

Date: 16th May, 2019

To,
BSE Ltd.
Department of Corporate Services
Corporate Relation Department
14th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

Sub: Submission of Press/Media release for the Quarter and Year ended March 31, 2019


Dear Sir,

Kindly find attached herewith the press/media release for the quarter and year ended March 31, 2019. Requesting you to kindly take the same on records.

Thanking you

Yours Faithfully,

For Generic Engineering Construction and Projects Limited



Tarak Gor
Whole Time Director & CFO
DIN: 01550237
Place: Mumbai

Strong FY19 Performance

Total Income ₹ 202 crores, a growth of 46% Y-o-Y

EBITDA ₹ 29.3 crores, a growth of 49.6% Y-o-Y

PAT grew by 35.9% Y-o-Y to ₹ 15.6 crores

Order backlog stood at ₹ 812 crores

Mumbai, May 16, 2019: Generic Engineering Construction and Projects Limited (“Company”), a fast-emerging construction company offering general contracting, design-build; engineering, procurement and construction (EPC); and project management consultancy (PMC) services for residential, industrial, commercial and Institutional buildings with presence in Navi Mumbai and Mumbai Metropolitan Region (MMR) announced its Audited Financial results for the quarter and Year ended March 31, 2019.

Key Financial Highlights are as follows:

Particulars (₹ Cr.)	Q4 FY19	Q4 FY18	Y-o-Y%	FY19	FY18	Y-o-Y%
Total Income	55.8	35.7	56.1%	202.0	138.3	46.0%
EBITDA	9.3	6.9	36.1%	29.3	19.6	49.6%
EBITDA Margin (%)	16.7%	19.2%		14.5%	14.2%	
PAT	4.5	3.6	24.1%	15.6	11.5	35.9%
PAT Margin (%)	8.0%	10.1%		7.7%	8.3%	
Cash PAT	5.7	4.3	30.0%	20.4	13.8	42.2%
Cash PAT Margin (%)	10.3%	12.1%		10.1%	10.0%	

Performance highlights for Q4 & FY19

Total Income for FY19 grew by 46% to ₹ 202 crore as compared to ₹ 138.3 crore in FY18. The **Total Income** for Q4 FY19 was ₹ 55.8 crore as compared to ₹ 35.7 crore in Q4 FY18, showing a growth of 56.1%.

EBITDA for FY19 grew by 49.6% to ₹ 29.3 crore as compared to ₹ 19.6 crore in FY18. EBITDA for Q4 FY19 was ₹ 9.3 crore as compared to ₹ 6.9 crore in Q4 FY18, posting a growth of 36.1%. **EBITDA margin** for FY19 was at 14.5% and for Q4 FY19 was at 16.7%.

Finance cost as a percentage of Total Income has increased to 2.1% in FY19 from 1.6% in FY18. **Finance cost** for Q4 FY19 is ₹ 1.4 crore as compared to ₹ 0.80 crore in Q4 FY18.

PAT for FY19 grew by 35.9% to ₹ 15.6 crore as compared to ₹ 11.5 crore in FY18. Diluted EPS for FY19 stood at ₹ 4.06 per equity share. PAT for Q4 FY19 was ₹ 4.5 crore as compared to ₹ 3.6 crore in Q4 FY18, growing by 24.1%.

The Board of Directors have recommended a **Final Dividend of ₹ 0.05** per equity share on face value of ₹ 5/- per equity share subject to approval of shareholders at the Annual General Meeting.

The **Net Working Capital Days** stood at 117 days. We started large sized orders in Q4FY19. As the revenue build up for these orders picks up in coming quarters the Net Working Capital cycle is expected to improve.

The **Debt/Equity ratio** as at March 31, 2019 stood at **0.19x**. The company has cash and cash equivalents of ₹ **27.63 crore**

Our **Orderbook** as at end of March 31, 2019 stood at ₹ **812.2 crore**. Residential segment contributes ~59.4% of the orderbook, Commercial & Industrial contributes ~19.9%, Health & Leisure contributes ~7.3%, Special projects contributes 6.7% & Educational Institutes segment contributes ~6.8%.

Top 5 orders contribute ₹ **566 crore** to our order book representing **69.7%** of the outstanding orderbook as on 31st March 2019. **Bill to Book ratio** as at end of 31st March 2019 stands at **4x**.

On the performance Mr. Manish Patel, Managing Director commented, “At Generic we have capitalized on our core strengths of executing projects in the small ticket size of ₹ 25 crore to ₹ 100 crore in our core markets of Mumbai, Navi Mumbai and Panvel. While there is immense competition in the large ticket size projects, we believe there is significant un-availability of quality skilled engineering and construction companies for smaller size projects. We will continue to expand our reach in this small ticket size segment which have a better margin profile and also help us diversify our risk.

FY19 has been an important year for Generic as we have able to bag orders in the Government segment and also improve the construction momentum by executing more than 30 sites. With a large order book of ₹ 800 crore + coupled with healthy liquidity profile and strong systems and processes we are confident to capitalize on our capabilities in the EPC Segment and outperform Industry to strengthen our Brand.”

About Generic Engineering Construction and Projects Limited

Generic Engineering Construction & Projects Limited (Generic/the Company) is engaged in the construction of residential, industrial, commercial and Institutional buildings with presence in Navi Mumbai and Mumbai Metropolitan Region (MMR). Generic offers general contracting, design-build; engineering, procurement and construction (EPC); and project management consultancy (PMC) services. The company's forte lies in executing projects having a ticket size between ₹ 25 crore to ₹ 100 crore. The company has expertise in building data centres, hospitals, schools, all types of industrial and residential buildings. The company is a pioneer in building cold storages. The company has the highest market share of contracting business in the fastest growing market of Navi Mumbai, where the company has delivered more than 300 industrial buildings. The company also

provides designing and engineering services for architecture, structural, electrical, mechanical, HVAC, plumbing and sewerage, fire protection, building management, and infrastructure works.

For more information please visit www.gecpl.com

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

Company	Investor Relations Advisors
Generic Engineering Construction and Projects Limited CIN No: L45100MH1994PLC082540 Email id: geninfo@gecpl.com	Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Mr. Shogun Jain / Mr. Parin Narichania Email id: shogun.jain@sgapl.net / parin.n@sgapl.net Tel No: +91 77383 77756 / +91 99300 25733