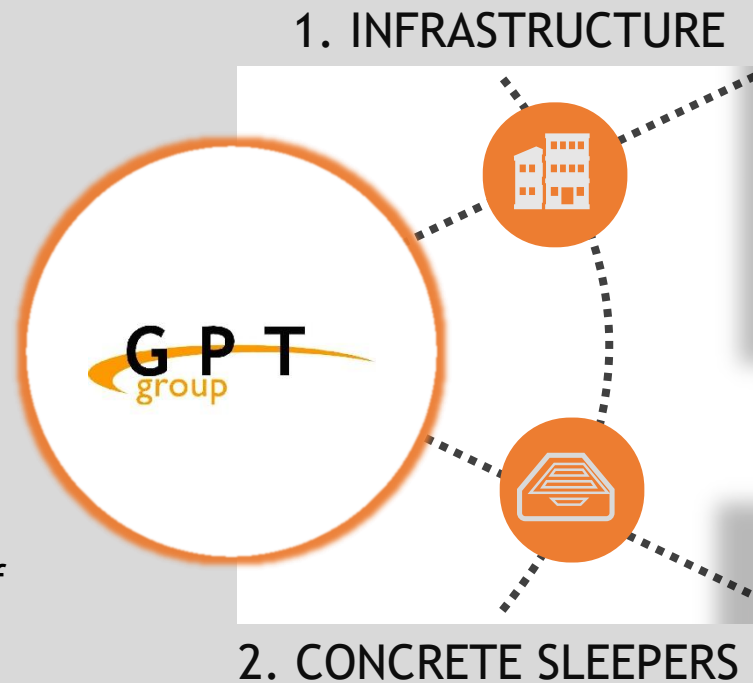
Global Competitiveness Index

1. India is currently ranked 70 out of 140 countries for infrastructure quality in global competitive index.
2. On road connectivity (rank 72), significant work is being done under the BharatMala and PMGSY schemes which are expected to deliver gains in trunk and rural connectivity.
3. Similarly, on quality of road infrastructure (rank 48) adoption of standards in the coming years will deliver better results.
4. Efficiency of transport services (Rank 59) requires attention. Use of technology proposed under the National Logistics Policy is expected to deliver results.

Source: National Infrastructure Pipeline - Report of the Task Force

2. About The Company

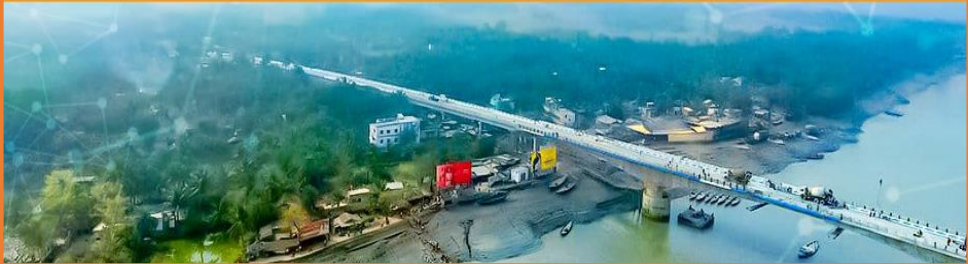
- GPT Infraprojects Limited is a mid-sized infrastructure construction company
- The Company is focused on projects related to railways roads, power and industrial sectors
- The Company's operations are spread across three countries
- The Company works with some of the most prominent government companies



1. Infrastructure



CONNECTION SPANNING RIVERS



Business Commenced in 2004

Roads, bridges & Highways

Construction of bridges elevated metro structures and concrete pavement for airports

Steel Bridges

Building of mega bridges with super steel structures across varies terrains

Railway Tracks

Gauge Conversion of railway tracks including earthwork, blanketing and track lining

Industrial

Construction of railway sidings, merry-go-round railways, roads, industrial parks, factories, etc

2. Concrete Sleepers



Business
Commenced in 1982



Monoblock and pre-
stressed concrete
sleepers manufacturer



One of the first few
companies in India to
manufacture concrete
sleeper



Manufacturing
capacity of
~20,00,000 units
across India & Africa



Also addressing orders
from Bangladesh,
Mozambique, Sri Lanka
any Myanmar



Dwarika Prasad Tantia
Chairman

- With an experience of over 45 years, he leads the Company's growth initiatives
- Responsible for the Company's entry into the sleeper business both in India and internationally. He is the Hony. Consul of Ghana in Kolkata



Shree Gopal Tantia
Managing Director

- 35 years experience in infrastructure
- Possesses strong project execution capabilities and manages the company's diversified customer relationship



Atul Tantia
Executive Director & CFO

- Graduated Magna Cum Laude from Wharton School in Finance and Systems Engineering
- Leads the manufacturing operations, finance and accounts along with managing relationships with banks and financial institutions



Vaibhav Tantia
Director & COO

- Graduated Summa Cum Laude from Wharton School in Finance and Civil Engineering
- Leads the EPC segment including management of projects and business development

Our Independent Board of Directors



Kashi Prasad Khandelwal
Independent Director

Is a fellow member and holds certificate of practice with the ICAI. Has wide knowledge on subjects like Union Budget, Accounting, Corporate Laws, Corporate Governance and Income Tax matters.



Shankar Jyoti Deb
Independent Director

Holds a Bachelor's degree in Science and Bachelor's degree in Civil Engineering. Has completed a financial management programme from IIM, Calcutta. Has wide experience in designing, engineering and implementation of civil projects



Mamta Binani
Independent Director

A fellow member and holds certificate of practice with the ICSI. Was President of ICSI in 2016 and has more than 15 years of experience in Corporate Consultation & Advisory



Sunil Patwari
Independent Director

Holds PGDM degree from IIM, Ahmedabad and is an associate member with ICAI. Has wide experience in the area of Business Management, Accounts, Taxation and Finance

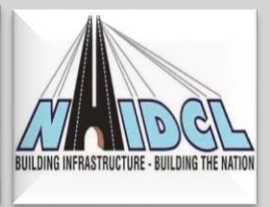
Statutory Auditor: MSKA & Associates (BDO) and SN Khetan & Associates

Our Clientele

Railway & PSU



NHAI, State PWD & Other Departments



Global Customer Base



Other Key Customers



3. Detailed Financial Statement

Particulars (₹ Cr)	Q2FY22	Q2FY21	y-o-y %	Q1FY22	q-o-q %	H1FY22	H1FY21	y-o-y %
Revenue	128.5	133.1	-3.4%	116.8	10.0%	245.3	208.3	17.8%
Other income	1.7	1.2	43.4%	1.0	79.8%	2.7	2.3	15.0%
Net Sales	130.2	134.3	-3.0%	117.8	10.6%	248.0	210.6	17.7%
Operating expenses	110.4	112.9	-2.2%	98.5	12.1%	208.9	174.1	20.0%
EBITDA	19.8	21.4	-7.3%	19.3	3.0%	39.1	36.5	7.0%
EBITDA margin	15.4%	16.1%	-0.6%	16.5%	-1.1%	15.9%	17.5%	-1.6%
Depreciation	3.7	4.5	-18.1%	3.7	-1.0%	7.5	9.0	-17.5%
Interest	9.5	11.1	-14.2%	9.1	5.0%	18.6	20.6	-10.0%
PBT	6.6	5.8	14.5%	6.4	2.4%	13.0	6.9	90.3%
Tax Expenses	2.2	1.9	14.7%	2.2	2.2%	4.4	2.3	93.4%
PAT	4.4	3.8	14.4%	4.3	2.5%	8.7	4.6	88.8%
PAT margin	3.4%	2.9%	0.5%	3.7%	-0.3%	3.5%	2.2%	1.3%

Significant improvement in performance witnessed in H1FY22 compared to same period previous fiscal.
Primarily due to better execution, operational efficiencies and drop in depreciation and interest components.

Profit & Loss - Consolidated

Particulars (₹ Cr)	Q2FY22	Q2FY21	y-o-y %	Q1FY22	q-o-q %	H1FY22	H1FY21	y-o-y %
Revenue	128.4	145.5	-11.7%	121.5	5.7%	249.9	226.4	10.4%
Other income	0.6	0.6	-6.6%	1.0	-39.9%	1.5	3.5	-56.4%
Net Sales	129.0	146.1	-11.7%	122.5	5.3%	251.5	229.9	9.4%
Operating expenses	111.9	121.2	-7.7%	102.7	9.0%	214.6	187.2	14.6%
EBITDA	17.1	24.9	-31.4%	19.8	-13.8%	36.9	42.6	-13.5%
EBITDA margin	13.3%	17.0%	-3.7%	16.3%	-3.0%	14.7%	18.6%	-3.9%
Depreciation	5.1	5.8	-12.1%	5.2	-2.3%	10.2	11.5	-11.0%
Interest	9.7	11.3	-14.1%	9.2	5.4%	18.9	21.0	-9.9%
PBT	2.3	7.8	-70.6%	5.4	-57.5%	7.7	10.1	-23.9%
Tax Expenses	1.2	2.4	-47.6%	1.8	-31.0%	3.0	2.8	7.9%
PAT	1.1	5.5	-80.5%	3.6	-70.6%	4.7	7.3	-36.0%
PAT margin	0.8%	3.7%	-2.9%	3.0%	-2.1%	1.9%	3.2%	-1.3%
Share of Associate Profit & Minorities Interest	2.0	-0.3	-925.7%	0.9	122.6%	2.9	-0.4	-775.6%
PAT after Minorities	3.1	5.2	-40.6%	4.5	-13.7%	7.6	6.9	10.7%

Significant improvement in performance witnessed in H1FY22 compared to same period previous fiscal.
Marginal dip in PAT Margins primarily due to COVID related lockdown in South African subsidiary location.

Balance Sheet - Standalone

Liabilities (Rs Cr)	Mar'21	Sep'21
Share Capital	29.0	29.0
Reserves	178.8	184.6
Shareholders' Funds	207.9	213.6
Secured Loans	32.3	28.7
Trade payables	10.8	12.9
Other liabilities	19.7	23.2
Long Term Provisions	4.5	4.7
Total Non-Current Liabilities	67.3	69.5
Trade Payables	128.7	133.8
Other Current Liabilities	42.3	35.5
Short Term Borrowings	219.3	214.4
Total Current Liabilities	390.3	383.7
Total Equity & Liabilities	665.5	666.8

Assets (Rs Cr)	Mar'21	Sep'21
Fixed Assets incl. CWIP	73.7	74.5
Investment in JV	24.2	24.2
Other Non Current Assets	97.0	93.7
Total Non-Current Assets	194.9	192.4
Inventories	67.1	84.1
Sundry Debtors	76.7	65.9
Cash and Bank	2.4	2.2
Short term Loans and Advances	1.6	1.5
Other Current Assets	322.8	320.8
Total Current Assets	470.6	474.5
Total Assets	665.5	666.8

The Company has been able to reduce its average cost of debt and improve upon the Current Ratio

4. Details From Order Book

Details of Order Book

Key Projects Bagged during FY21 Additional Order Inflow in H1FY22 - ₹156 Cr

Scope of Work	Segment	City/State	Value (Rs Cr)
Construction of Important bridge No. 1367/2 on Yamuna river	Infra	Jhansi, Uttar Pradesh	245.0
Widening of 2-lane with hard shoulder on NH 102B (two orders - section wise)	Infra	Manipur	172.3
Construction of Metro Railway Viaduct	Infra	Kolkata, West Bengal	160.2
Repair and Rehabilitation of 2nd Hooghly Bridge	Infra	Kolkata, West Bengal	161.2
Construction of Superstructure of bridges over River	Infra	Guwahati, Assam	49.3
Supply, fabrication, assembling & erection of new Bridge on Yamuna river	Infra	Agra, Uttar Pradesh	15.4

Key Projects Under Execution in the Current Fiscal

Scope of Work	Client	Value (Rs Cr)
Infrastructure		
Rail-cum-Road bridge in Ghazipur	RVNL	216.8
Steel Structures at Mathura-Jhansi 3 rd Line	RVNL	180.2
Construction of ROB and its approaches	PWD	152.4
Rehabilitation of 2 nd Hooghly Bridge	HRBC	161.2
Concrete Sleeper		
Sleeper for Eastern DFC Project	GMR	98.1
Supply of Concrete Sleepers	Transnet (SA)	124.1



Kalpi Project
Constructing railway bridge



Dhaulpur Project
Executed Caissons for Double - D well foundation in a perennial river Condition



Superintending Engineer,
National Highway Construction
of ROB at Topsi - Pandeswar



Rail Vikas Nigam Limited - Construction of Roadbed,
Viaduct, Major & Minor Bridges, RUBs, Track Linking &
General Electrical Works at both approaches of Rail
cum Road Bridge at Ghazipur



Rail Vikas Nigam Limited -
Construction of Metro Railway
Viaduct including Mominpur
Station and Majerhat Station
and Ramp at Joka depot end in
connection with Joka-Esplanade
Metro Railway Project in
Kolkata, West Bengal



GPT Infraprojects Limited (BSE / NSE CODE: 533761 / GPTINFRA)

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