

J. Kumar Infraprojects Ltd.

We dream ... So we achieve...

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Ph.: +91-22-6774 3555. Fax+91-22-2673 0814. E-mail : info@jkumar.com Website : www.jkumar.com
CIN No. : L74210MH1999PLC122886



J. Kumar

ISO 9001:2015
ISO 14001:2015
OHSAS 18001:2007

09th February, 2021

The General Manager
Department of Corporate Services
Bombay Stock Exchange Ltd
Mumbai Samachar Marg
Mumbai - 400 001
Fax: 2272 2037 / 39 /41/61

The Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Plot No.C/1, G- Block
Bandra- Kurla Complex, Bandra East
Mumbai-400 051
Fax No.26598237/8238

Scrip Code: JKIL/532940

Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulation)

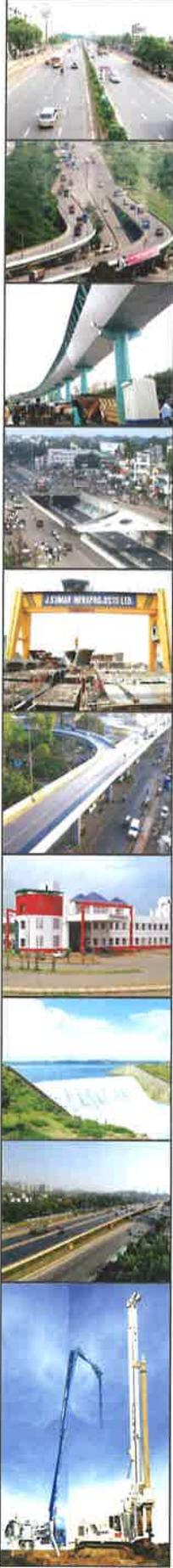
Pursuant to the provisions of Regulation 30 of the Listing Regulation, please find enclosed herewith the Investor Presentation for the Unaudited Financial Result of the Company for the quarter and nine month ended December 31st, 2020.

We would request you to please take note of the same.

Yours faithfully,

For J. Kumar Infraprojects Ltd

Poornima
Poornima Reddy
Company Secretary





J. Kumar Infraprojects Ltd.

We dream... So we achieve...



February 2021



This presentation and the accompanying slides (the “Presentation”), which have been prepared by J. Kumar Infra Projects 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.

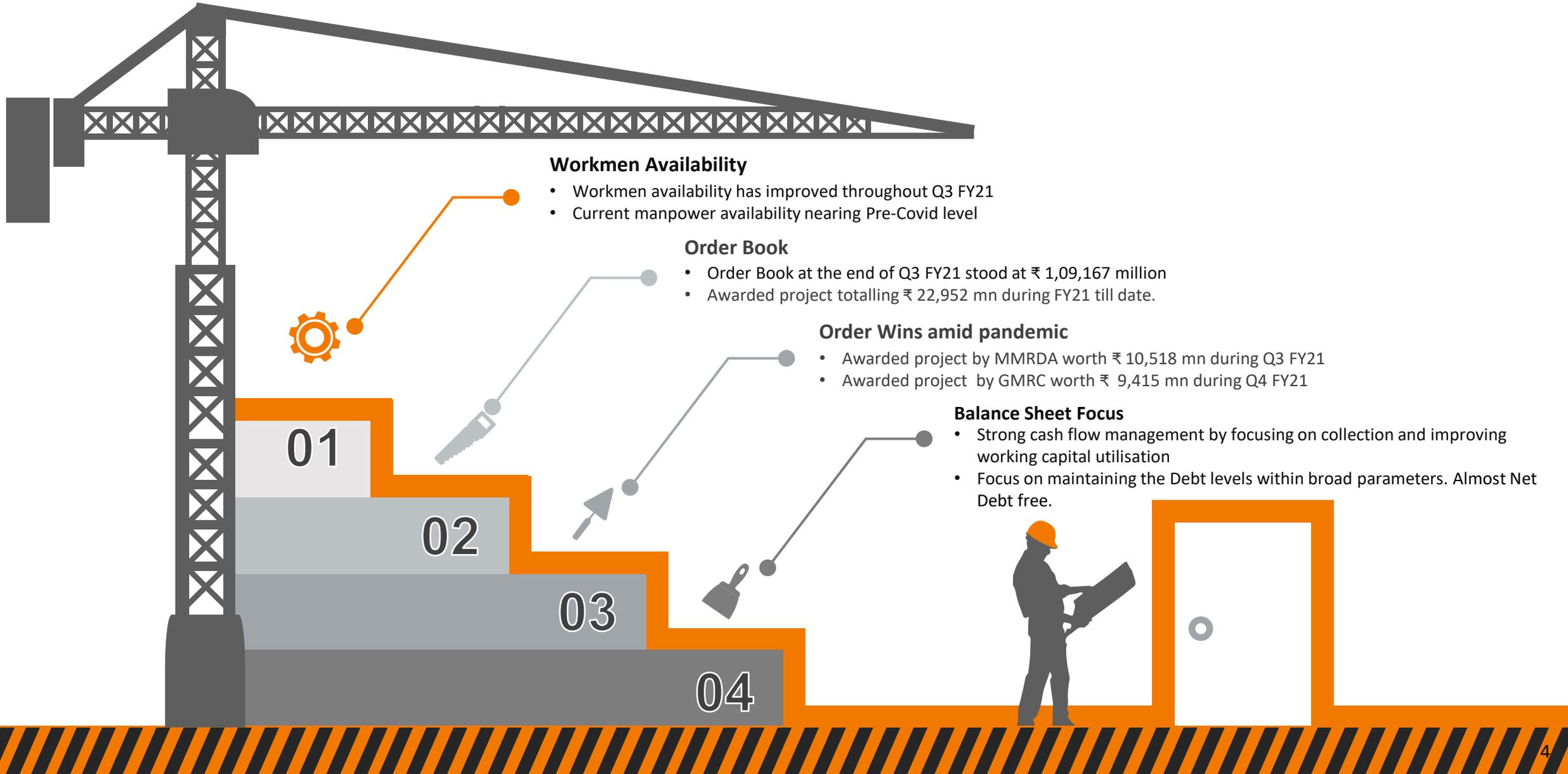
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.



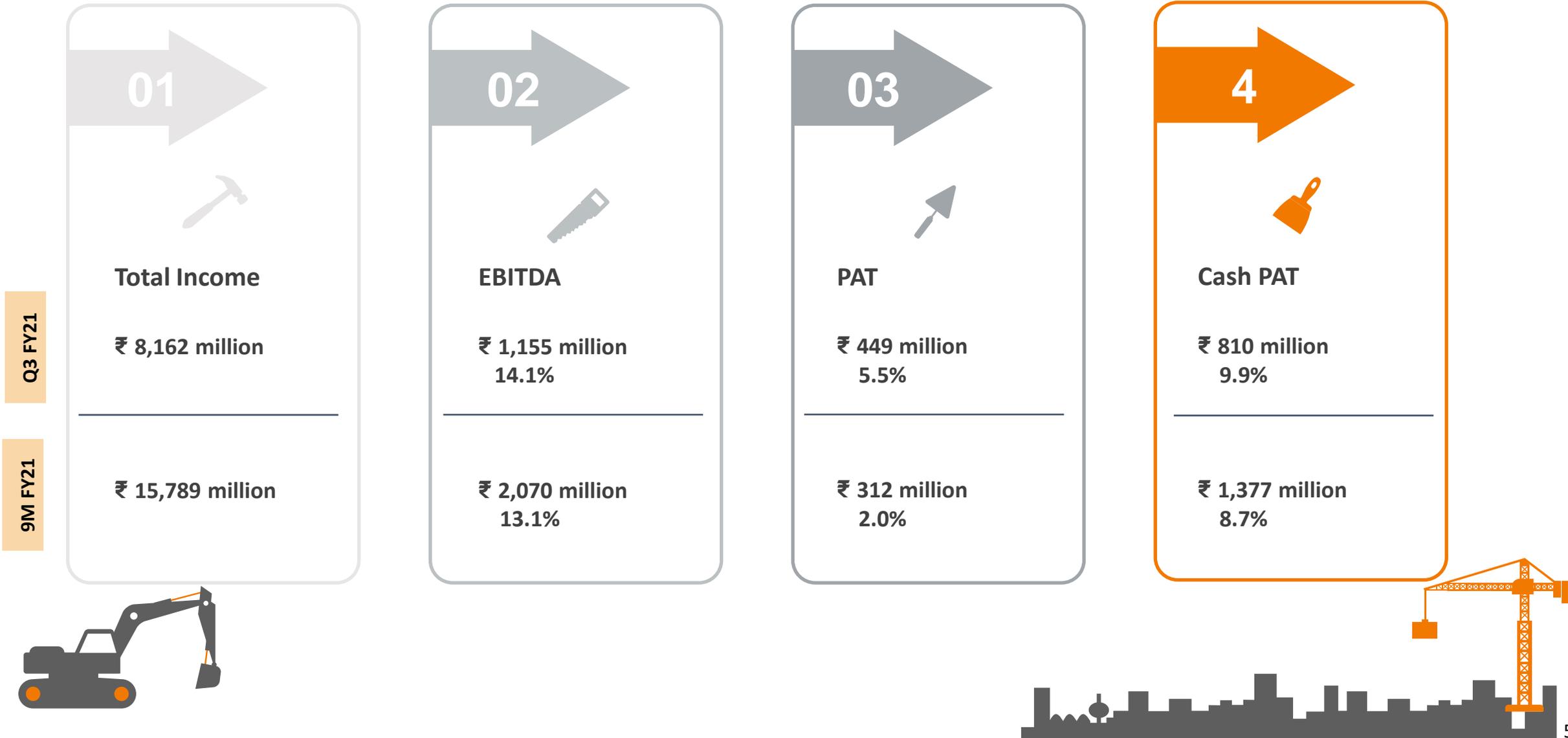
Contents



Business Update & Outlook

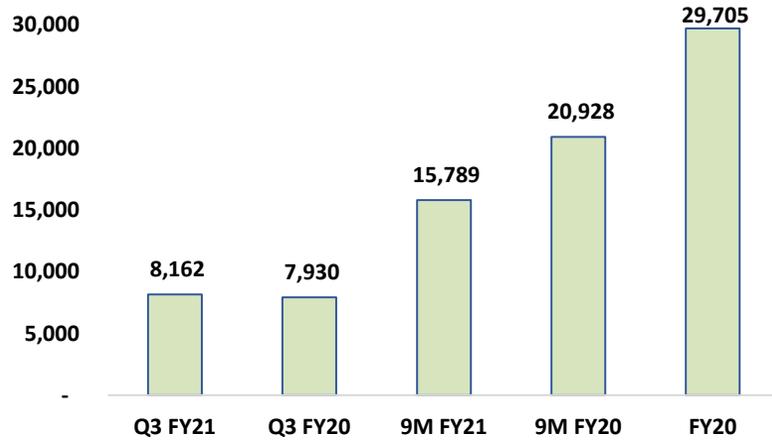


KEY FINANCIAL HIGHLIGHTS

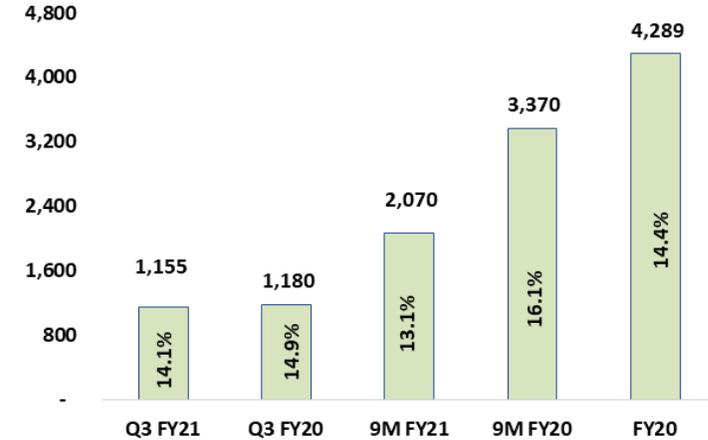


PERFORMANCE HIGHLIGHTS Q3 & 9M FY21

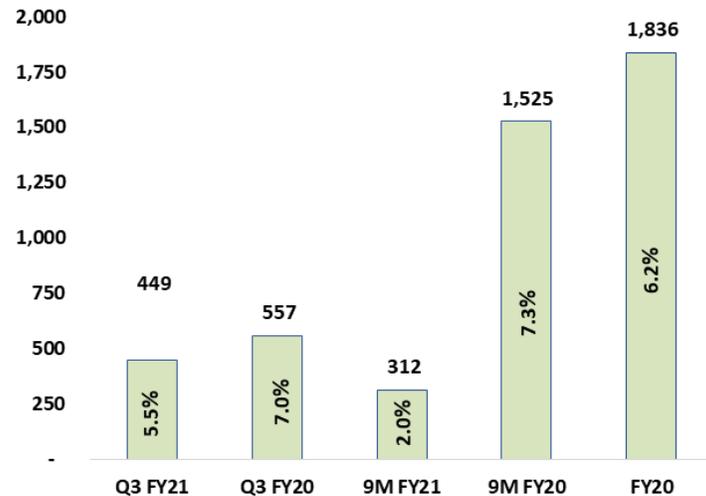
Revenue from Operations ₹ Mn



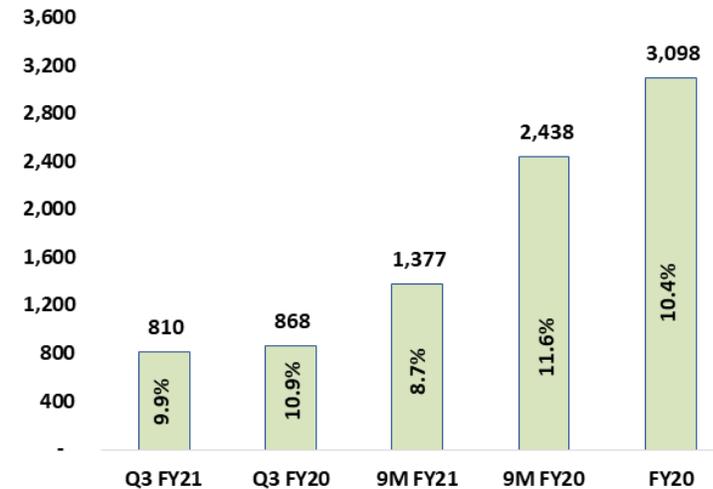
EBIDTA ₹ Mn



PAT ₹ Mn



Cash PAT ₹ Mn



FINANCIAL Q3 FY21 & 9M FY21

Particulars (₹ In Mn)	Q3 FY21	Q3 FY20	Y-O-Y	Q2 FY20	9M FY21	9M FY20	Y-O-Y	FY20
Revenue from Operations	8,162	7,930	3%	6,320	15,789	20,928	-25%	29,705
Cost of Material Consumed	5,125	4,854		3,567	9,554	12,468		18,169
Employee Expenses	658	841		690	1,514	2,164		2,987
Other Expenses	1,224	1,056		987	2,651	2,926		4,260
EBIDTA	1,155	1,180	-2%	1,076	2,070	3,370	-39%	4,289
EBIDTA Margin	14.1%	14.9%		17.0%	13.1%	16.1%		14.4%
Other Income	69	89		58	188	203		283
Depreciation	361	311		312	1,065	913		1,263
EBIT	862	957	-10%	822	1,193	2,660	-55%	3,310
EBIT Margin	10.6%	12.1%		13.0%	7.6%	12.7%		11.1%
Finance Cost	245	218		251	752	730		977
Profit before Tax	617	740	-17%	571	441	1,930		2,333
PBT Margin	7.6%	9.3%		9.0%	2.8%	9.2%		7.9%
Tax	168	183		12	129	404		497
PAT	449	557	-19%	559	312	1,525	-80%	1,836
PAT Margin %	5.5%	7.0%		8.8%	2.0%	7.3%		6.2%
Cash PAT	810	868	-7%	871	1,377	2,438	-44%	3,098
Cash PAT Margin %	9.9%	10.9%		13.8%	8.7%	11.6%		10.4%

BALANCE SHEET AS AT SEPTEMBER 30, 2020

Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
ASSETS		
Non-Current Assets		
Property, plant and equipment	7,978	8,545
Capital work-in-progress	980	987
Financial Assets		
Investments	9	12
Other Financial Assets	2,526	3,003
Other Non Current Assets	638	484
Sub-total - Non-Current Assets	12,132	13,031
Current Assets		
Inventories	2,885	3,126
Financial Assets		
Trade Receivables	5,446	6,448
Cash and Cash Equivalents	521	591
Bank balances other than Cash and Cash equivalents	4,459	4,359
Loans	104	105
Other Financial Assets	539	660
Other Current Assets	8,018	8,475
Sub-total - Current Assets	21,973	23,764
TOTAL - ASSETS	34,104	36,795

Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	378	378
Other Equity	17,713	17,931
Sub-total - Shareholders' funds	18,091	18,310
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	779	978
Lease Liability	150	192
Provisions	-	9
Deferred Tax Liabilities (Net)	223	274
Sub-total - Non-Current Liabilities	1,152	1,452
Current Liabilities		
Financial Liabilities		
Borrowings	4,222	4,787
Trade Payables	2,957	4,604
Lease Liabilities	125	146
Other Financial Liabilities	3,180	3,655
Other Current Liabilities	4,377	3,841
Sub-total - Current Liabilities	14,861	17,033
TOTAL - EQUITY AND LIABILITIES	34,104	36,795

CORPORATE OVERVIEW

1

INCORPORATION

Incorporated in the year 1999 under the visionary leadership of Mr. Jagdishkumar M. Gupta, to undertake specialized construction work on EPC basis, while maintaining asset lite business model.

3

CAPABILITIES

Timely completion, ability to undertake complex project and delivering quality to the satisfaction of the client is what we take pride in. Within 2 decades of our existence, we have developed a niche in the field of Urban Infrastructure. We are today amongst few construction companies qualified to undertake large Metro Projects.

5

FINANCIAL DISCIPLINE

Rated “IND A+/Stable” for Fund based limit and “IND A1” for non-fund based limit. A improving net debt equity ratio of ~0.08 as on December 31, 2020, reinforces our commitment towards financial discipline.

7

EQUIPMENT BANK

Our Company owns a large fleet of construction equipment and machinery including 7 Tunnel Boring Machines, 44 hydraulic piling rigs and 2 Straddle Carriers. A technology focussed company, we continuously invest in cutting edge technologies to enhance our service offerings.

2

TRACK RECORD

We have a track record of efficaciously completing 85+ projects, demonstrating our operation efficiency and capability to undertake complex projects.

4

OUR PRESENCE

With established presence in major states namely Maharashtra, Delhi, Gujarat, Rajasthan and Uttar Pradesh, we are on continuous lookout for opportunity to expand in other part of the country. It's our endeavor to be a Company with a PAN India presence

6

PERFORMANCE

FY20 has been memorable one and has positively emerged as a year of many ‘firsts’. We ended the FY 20 on a bright note, as we created the milestone of ₹ 2,970 Crores in revenue, ₹ 184 Crores in PAT and ₹ 11,644 Crores in order book

“Responsible bidding, better planning and efficient resource deployment.... the way we do business ”

Shaping Modern India

CORPORATE OVERVIEW



Order Book
Order Book of ₹ -
1,09,167 mn as on
Dec 31, 2020

01

02

Projects

~35 Projects under
various stages of
execution

03

Revenue

CAGR of 23% for the
period FY 2017-2020

04

Debt Equity (Net)

Improving Net Debt Equity
Ratio from 0.10 x as at
March 31, 2020 to 0.08x
as at Dec 31, 2020 despite
pandemic

05

PAT

CAGR of 20% for the
period FY2017-2020



WORK WE DO

Metro

- Metros Elevated
- Metros Underground
- Metro Station & Depot



Flyovers, Bridges & Roads

- Flyovers, Bridges & Roads
- Pedestrian Subways
- Airport Runways



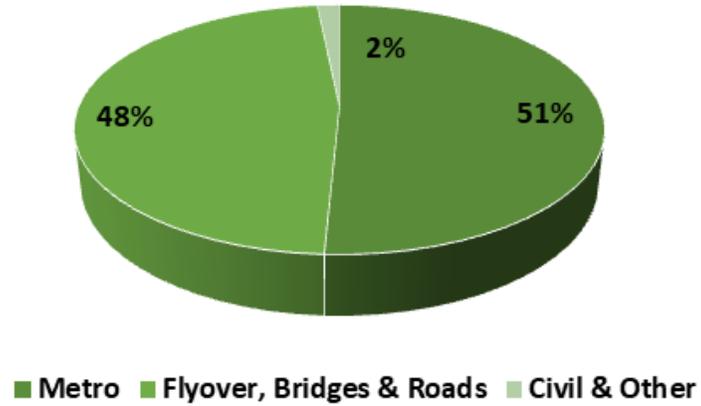
Civil & Others

- Hospital/Medical College
- Railway Terminus & Station
- Commercial Building
- Sports Complex
- Other Civil Constructions

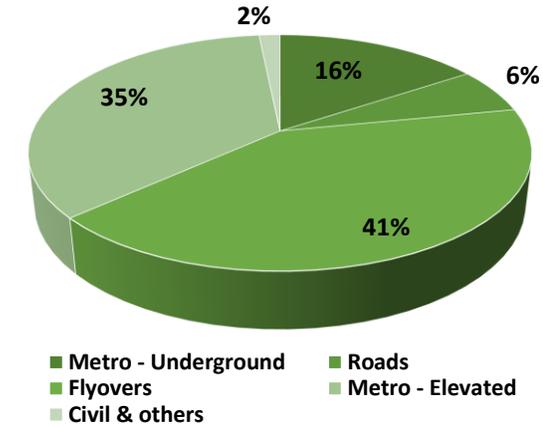


ORDER BOOK BREAKUP AS ON DECEMBER 31, 2020

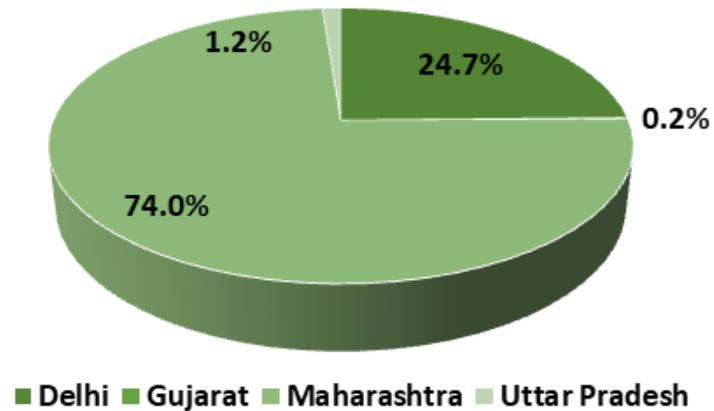
Segment Wise Break-up (%)



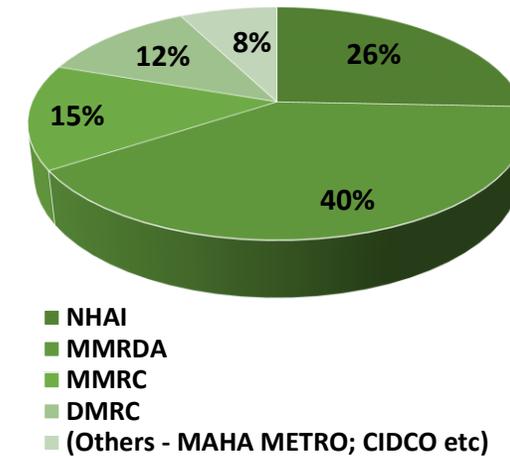
Sub-segment wise Break-up (%)



Geographical Break-up (%)



Client wise Break-up (%)



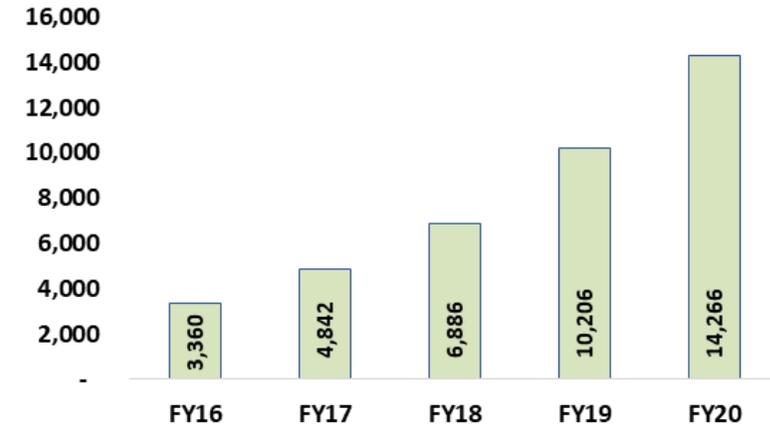
ORDER BOOK POSITION AS ON DECEMBER 31, 2020

Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)	Name of the Project	Sub Segment	Client Name	Order Backlog (₹ mn)
MUMBAI METRO LINE-09-07A (CA48)	Metro - Elevated	MMRDA	18,750	AIROLI CREEK BRIDGE	Flyover	MMRDA	2,358
MUMBAI METRO LINE-6 BC03	Metro - Elevated	DMRC	6,920	SCLR FLYOVER	Flyover	MMRDA	1,400
MUMBAI METRO LINE-6 BC01	Metro - Elevated	DMRC	3,626	CHHEDA NAGAR FLYOVER	Flyover	MMRDA	1,218
MUMBAI METRO LINE-4A CA54	Metro - Elevated	MMRDA	2,904	TELLI GALLI GRADE SEPARATOR	Flyover	MCGM	870
MUMBAI METRO LINE-2 AC02 (JKIL)	Metro - Elevated	MAHA METRO	1,335	KALWA CREEK BRIDGE	Flyover	TMC	612
PUNE METRO ELEVATED P1C-05	Metro - Elevated	DMRC	1,400	MOTAGAON CREEK BRIDGE	Flyover	MMRDA	613
MUMBAI METRO LINE-2 AC01 (JKIL)	Metro - Elevated	DMRC	631	JOGESHWARI (SOUTH) ROB	Flyover	MCGM	379
MML-7 CA-91	Metro - Elevated	MMRDA	1,841	Others	Flyover	Others	321
Others	Metro - Elevated	Others	874				
	Sub Total (A)		38,282				
				CIDCO COASTAL ROAD CA02	Road	CIDCO	4,090
				JNPT PACKAGE-1, 2, 3	Road	NHAI	1,050
MUMBAI METRO LINE-3 PKG05	Metro-Underground	MMRC	9,614	Others	Road	Others	1,637
MUMBAI METRO LINE-3 PKG06	Metro-Underground	MMRC	6,281				
MAHA METRO UG-01 PUNE	Metro-Underground	MAHA METRO	1,233				
	Sub Total (B)		17,127				
				SGPGI MEDICAL SCIENCES-LUCKNOW	Civil	UPRNNL	748
				RML ACADEMY-LUCKNOW	Civil	UPRNNL	576
DWARKA EXPRESSWAY-PKG-02	Flyover	NHAI	13,567	Others	Others	Others	429
DWARKA EXPRESSWAY-PKG-01	Flyover	NHAI	13,372				
SEWRI WORLI ELEVATED CONNECTOR	Flyover	MMRDA	10,519				
	TOTAL (A+B+C+D+E)						1,09,167

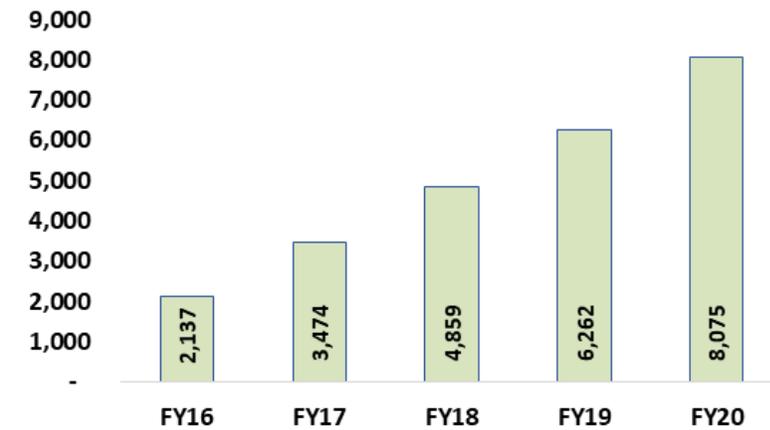
REVENUE – KEY CONTRIBUTORS



METRO - UNDERGROUND (₹ mn)

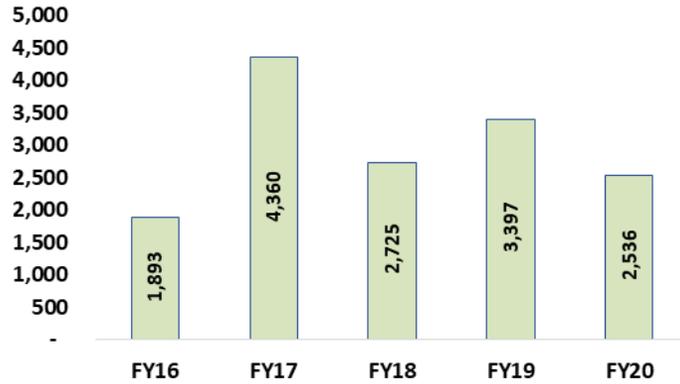


METRO - ELEVATED (₹ mn)

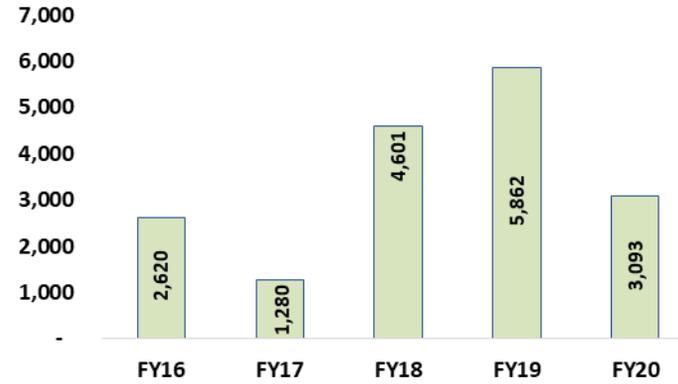


REVENUE – KEY CONTRIBUTORS

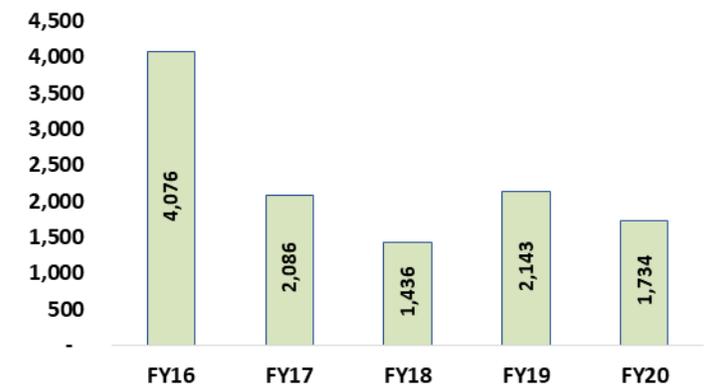
FLYOVER & BRIDGES (₹ mn)



ROADS (₹ mn)



CIVIL & OTHERS (₹ mn)



OUR MARQUEE CLIENTS

METRO & RAILWAYS



FLYOVER & BRIDGES



CIVIL AND OTHERS



EQUIPMENT BANK



TBM Machine



Piling Machine



Casting Yard



Dumper / Tipper



RMC Plant



Segment Rolling

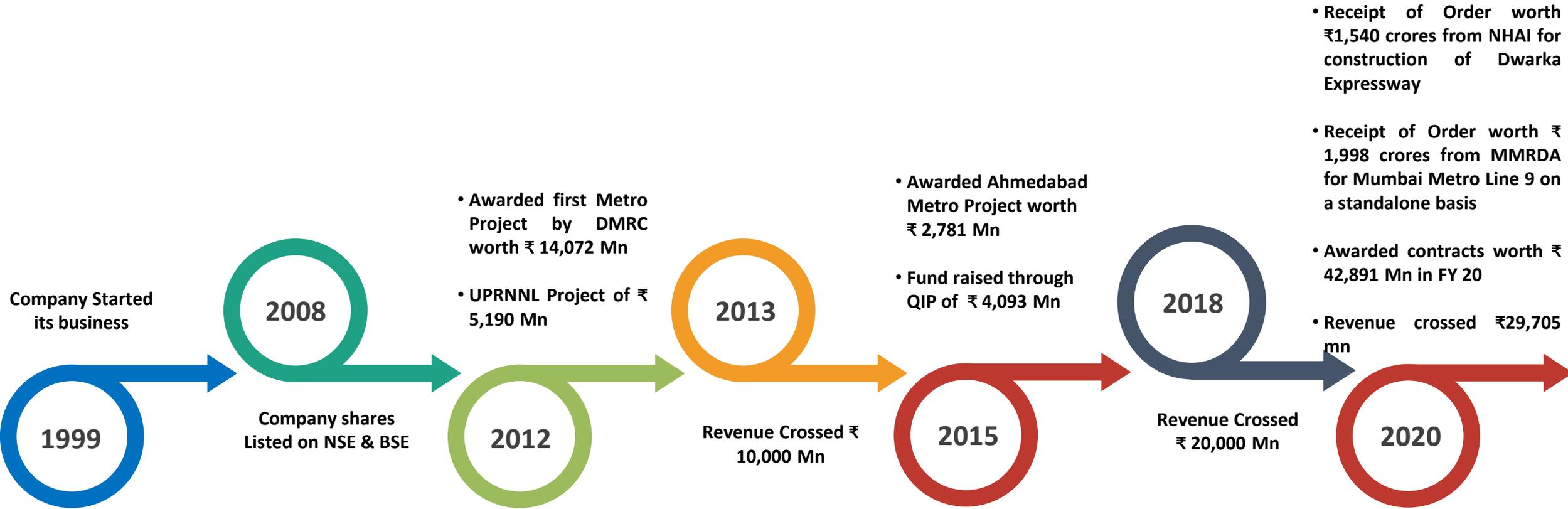


Launching Gurder



Bitumen Plant

OUR JOURNEY SO FAR



SOME OF OUR COMPLETED PROJECTS



ESIC Alwar



KSB Underpass, Pune



Sky Walk – Mumbai Project



Delhi Underground Metro



SOME OF OUR COMPLETED PROJECTS....1

Delhi Elevated Metro



Amar Mahal Flyover



Meenatai Thakre Flyover



BKC- Chunabhatti Flyover



KEY ONGOING PROJECTS – MUMBAI METRO



KEY ONGOING PROJECTS



JNPT



Thane Belapur



Ahmedabad Metro



Kalwa Bridge Thane

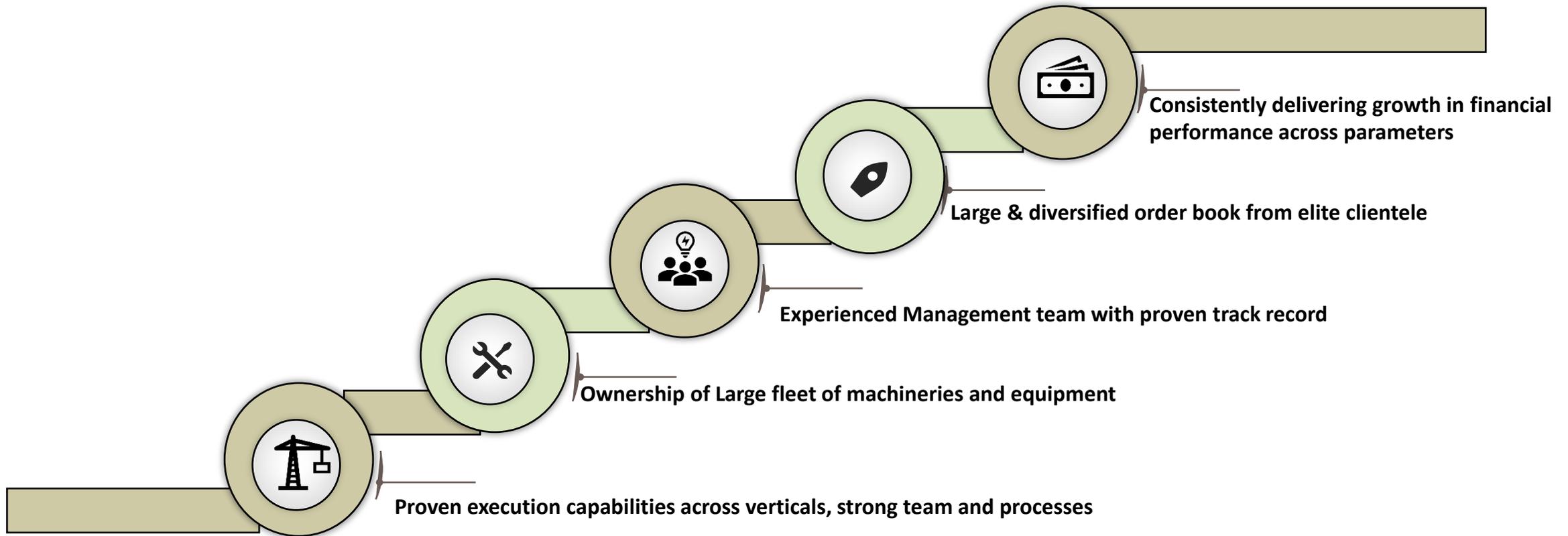


SCLR



JNPT

KEY STRENGTH



Provides visibility of robust financial performance, with sustainable positive operating cash flows and stable margin profile making JKIL an eminent company in the construction EPC space

EXECUTIVE DIRECTORS



Mr. Jagdishkumar Gupta – Promoter & Executive Chairman

Mr. Jagdishkumar Gupta, the architect of JKIL, is a first generation entrepreneur and has led the company in undertaking projects of varied complexities and scale. It is his vision, passion, zeal and indefatigable energy which has been instrumental in shaping the company's growth path. He has over 50 years of experience in Infrastructure sector in India.



Mr. Kamal Gupta – Managing Director

- Graduated with Bachelors in Civil Engineering.
- Associated with JKIL since inception. Has an experience of more than 23 years in construction field.
- Plays a vital role in execution of projects within the stipulated time frame
- He looks after the civil construction works, metro railways, etc



Mr. Nalin Gupta – Managing Director

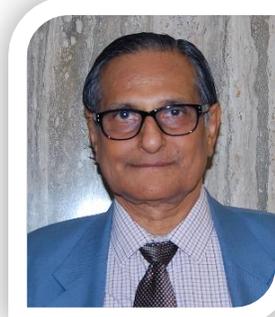
- A commerce graduate and Member of Indian Institution of Bridge Engineer.
- Associated with JKIL since inception. Has an experience of more than 23 years in construction field.
- Instrumental in setting and developing the piling business.
- He looks after construction of subway, elevated metro, underground metro, flyovers, rail over bridges etc.

INDEPENDENT DIRECTORS



Dr. R. Srinivasan

- Holds a Doctorate in Banking and Finance
- Served as CMD of Bank of India and Allahabad Bank.
- Serving on board of several companies focused on software, pharmaceuticals, gems & jewellery, tea, paint in addition to mutual fund industry.



Mr. Padmanabh P. Vora

- Chartered Accountant with over 32 years experience in finance, banking and management.
- Served as the Chairman-cum-Managing Director of the Industrial Development Bank of India from which he retired in 2003.



Mr. Padam Prakash Jain

- M. Com and Diploma in Management from FMS, Delhi. Besides, he is an Associate of Indian Institute of Bankers and Chartered Institute of Bankers, London.
- He has been a senior commercial banker /Investment banker with more than 39 years.



Ms. Archana S. Yadav

- Chartered Accountant with over 15 years of experience.
- A PGDBM holder, she has also Cleared Forensic Audit & Fraud Detection Course by ICAI
- She has been Appointed as GST Faculty by ICAI for knowledge sharing.

OUR CORE TEAM



Arvind Gupta

Chief Financial Officer

- A Chartered Accountant and has over 17 years of experience in Accounting, Taxation and Auditing.
- He has been associated with our Company since April, 2010.

Poornima Reddy

Company Secretary & Compliance Officer

- She is a Company Secretary, LLB and P.G. Diploma in Financial Management having more than 17 years of experience.
- She has been associated with our Company since July, 2007

Mayank Kumar Jain

Head Transportation-Project

- Hold B Tech & M Tech degree in Civil Engineering.
- He has 33 year's of experience
- He has been associated with the Company since January, 2019.
- He is responsible for Metro Line 2, 4, 6 and 9

Rajan Sharma

Regional Head , Delhi Metro

- He holds MBA degree and also Project Management Professional
- He has 26 years of techno commercial experience
- He has been associated with the group since 2010.

Ravinder Kulkarni

Vice President-Projects, IT, HR and Administration

- Holds a Diploma in civil engineering
- Over 42 years of experience. He has been associated with various government & private institutions including Maharashtra Irrigation department.
- He has been associated with the Company since 2011.

S.M. Thorat

Vice President (Projects)

- Holds bachelor's degree in civil engineering
- Over five decades of experience in planning and execution of various bridges, roads, flyovers and multi storied buildings and administration.
- He has been associated with the group since 1995 and responsible for project monitoring

R. B. Singh

General Manager (Projects)

- He holds a bachelor's degree in civil engineering and also has a masters in construction, and has over 25 years of experience in project planning & management etc.
- He has been associated with our Company since 2011.

Dharmendra Singh

QAQC Head

- He hold degree in B. Sc. and B E (Civil Engineering) First Class Honors
- He has 27 years of experience in Infrastructure construction projects & building construction projects. International work experience of 15 years in Singapore.

OUR CORE TEAM...1



Dhiman Majumdar **Project Head**

(Dwarka Express Way Pkg-01 Project)

- He is a Bachelor in Engineering in Civil and has over 28 Years of experience in Civil Project Planning & cost control, Tendering, etc
- He is associated with our company since 2012.

Iftekhar Ahmed **Senior General Manager** **(JNPT Projects)**

- He has degree in B.E. (Civil) and has total experience of 15 years.
- He has Expertise in Planning, Execution or Contract Management with in Construction of Flyovers / Bridges, Construction of Roads etc.

P K Prabhakaran **DGM Tender**

- He holds a diploma in civil engineering .
- He is retired Deputy Executive Engineer of PWD, Maharashtra. He has extensive of 37 years experience in planning and execution various
- He has been associated with us since 2004.
- He is responsible for identifying and quoting for new projects

Somesh Pandey **General Manager**

- He holds post graduate degree in Civil engineering
- He has 31 years of experience.
- He has been associated with the group since 2017.

Urin Wanbanterng **Manager Tunnel**

- He hold Bachelor Degree in Faculty of Civil Engineering.
- Has 17 years underground Construction Experience.
- He is currently working at package 5 as Manager Tunnel.

Dinesh Kumar Misra **(Sr. General Manager)**

- He is B.Tech (Civil) and also hold Civil Engineering degree and has over 30 years of experience.
- Prior to joining our Company, he was associated with L&T for 20 years.
- He is associated with our company since 2017.

STRATEGIC PRIORITIES

At JKIL, we are attractively placed to carve out larger projects. We would bid for and undertake large projects which meets internal profitability benchmark, **thereby strengthening our Revenue Visibility**



Increase in scope of existing projects help us in better absorption of our administration cost thereby enhancing our profitability

Most sustainable companies have less debt and high net worth; we expect to **remain low net debt across the foreseeable future**



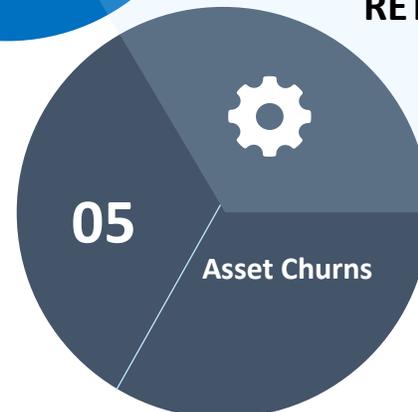
PROFITABLE GROWTH

ENHANCE SHAREHOLDERS RETURN



Though we have amassed large qualifications, we are open for entering into any strategic alliance which enhances our pre-qualification strengths, wherever required

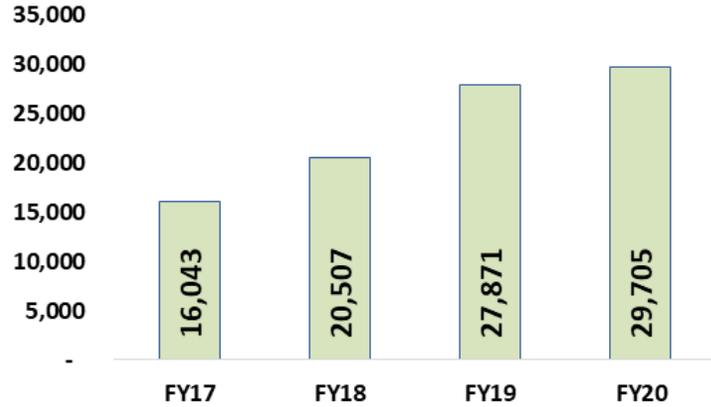
We have made sustained investment in cutting-edge technologies and equipment over years. **Higher asset churn will help reduce our future capex investments, leads to better absorption** of fixed cost thereby enhancing the returns



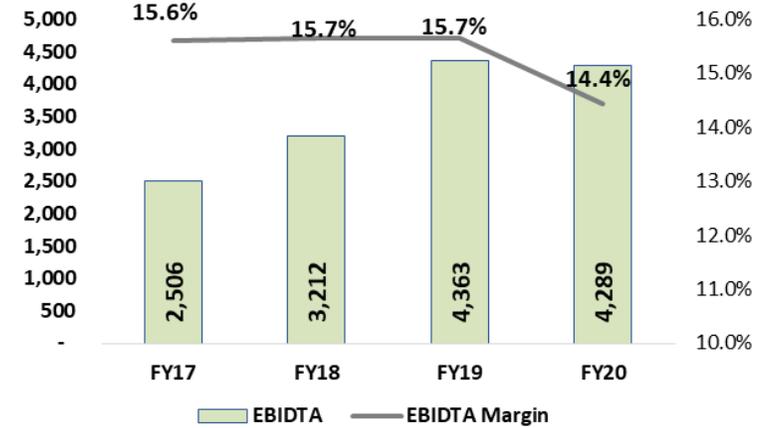
To be able to ahead of the curve vis-à-vis competition, we have imbibed a culture of operational discipline. We believe that we need to constantly validate the same and improvise to enhance returns

KEY FINANCIAL INDICATORS

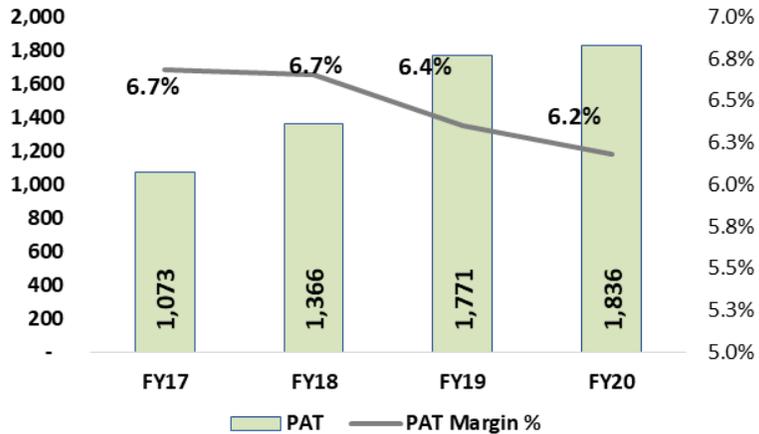
Revenue from Operations ₹ Mn



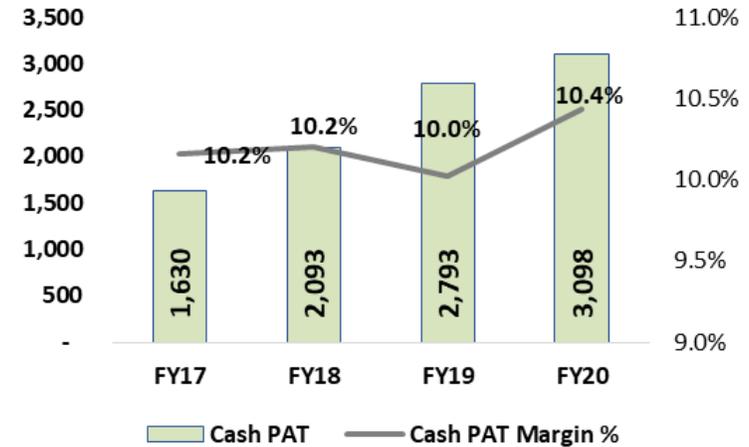
EBIDTA ₹ Mn



PAT ₹ Mn

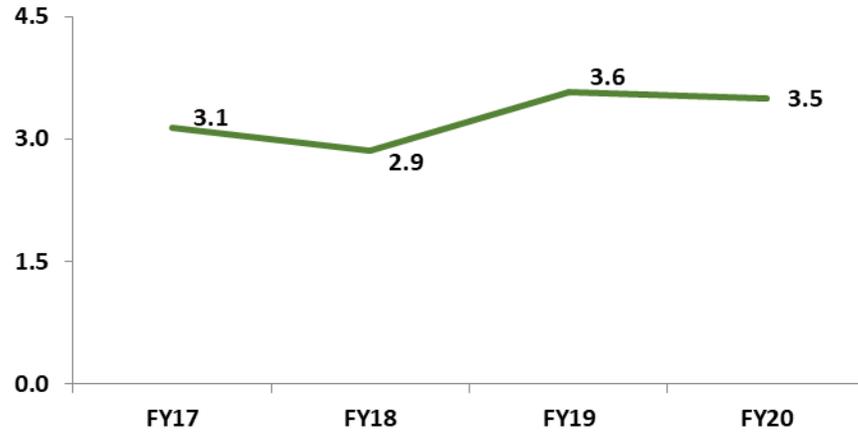


Cash PAT ₹ Mn

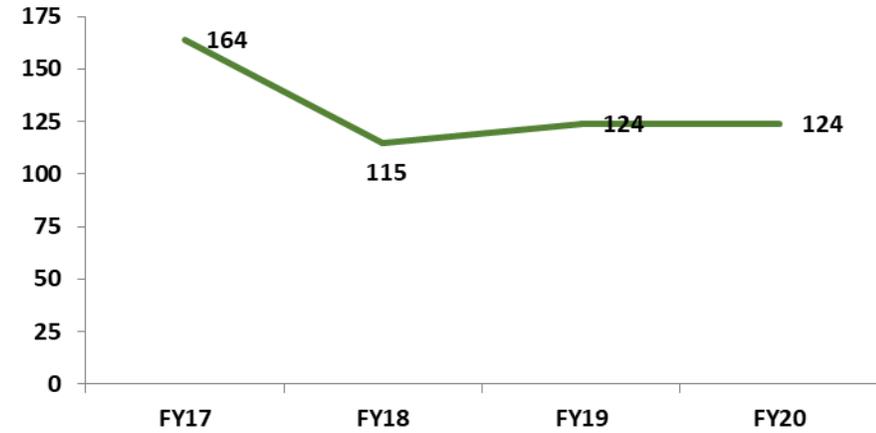


KEY RATIOS

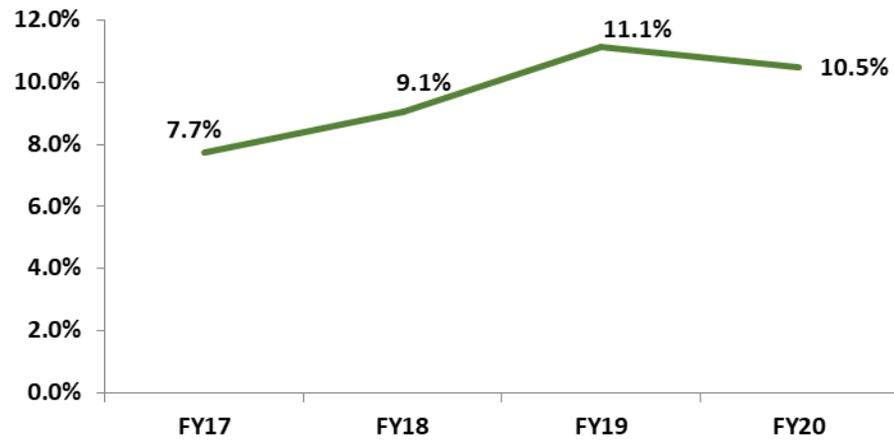
Asset Turnover Ratio



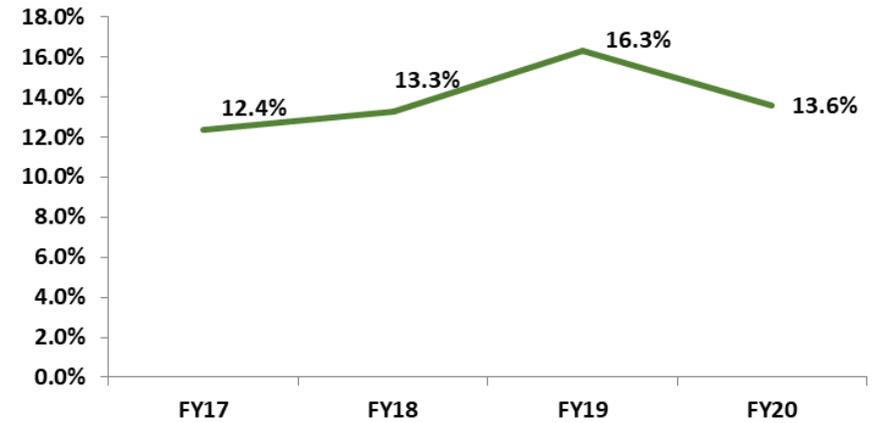
Working Capital Days



ROE



ROCE



PROFIT & LOSS

Particulars (₹ In Mn)	FY17	FY18	FY19	FY20
Revenue from Operations	16,043	20,507	27,871	29,705
Cost of Material Consumed	9,659	12,087	17,203	18,169
Employee Expenses	1,267	1,971	2,477	2,987
Other Expenses	2,611	3,237	3,828	4,260
EBIDTA	2,506	3,212	4,363	4,289
EBIDTA Margin	15.6%	15.7%	15.7%	14.4%
Other Income	311	285	281	283
Depreciation	556	727	1,022	1,263
EBIT	2,260	2,770	3,622	3,310
EBIT Margin	14.1%	13.5%	13.0%	11.1%
Finance Cost	662	703	939	977
Profit before Tax	1598	2,067	2,683	2,333
PBT Margin	10.0%	10.1%	9.6%	7.9%
Tax	525	701	912	497
PAT	1073	1366	1,771	1,836
PAT Margin %	6.7%	6.7%	6.4%	6.2%
Cash PAT	1,630	2,093	2,793	3,098
Cash PAT Margin %	10.2%	10.2%	10.0%	10.4%

CAGR

23%

20%

20%

BALANCE SHEET

Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
ASSETS		
Non-Current Assets		
Property, plant and equipment	7,978	8,545
Capital work-in-progress	980	987
Financial Assets		
Investments	9	12
Other Financial Assets	2,526	3,003
Other Non Current Assets	638	484
Sub-total - Non-Current Assets	12,132	13,031
Current Assets		
Inventories	2,885	3,126
Financial Assets		
Trade Receivables	5,446	6,448
Cash and Cash Equivalents	521	591
Bank balances other than Cash and Cash equivalents	4,459	4,359
Loans	104	105
Other Financial Assets	539	660
Other Current Assets	8,018	8,475
Sub-total - Current Assets	21,973	23,764
TOTAL - ASSETS	34,104	36,795

Particulars (₹ in Mn)	As at Sep 2020	As at Mar 2020
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	378	378
Other Equity	17,713	17,931
Sub-total - Shareholders' funds	18,091	18,310
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	779	978
Lease Liability	150	192
Provisions	-	9
Deferred Tax Liabilities (Net)	223	274
Sub-total - Non-Current Liabilities	1,152	1,452
Current Liabilities		
Financial Liabilities		
Borrowings	4,222	4,787
Trade Payables	2,957	4,604
Lease Liabilities	125	146
Other Financial Liabilities	3,180	3,655
Other Current Liabilities	4,377	3,841
Sub-total - Current Liabilities	14,861	17,033
TOTAL - EQUITY AND LIABILITIES	34,104	36,795

For further information, please contact



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