



**J. KUMAR INFRAPROJECTS LIMITED**

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**14<sup>th</sup> November, 2022**

To,  
The General Manager  
Department of Corporate Services  
BSE Ltd  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai - 400 001  
**Scrip Code: 532940**  
**ISIN: INE576I01022**

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  
**Scrip Symbol: JKIL**

**Sub:** Disclosure under Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

**Ref:** Transcript of the Conference Call held on 9<sup>th</sup> November, 2022

Dear Sir's,

Pursuant to the above mentioned SEBI Listing Regulations, read with Part A of Schedule III of the above SEBI Listing Regulations, please find enclosed the transcript of the earnings call.

Kindly disseminate the above information on your website for the information of shareholders.

Thanking you,

Yours faithfully,

**for J. Kumar Infraprojects Ltd**

**Poornima  
Company Secretary**

*Enclosures: As Above*



# “J. Kumar Infraprojects Limited Q2 & H1 FY23 Earnings Conference Call”

**November 9, 2022**

Disclaimer: E&OE - This transcript is edited for factual errors. In case of discrepancy, the audio recordings uploaded on the stock exchange on 10th November 2022 will prevail.



**MANAGEMENT: MR. KAMAL GUPTA – MD**



*J. Kumar Infraprojects Limited*  
*November 9, 2022*

**MR. MADAN BIYANI – CFO**



*J. Kumar Infraprojects Limited  
November 9, 2022*

**Moderator:**

Ladies and gentlemen, good day and welcome to J. Kumar Infraprojects Limited Q2 and H1 FY23 earnings conference call. As a reminder, all the participants' lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal for an operator by pressing "\*" and "0" on your touch-tone phone. Please note that this conference is being recorded.

Before we begin, a brief disclaimer. The presentation which J. Kumar Infraprojects has uploaded on the stock exchanges and their website including the discussion during this call contains or may contain certain forward-looking statements, concerning J. Kumar Infraprojects business prospects and profitability, which are subject to several risks and uncertainties and the actual results could materially differ from those in such forward-looking statements.

I now hand the conference over to Mr. Kamal Gupta – MD, J. Kumar Infraprojects Limited. Thank you and over to you, sir.

**Kamal Gupta:**

Good afternoon everyone. On behalf of J. Kumar Infraprojects, I welcome everyone to the Q2 & H1 FY23 Earnings Conference Call of the Company. Joining me on this is Madan Biyani – CFO, and our IR team. I hope everyone had an opportunity to look at our results. The presentation and press release have been uploaded on the stock exchanges and our Company's website.

We are excited to deliver another quarter of healthy performance with stable EBITDA margins and debt levels. We are witnessing strong execution momentum across all our projects and are focused to create value for all our stakeholders. We are witnessing pick up in new projects awarding. We have so far received projects to the tune of Rs. 1,688 crores in FY23 and are confident of achieving our target order book for the financial year.

Further, recently, the income tax department conducted a search under section 132 of income tax in the normal course of business. We have extended full cooperation and support in the search proceedings to the department under the law including providing timely and complete information by the Company. We are committed for working with the authorities to address any questions they might have and shall continue to provide any further details that might be required. Further, the management is of the view that this will not have any impact on the Company's financial position.

The Company was awarded following orders:



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1) Sewage tunnel project of phase 1 from Don Bosco to New Malad from MCGM amounting to Rs. 510 crores excluding GST in JV where J. Kumar's share is Rs. 306 crores in Q2 of FY23.

2) We have also been awarded a hospital project Siddharth Municipal General Hospital at Goregaon West amounting to Rs. 315 crores excluding GST in Q3 of FY23.

Coming to the performance highlights of Q2 FY23:

The revenue from operations for Q2 FY23 grew by 31% to Rs. 1,013 crores as compared to Rs. 772 crores in Q2 FY22. The operating margin for Q2 FY23 has gone up by 32% to Rs. 146 crores as compared to Rs. 110 crores of the preceding year. The EBITDA margin for Q2 stood at 14.4% as compared to 14.3% in Q2 FY22. The PAT for Q2 has gone up by 64% to Rs. 68 crores as compared to Rs. 41 crores in the preceding year of Q2. The PAT margin for Q2 FY23 stood at 6.7% as compared to 5.3% in Q2 of FY22.

Now, coming to the performance highlights for H1 FY23:

The revenue from operations for H1 FY23 has gone up by 39% to Rs. 2,007 crores as compared to Rs. 1,447 crores in H1 of the preceding year. EBITDA for H1 FY23 has gone up by 38% to Rs. 286 crores as compared to Rs. 207 crores in the preceding year. EBITDA margin for H1 FY23 stood at 14.3%. The PAT for H1 FY23 has gone up by 77% to Rs. 129 crores as compared to Rs. 73 crores in H1 of FY22. And PAT margin for H1 FY23 stood at 6.5% as compared to 5.1% of H1 of the preceding year '22.

The Company continued its focus on working capital management and quality of order book. Our order book as on September 30th, 2022, stood at Rs. 11,439 crores. The order book includes Metro project contributing around 55% while flyovers, bridges, tunnels, and roads contribute to around 33%. We remain optimistic on India's growth amidst the continuing global geopolitical uncertainty.

And before taking the Q&A, I would like to reiterate the vision of the Company:

With strong financial and technical merits, we envisage becoming a \$1 billion revenue Company by FY27. Our endeavor is to reduce gross debt level in the medium term. The objective is to continuously improve shareholders' return ratio, ROE, and ROCE by investing in people, technology, and process.

Now, we are open for the Q&A.



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- Moderator:** We will now begin with the question & answer session. We will take the first question from the line of Mr. Alok Deora from Motilal Oswal. Please go ahead.
- Alok Deora:** Sir, I just wanted to understand that we are among the few players who have done a consistent margin performance despite the sharp increase in the input cost. So, what is your outlook on the margins now? When the costs have come down now, will the margins remain in this 14% to 15% range? Just some color on that, sir.
- Kamal Gupta:** Of course, we have been giving consistent margins throughout the year, and this year also and going forward also, whatever our order book is there is with secured 14% to 15% of EBITDA margin, Alokji. We are very confident to deliver these similar margins going forward because as you must be aware, all these contracts are covered with price escalation clause so that any increase or decrease in the commodity prices does not impact on our margins.
- Alok Deora:** Also, the order book is pretty strong at around Rs. 115 billion. So, what is the order inflow target now for this financial year? I might have missed out that number if you had given in the opening remarks. Just if you could repeat that number?
- Kamal Gupta:** We have given a target guidance of around Rs. 4,000 crores to Rs. 5,000 crores of order inflow in this year. Out of this, till now, we have already secured around Rs. 1,700 crores of project – Rs. 1,688 crores to be more precise. And we are confident by the year-end, we will be able to meet this inflow target of Rs. 4,000 crores to Rs. 5,000 crores keeping our order book of around Rs. 12,000 crores to Rs. 13,000 crores by the year-end of March '23.
- Alok Deora:** Any projects where we have already bid where the bids are yet to be opened or any color on that?
- Kamal Gupta:** We have already bid for around Rs. 6,000 crores of projects which includes NHAI project of Kerala which is an elevated project at Kochi. We have also bid for the C1 tender of High Speed recently sometime back; we are awaiting the results. And there are some small projects also of Rs. 200 crores to Rs. 300 crores, so around Rs. 6,000 crores to Rs. 6,500 crores already bid.
- Alok Deora:** Sir, you mentioned that the tax raid is not impacting the business operations. Any more color you can throw what is it related to and in future if any such implication could be there for that?
- Kamal Gupta:** Alokji, I think this is a routine course of business. And the same question I asked them – why have you come? They told, you guys are growing too fast. I think the companies which are growing, this is the normal course of business, and I am sure there will be no impact on the Company's growth operations or financials on this behalf. I don't think there are any issues on this.



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- Moderator:** We will take the next question from the line of Mr. Dhananjay Kumar Mishra from Sunidhi Securities. Please go ahead, sir.
- Dhananjay Mishra:** Sir, our operating cash flow in the first half is down compared with the last year numbers. Are we facing any working capital issue or payment issue due to change in government in Maharashtra? Because 60% to 70% of projects are in Maharashtra. How do you see this?
- Madan Biyani:** Comparatively from H1 of last year and H2, the operating cash flow. The main reason for that is a certain increase in trade receivable balances as on 30th September 2022. And we did an exercise like post collection. So, a substantial amount in the range of around Rs. 250 crores or so has been already received in the October month. This is a particular nature in EPC industry, in the construction industry.
- Kamal Gupta:** Mishraji, as Mr. Madan has told you, we have already received Rs. 277 crores till last week of Q2 balance. So, out of this, it is already around Rs. 300 crores are minus – the trade receivables – but we don't have any stress on the cash flow because of this, Dhananjayji, absolutely. This is temporary in nature in the construction industry. So, there is no issue on this regard.
- Dhananjay Mishra:** And with respect to our bid pipeline, when do you expect these to be awarded? Rs. 6,000 crores of bid pipeline you have.
- Kamal Gupta:** These results would be declared in a month or two like November end or December for what we have bidden. The technical process is on. They should open the bids by November end or December max.
- Dhananjay Mishra:** So, next 2-3 months, we will have some results in terms of order inflow?
- Kamal Gupta:** Yes, absolutely. Because these are the projects what we have already bidden, Mr. Dananjay. We are looking to bid for around Rs. 70,000 crores of projects in the coming 5-6 months.
- Moderator:** We will take the next question from the line of Mr. Mohit Kumar from DAM Capital. Please go ahead, sir.
- Mohit Kumar:** Sir, I am looking for 3 numbers. One is unbilled revenues during the quarter by the end of September and mobilization advance; and third line item which is loan to subcontractors which was Rs. 25 crores at the end of FY22.
- Madan Biyani:** The unbilled revenue, as we are speaking, we are at Rs. 548 crores as on 30th September 2022. And mobilization advance, we are at Rs. 541 crores as on 30th September 2022. And what was the third number you spoke about?



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- Mohit Kumar:** Loans given to subcontractors.
- Kamal Gupta:** There's no substantial number on this, Mr. Mohit.
- Madan Biyani:** I don't have a readily available answer on that, I will come back to you.
- Mohit Kumar:** Sir, my second question is, of course, on the debt number you spoke about, reducing the debt as we go forward. What is the number you are looking for at the end of FY23? Can you give some trajectory, some commentary around that?
- Kamal Gupta:** If you see, we have reduced our debt by Rs. 23 crores in this quarter. And going forward, we look to be within Rs. 500 crores by March end.
- Mohit Kumar:** As we grow our revenue, can we expect this number to be at a similar level?
- Kamal Gupta:** Yes, at a similar level, Mr. Mohit, absolutely similar level. We are very conservative in this.
- Mohit Kumar:** Lastly, on this bidding opportunity. Of course, we have bid for Rs. 6,000 crores. But are there any other large tenders opportunity available over next 12 months for us, large-ticket tenders? Because there are a lot of Metro tenders now. That's the reason I'm asking.
- Kamal Gupta:** As rightly told by you, there are a lot of opportunities coming. And I spoke before also, we are looking to bid for around Rs. 70,000 crores to Rs. 75,000 crores of projects in the coming 6 to 9 months going forward. Of course, our focus areas again are Metros. We look to bid for lot of Metro projects – elevated and underground. Sewage, water, and tunnel projects are also a focus area. Flyovers, roads, buildings, hospitals, these are the focus areas we will be bidding in the coming future. As told by you, Maharashtra itself has announced around Rs. 4 lakh crores of projects in the coming 2 to 3 years. There is a lot of inflow all over the states in India, it's not only Maharashtra. Of course, Maharashtra is our focus area since we are based out of here. So, we will try to tap a lot of work here itself, but we are also focusing on other states like Chennai Metro, for NCR region like lot of projects are coming in medical as well as sewage, water, flyover, and bridges. Mumbai, like you are aware, a lot of Metro lines are added. Already, the DPR is on; you must be reading the paper. And a lot of tunnel projects are coming in Mumbai itself. The GMLR tunnel what we will be quoting like last time also we spoke about this, the Goregaon-Mulund Link Road. There are some coastal road projects coming up like Versova to Virar is under pipeline and the Virar to Alibaug multimodal corridor is in progress, extension of MTHL to Chennai will be there. So, a lot of projects are in pipeline, Mr. Mohit. So, there won't be any dearth of inflow, I hope, for everybody.
- And as you are aware, we have augmented ourselves with a healthy balance sheet and renowned exhibition capability, we are fully prepared to tap on this opportunity.





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**Moderator:** We will take the next question from the line of Jiten Rushi from Axis Capital. Please go ahead, sir.

**Jiten Rushi:** I want to understand on the tender pipeline. There were large tenders announced from the Mumbai Municipal Corporation for the road projects. These are large-ticket projects for the improvement and strengthening of roads. What is the status of these tenders? The tenders are valued over Rs. 6,000 crores in total.

**Kamal Gupta:** You are asking my view on bidding?

**Jiten Rushi:** These projects were announced in August, almost like 2-3 months now. Whether the bidding has completed or still is it getting postponed? And how much will we participate?

**Kamal Gupta:** Yes, bidding is not done there yet. We may or may not quote on that. We are not sure whether we will be quoting on that project.

**Jiten Rushi:** But any reason behind it or because it is not a state project, that is why or how it is like?

**Kamal Gupta:** No, it's not so. That project probably is in an island city. It is a combination of number of rows like if it is Rs. 1,000 crores or Rs. 1,500 crores, there will be more than 30-40 roads in some of the packages in small batches. That's why we are in doubt to quote or not. Would it have been a continuous stretch; it is much easier to control the project.

**Jiten Rushi:** Sir, on the various other Metro projects, can you highlight the completion status like how is the Mumbai Metro Line 3, what is the pending line 7 and other....?

**Kamal Gupta:** As you must be aware, opening of Line 2 and 7 is already done in April, which is operational – 2 and 7. And we further expect Line 2 and 7 to be fully operational by Jan '23, in another 2 months, 3 months. This is an elevated Metro. And coming to the underground Metro Line 3, they are divided in 2 phases. The first phase is from SEEPZ to BKC, and 87% of this work is completed. Tunneling work is fully completed. Station works are undergoing. Electrification and track lowering work by respective contractors are going on simultaneously. And we believe MMRC should be looking to open this line by December '23, the first phase. And by June '24 the second phase.

**Jiten Rushi:** Sir, on the Dwarka Expressway, we should be completing this possibly by March?

**Kamal Gupta:** Dwarka Expressway, as of now, 63% of the work is completed and work is going on in full swing. And we expect a part of the project to be open by around May '23, the package 2 will be done. And package 1 some work will be going on. We have got some additional work also in that. So, the entire Dwarka Expressway will be completed by November '23.



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**Jiten Rushi:** As you said that there is a pipeline of around Rs. 70,000 crores to Rs. 75,000 crores of projects which you are likely to participate in the coming months. Can you highlight what is from NHAI road segment and on the Metro, bridge, or on the flyover segment? Can you break it up into the size in terms of value?

**Kamal Gupta:** I cannot give you this breakup in terms of department-wise, but I have told you what are the big projects coming and are in the pipeline. If you want, I have to work out like which are which department's work, but....

**Jiten Rushi:** If you can provide later, it would be really helpful. I want to understand what is the pipeline coming from each different segment. That would be really helpful.

**Kamal Gupta:** Segment-wise, we are planning to bid for around Rs. 20,000 crores to Rs. 25,000 crores of projects in Metro, elevated and underground; sewage water, we are planning to bid for around Rs. 4,000 crores of projects; flyover and bridges will be around Rs. 40,000 crores of projects; and buildings and hospitals for around Rs. 3,000 crores to Rs. 4,000 crores of projects.

**Jiten Rushi:** Sewage projects, sir, I know we have done some projects in the past, but if you are talking about the large-size projects, these projects we are independently qualified or we shall be bidding in joint ventures?

**Kamal Gupta:** We do at some places and some places we don't, so we go for joint ventures. And recently, we have bagged one Rs. 500 crores project, as you are aware, of a sewage tunnel, as I told you in my opening remarks. That is in JV where our share was Rs. 306 crores. So where we don't qualify, we go for JV.

**Jiten Rushi:** Sir, lastly on the CAPEX. What is the CAPEX you have done in the first half? And what is the additional CAPEX you are expected to do in FY23 and FY24?

**Kamal Gupta:** We have done around Rs. 20 crores to Rs. 22 crores of CAPEX. And we expect to be around Rs. 90 crores to Rs. 100 crores of CAPEX in the whole year. This is what the guidance we had given. These are all routine maintenance CAPEX. And, of course, we have ordered 1 TBM. That will come into this. For our Delhi project, we have ordered 1 TBM.

**Jiten Rushi:** That will be Rs. 50 crores to Rs. 60 crores. This will be a major one, right?

**Kamal Gupta:** Yes, that will be around Rs. 60 crores. You're right.

**Jiten Rushi:** And sir, just last thing. Obviously, the business is doing good. And we had last night at your office. We were discussing the future pipeline. The road map seems to be clear. But sir, any



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changes from that road map we see in terms of deviation, in terms of revenue margin or any deviation in other segments? Any change in the thought process as of now?

**Kamal Gupta:** Jiten, as I told you, this is a golden period for India infrastructure industry. In the coming 7 to 10 years, there will be a huge inflow. Of course, commodity prices can go up and down, but you will appreciate all our contracts are covered with price escalation clause. So, we don't see any risk in terms of this. The Company is having in-house execution capability with a financially disciplined setup, is the best opportunity for this Company. So, I don't see any risk going forward.

**Moderator:** We will take the next question from the line of Mr. Parvez Qazi from Edelweiss Securities. Please go ahead, sir.

**Parvez Qazi:** Sir, a couple of questions from my side. You mentioned the status of Line 2, 7, and 3. It would be great if you could also tell us about the status of work on the other Metro projects that we are doing in Mumbai and elsewhere.

**Kamal Gupta:** Line 2b is started. Around 18% to 20% work is completed in Line 2b. Line 6 which is from Andheri West to Powai is 64% completed. The Pune Metro what we are doing, 80% of the work is completed in that. And SCLR what we are doing is around 75% what we have completed in that section. And Line 9 also, the work is in full swing.

**Parvez Qazi:** In terms of order intake, obviously, you said that we will look at maybe about Rs. 4,000 crores to Rs. 5,000 crores this year. I want to achieve, let's say, about Rs. 7,000 odd crores of revenues or \$1 billion revenues over the next 3 to 5 years. We will probably need to have an order book which is almost double the size of what it is currently. Which segments and which geographies will we target to achieve that kind of....?

**Kamal Gupta:** It's not very difficult, Parvez. As we have already told you, we want to be a \$1 billion revenue Company by FY27 with an order book of around Rs. 20,000 crores. Right now, we have an order book of around Rs. 11,500 crores. As I told you, by year-end, we are looking for around Rs. 12,000 crores to Rs. 13,000 crores of order book as on 30th March. The states where we are already working are NCR, Delhi; UP, work is getting completed; Maharashtra, of course, is around 65% of our order book and revenue; and Gujarat, we are working in Ahmedabad and Surat. These are the states right now we are working. So, we foresee a lot of projects inflow in these states itself, but apart from these states, we are also ensuring, as I told you, we are looking for some work in the South. We have already quoted for a project in Kochi of around Rs. 2,000 crores. We are planning to bid for projects of Chennai Metro. So, state-wise also, we are expanding and department-wise also, we are expanding. We have taken this work of around Rs. 1,200 crores from Ircon recently of this tunnel from Vadodara to Mumbai. The Surat Metro was again a new client. So, we are venturing in new states as well as new verticals



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as well as new clients. So, we foresee it's a very comfortable achievement, a \$1 billion revenue Company by '27. I don't see any issues in that, Parvez.

**Parvez Qazi:** And just 2 more questions. One, when can we expect work to start on the CIDCO coastal road project? And the second is the same thing for the Ircon project?

**Kamal Gupta:** For the Ircon project, the work is already started. We are already mobilized there. The setup is ready and we have already started the excavation and all is already on. So, we should get the appointed date in the coming weeks, probably. CIDCO coastal project, the work off-site is already started of casting yard development, designs, and investigation. That is on, but we are still awaiting permission from the forest department and the mangroves department, and we expect these permissions in a month's time. So, on-site in the river, the work will be started after December only; so, by Jan it should start.

**Moderator:** We will take the next question from the line of Panjul Agrawal from Green Portfolio. Please go ahead.

**Panjul Agrawal:** I wanted to ask that how much of the current order book are we expecting to be executed in the financial year '23 and '24?

**Kamal Gupta:** As we have told you, we have given a guidance of Rs. 4,000 crores for FY23 initially, but we have already achieved Rs. 2,000 crores in H1. So, we expect our order revenue to be in the range of around Rs. 4,000 crores to Rs. 4,200 crores by the end of FY23. And we are looking for a 15% growth for FY24. So if you see, around Rs. 6,500 crores to Rs. 7,000 crores in the coming 1-1/2 years will be executed from the order book.

**Panjul Agrawal:** Sir, can you give me a segment-wise average duration of the project? For Metro, how much is the duration that we require to complete a Metro project, and similarly, for flyover, civil, and water projects?

**Kamal Gupta:** The gestation period usually is around 3 years, Panjul. Some of the projects are like for 4-1/2 to 5 years also, the bigger projects of underground Metros. And some of the projects are like for 2-1/2 to 3 years. So, we consider around 3 to 3-1/2 years as an average gestation period for the project.

**Panjul Agrawal:** Sir, can you also give me an expected margins from individual segments?

**Kamal Gupta:** We don't quote any projects below 14% to 15% of EBITDA margin. And if you must have seen, we are able to maintain this before also. All our projects right now, which are secured also with 14% to 15% of EBITDA margin. And going forward also, whatever we will be bidding, we will be bidding with a similar 14% to 15% of EBITDA margin.



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- Panjul Agrawal:** So, there is no individual bifurcation like for Metro, the margin is higher; for civil projects, the margin is lower. There is nothing like that. We maintain an average margin?
- Kamal Gupta:** Yes, average margin. That's true, Panjul.
- Moderator:** We will take the next question from the line of Parikshit Kandpal from HDFC Securities. Please go ahead.
- Parikshit Kandpal:** Sir, my question is on the bid pipeline. You said that Rs. 75,000 crores is the bid pipeline. And you're looking to book Rs. 4,000 crores to Rs. 5,000 crores of orders in this financial year, so roughly another Rs. 2,500 crores to Rs. 3,000 crores of order which translates to just about 4% of the overall bid win ratio. Just failing to understand why the bid pipeline is big but we are guiding very less in terms of order inflows.
- Kamal Gupta:** Parikshit, as you know, we are a very conservative organization. We always believe in surpassing our guidance. Our actions should speak more than the words. Let's see what we can take, but we are bidding for this big pipeline, no doubt. And we expect the results to be much better. That's true.
- Parikshit Kandpal:** Sir, especially in the MMR region which is your core region, a large part of the order book resides in MMR. So, how do you see the key projects if you can highlight in the bid pipeline, some of the large projects which could come up for bidding between now and March of '23?
- Kamal Gupta:** Of course, the GMLR tunnel is in the final stage, which is costing around Rs. 3,500+ crores. This will be there which will come up. There are some more projects, like there is a Rewas-Karanja Creek bridge of Rs. 1,000 crores. They are coming up with this Pune ring road, costing around Rs. 20,000 crores to Rs. 25,000 crores. There are some elevated flyover projects like extension of the Eastern Freeway from Ghatkopar to Thane. There will be this coastal road near Ghodbunder, which will be around Rs. 1,200 crores. There is Rs. 2,000 crores of the elevated project from Ghatkopar to Thane. In Thane, there are 2-3 elevated projects costing Rs. 1,100 crores and Rs. 500 crores. There is this Kalyan ring road which is coming up which will be costing around Rs. 1,000 crores plus in 3 packages or 2 packages. The extension of MTHL, which will be around, again, Rs. 1,500 crores in 2 packages from MTHL to Chennai. And there are a lot of Metro projects which are in DPR stage of MMR region. So, that will come up. Of course, CIDCO is also planning to have an extension of the Metro. So, that will come up. And one other project is Borivali to Thane tunnel project. That is also, the DPR stage is on. So, these should come up in another 9 months to 12 months, everything what I'm speaking, Parikshit. So, maybe something will come before March and something after March. There are a lot of projects. HSR projects are, of course, there. We have bid for one and another 2 packages are in pipeline – elevated and underground. We will be quoting for that also. Chennai Metro we will be quoting, that is coming up. DMRC, some



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projects are coming. So, there are huge projects which are in pipeline. Something will come before March and something also March.

**Parikshit Kandpal:** You have been taking a large part of at least the Mumbai infrastructure projects and you have outlined so many projects coming up. Clearly, you said surpass your guidance Rs. 100 crores what I can make. So, you may be guiding a little conservatively here. Sir, in terms of overall borrowing costs, where does the borrowing cost stands now after the hikes? Also, if you can touch upon fund-based and non-fund-based limits what are they currently and the utilization.

**Kamal Gupta:** Borrowing cost right now is around 9% to 10%, Parikshit. And you want to know what is the fund-based limits and non-fund-based?

**Parikshit Kandpal:** Yes, fund and non-fund based and utilization.

**Kamal Gupta:** Our sanctioned limits are around Rs. 3,800 crores fund-based and non-fund-based both. Non-fund-based is around Rs. 3,200 crores and the rest is fund based. And utilization is around Rs. 2,800 crores out of Rs. 3,800 crores. Wherein non-fund-based is around Rs. 2,390 crores of this and the rest is fund based.

**Parikshit Kandpal:** Total is Rs. 2,800 crores utilization.

**Kamal Gupta:** Yes.

**Parikshit Kandpal:** There is enough headroom there also. But the change in the political situation in Maharashtra, do you think now more of infra projects will come in and it will be easier to work now, projects will get streamlined or there is no change in the ground?

**Kamal Gupta:** Of course, there is a positive uptick because if the government is same in center and state, the approvals are much faster, whether it's finance approval or other approvals of environment and all. So, the growth should be much faster, no doubt.

**Parikshit Kandpal:** And in the building segment, sir, how is the bid pipeline? Because you spoke about a lot of road projects and key infrastructure projects and flyover. Especially in the building segment, how do you see the pipeline or the order pipeline? You can just highlight some projects in the bid pipeline there?

**Kamal Gupta:** If you know, we have already bagged a hospital project in Q3 and we have already completed Rs. 800 crores project in Rajasthan, 2 building projects in Lucknow. So, we are already focusing on some projects. We have bid for one project, but we could not get that. That was the Wadala Rs. 900-1,000 crores project. Of course, there are more projects in pipeline,



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whether it's medical college or depots or administrative buildings and hospitals. We are looking forward to bid that also.

**Moderator:** We will take the next question from the line of Mr. Shravan Shah from Dolat Capital. Please go ahead.

**Shravan Shah:** Most of the questions have been answered. Before asking a question, just a request. Sir, whenever we announce any project win or order win on the exchanges, please mention the without GST number also. If you want to add the with GST number, this is the value. But at least without GST if you can provide them, it would be great, because last time in October, it took at least 5 to 6 hours to get that value. That's the one request.

**Kamal Gupta:** We appreciate that, Shravan. We will do that.

**Shravan Shah:** First, I need the retention money value because that is left.

**Madan Biyani:** Retention money, you mean receivable or what?

**Shravan Shah:** Yes, receivable. Last June, we said Rs. 220 odd crores was the retention money.

**Madan Biyani:** It is Rs. 225 crores as of 30th September.

**Shravan Shah:** And breakup of the cash in terms of the FDR and....

**Madan Biyani:** FDR, we are at Rs. 423 crores as of 30th September.

**Shravan Shah:** Sir, this Rs. 6,500 crores order that we have bid, you said that the NHAI Kerala project is around Rs. 2,000 odd crores and the bullet train tender, that would be how much?

**Kamal Gupta:** This project what we are saying is it's a lump-sum project. We don't have exact figures, but this will be around Rs. 4,000 crores or so.

**Shravan Shah:** So this Rs. 6,500 crores projects that we have bid, only 2 projects are part of that. Any other projects?

**Kamal Gupta:** There are some more. There are smaller projects like we have bid for a depot project in Bengaluru. That project is there, and plus one ROB at Sanpada. All this put together is around Rs. 6,500 crores.

**Shravan Shah:** Sir, CAPEX and the cash flow for the first half is already showing Rs. 90 odd crores, and we said that for the full year, we will be doing Rs. 90 crores to Rs. 100 odd crores. Is that the



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advances that we have already paid and that's why in the cash flow, it is there? So, in the second half, we will not be having any cash outflow on the CAPEX front?

- Kamal Gupta:** No, the H1 figure is not 90 my dear. H1 figure is Rs. 52 crores, Shravan.
- Madan Biyani:** You have to take WIP also together. So, that has changed. The WIP we have already paid last time, the capital WIP. So, that is only Rs. 52 crores.
- Shravan Shah:** Because in cash flow, it is showing Rs. 90.25 crores. That's what I asked.
- Madan Biyani:** It is a payment. In cash flow, you always see the payment.
- Shravan Shah:** That's what I asked, sir, that we would have made the advance payment for the CAPEX, and that's why the outflow on the CAPEX front in terms of the cash outflow in the second half will not be there because we have already done the Rs. 90 crore cash outflow, and we are guiding Rs. 90 crores to Rs. 100 crore CAPEX for the full year.
- Madan Biyani:** We will have a check on that, Shravan, and we will come back to you.
- Moderator:** We take the next question from the line of Mr. Vipul Shah from Sumangal Investments. Please go ahead, sir.
- Vipul Shah:** My question is what is the schedule of implementation of our order book of around Rs. 11,500 crores?
- Kamal Gupta:** Mr. Vipul, as I told you, the Rs. 11,500 crores will be around 3 years.
- Vipul Shah:** It will be implemented equally or the implementation will be front-loaded?
- Kamal Gupta:** This is not equally because the projects which are in full swing, the revenue will come much faster. And the projects which are just started or will be starting, the revenue will start slowly and go up. Plus, there will be some additional inflow of projects. So, that will add to the revenue.
- Vipul Shah:** And sir, you talked about the building of Rs. 70,000 crores to Rs. 75,000 crores of projects. Does our balance sheet permit building such high-value projects? Please share your thoughts.
- Kamal Gupta:** Absolutely, Mr. Vipul. We can bid for Rs. 1 lakh plus crores projects also or Rs. 2 lakh crores project. That's not an issue. It depends. They have 2 qualification criteria, one is technical and one is financial. We fit in both places. Where the project size will be much bigger or the technical requirements will be different than what we have, we go for JV. So, there is no stress





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in bidding. We have a very healthy balance sheet with strong credentials. So, we fully qualify for most of the projects.

**Moderator:** Ladies and gentlemen, that was the last question for the day. I would now like to hand the conference over to the management for closing comments.

**Kamal Gupta:** I would like to thank once again to all of you for joining us on this call today. We hope we have been able to answer your queries. Please feel free to reach out to our CFO or IR team for any clarifications or feedback. Thank you all.

**Moderator:** On behalf of J. Kumar Infraprojects Limited, that concludes this conference call. Thank you for joining us, and you may now disconnect your lines.