

Date: 08<sup>th</sup> February, 2018

<p>To, <b>BSE Ltd.</b> Department of Corporate Services Corporate Relation Department 14<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001</p>	<p>To, <b>Ahmedabad Stock Exchange Limited</b> Kamdhenu Complex, Opp Sahajanand College, Panjara Pole, Ahmedabad - 380015</p>
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**SUB: INVESTOR PRESENTATION**

**BSE: Scrip Code: 539407**

**ASE: Scrip Code: 67142**

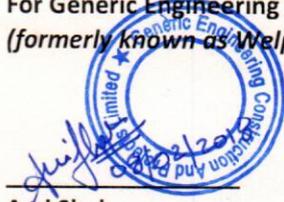
Dear Sir,

Kindly find enclosed herewith the Investor Presentation of our Company w.r.t. Financial Results for the quarter and nine months' ended December 31, 2017.

Request you to kindly take the above information on your record and acknowledge the same.

Thanking you,  
Yours Faithfully,

**For Generic Engineering Construction and Projects Limited**  
**(formerly known as Welplace Portfolio and Financial Consultancy Services Limited)**

  
Ami Shah  
Company Secretary and Compliance Officer  
Place: Mumbai  
Date: 08/02/2018

## Media Release

**Revenue for Q3 FY18 at Rs. 37.53 crore**

**EBIDTA for Q3 FY18 at Rs. 4.37 crore**

**EBIDTA margin at 11.64%**

**PAT for Q3 FY18 at Rs. 2.77 crore**

**PAT margin at 7.38%**

**Mumbai, February 8, 2018: Generic Engineering Construction & Projects Limited** (BSE: 539407), among leading general Contracting companies in India, announced its unaudited results for the quarter and nine months ended 31<sup>th</sup> December 2017. These financials are as per the IND AS accounting guidelines.

### **Key Financials (Rs. In Crore):**

<b>Particulars</b>	<b>Q3 FY18</b>	<b>9MFY18</b>
Revenue	37.53	102.60
EBIDTA	4.37	12.72
EBIDTA Margin %	11.64	12.40
PAT	2.77	7.89
PAT Margin %	7.38	7.69

### **Management Comment:**

Commenting on the results, Mr. Manish Ravilal Patel, Managing Director, Generic Engineering Construction & Projects Limited said:

*“We are pleased to present our third quarter and year to date financial performance, which has been in line with our targets. During the quarter we executed projects across all categories of segments viz. Residential, Commercial & Industrial and MEP. We have been able to deliver projects on time and our execution capabilities have been well appreciated by our clients.*”

*We currently have an order book of about Rs. 450 crore in hand that will be executed over the next one and half years. At the same time we also have a very strong order visibility and are very cautiously and meticulously building our order book. We are hopeful that we will continue to*

*maintain the current momentum. Project execution will always remain our core strength and key focus. I thank the entire team of Generic for their untiring efforts and dedication towards taking this company to the next level."*

**About Generic Engineering Construction & Projects Limited:**

Incorporated in 1994, Generic Engineering and Construction & Project Ltd. is a General Contracting, Design & Build and EPC company. It has a strong presence in Residential, Industrial & Commercial segments and is also present into MEP. The Company has more than 15 reputed architects associated with it and has long standing relationships with leading consultants. It has executed projects for renowned MNC's and reputed domestic companies. Due to its rich experience of the field it is in, the Company is able to make efficient use of manpower and is focused on creating a highly efficient structure. The current order book stands at Rs. 450 crores. Many of the projects are from repeat customers. The Company has been very cautious in its approach. The management believes in the principal of conservatism and the overall debt on the books stands at 0.3x to equity.

**For further information, please contact:**

<p><b>Ms. Ami Shah</b></p> <p>Company Secretary <b>Generic Engineering Construction &amp; Projects Limited.</b> <a href="mailto:CS@gecpl.com">CS@gecpl.com</a></p> <p><a href="http://www.gecpl.com">www.gecpl.com</a></p>	<p><b>Mr. Amit Sharma</b></p> <p><b>Bridge Investor Relations Pvt. Ltd.</b></p> <p>Phone: +91 9867726686 Email: <a href="mailto:amit@bridge-ir.com">amit@bridge-ir.com</a></p> <p><a href="http://www.bridge-ir.com">www.bridge-ir.com</a></p>
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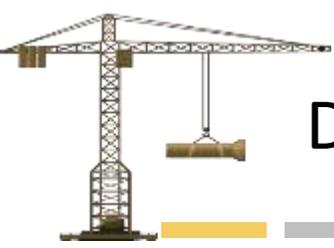
**Caution Concerning Forward- Looking Statements:**

*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

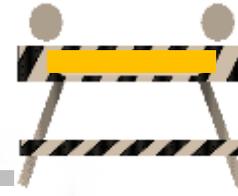


**Generic Engineering Construction and  
Projects Limited**

**Investor Presentation  
February 2018**



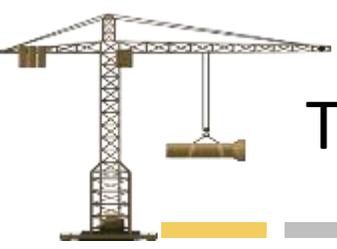
# Disclaimer



*This presentation has been prepared by Generic Engineering Construction and Projects Limited (the “Company”) solely for information purposes and does 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 what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

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*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*



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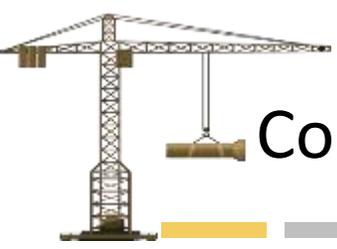
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Way Ahead



**Company Overview**





# Company Overview



## Dedicated on 'cost' and 'time' optimization

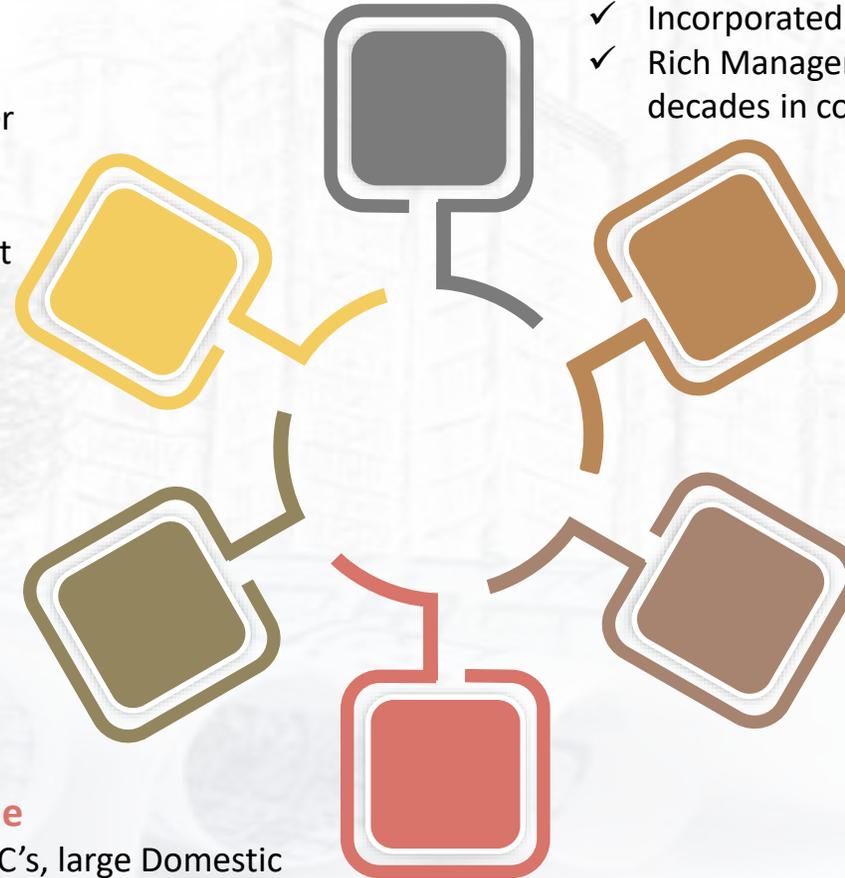
- ✓ Efficient use of manpower – over 4 decades of experience in business
- ✓ Focus on creating highly efficient and self sustaining model

## Tie-up with leading consultants

- ✓ More than 15 reputed architects associated with Company
- ✓ Long standing relationships with leading consultants

## Reputed Clientele

- ✓ Renowned MNC's, large Domestic Companies
- ✓ Execution history resulting in repeat and new orders



## Among leading General Contracting Companies in India

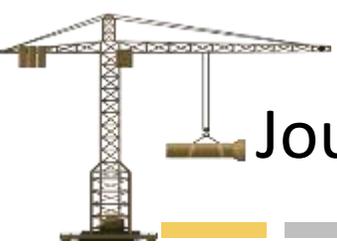
- ✓ Incorporated in 1994
- ✓ Rich Management experience - over nearly 5 decades in core business activities

## Core Business Activities

- ✓ General Contracting, Design & Build and EPC
- ✓ Strong Experience in Residential, Industrial & Commercial segments

## Strong Orderbook

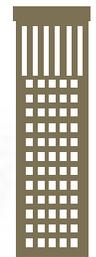
- ✓ As on December 2017 – Rs. 450 Cr
- ✓ Focus on small to medium ticket size orders



# Journey So Far



First Design and build project successfully executed.



2015

First order from Kokilaben Trust for hospital at Navi Mumbai



2016



2017

Listed on BSE Limited by acquiring a Listed entity as per SEBI (SAST), 2011



1967

Mr. Ravilal Patel started civil contracting business as Generic Enterprise.



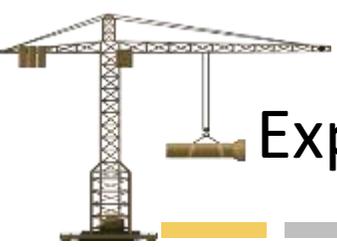
2004

Incorporated as Generic Engineering and Construction Pvt. Ltd.



2013

Started working on cold storage projects with capacity upto - 40 degree.



# Experienced Management Team



**Mr. Manish Ravilal Patel - Managing Director**



**Mr. Manoj Nambiar - Project Director  
(Execution)**



**Mr. Tarak Bipinchnadra Gor – Whole Time  
Director**



**Mr. Sandeep Bhavsar – Tender Estimation**



**Mr. Jayesh Sheshmal Rawal - Executive  
Director**



**Mr. Mayank Madia – Procurement Execution**

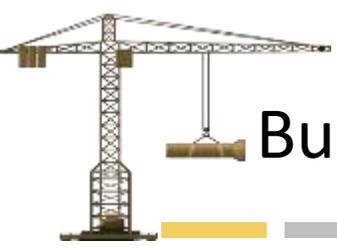


**Mr. Sanjay Vadodaria – Procurement  
Head**

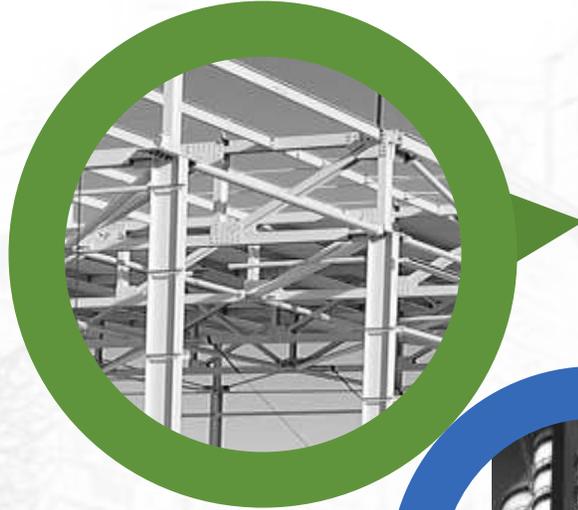


**Business Overview**





# Business Overview



## General Contracting

01

- Widely accepted contracting model
- Undertake core and shell construction (civil & structural works) along with finishes (internal & external), internal infrastructure (roads, landscaping etc.)

## Design And Build Concept

02

- Providing Comprehensive Building Solutions - Design & Engineering services (for Architecture, Structural, Electrical, Mechanical, HVAC, Plumbing & Sewerage, Fire Protection services, Building Management systems, and Infrastructure works) Procurement Services, Statutory approvals, Project Management & Construction services
- Tie-up with leading consultants
- Dedicated on 'cost' and 'time' optimization

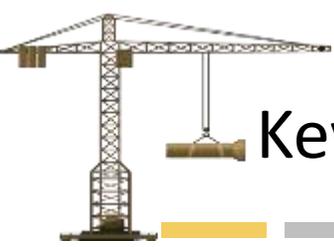


## Engineering Procurement & Construction(EPC)

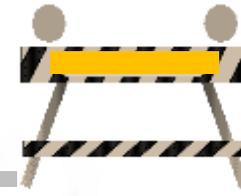
03

- Gained expertise to deliver end-to-end services
- Provide most optimum solutions through 'value engineering' approach
- Developed in-house capability through dedicated Design Cell (DC)





# Key Strengths



## 01 Preferred choice for EPC, General Contracting & Design

- Timely execution & delivery combined with long experience and expertise in core business segments

## 02 Five Decades of Experience

- Delivered significant number of projects under renowned players
- Expertise in Cold storage – built biggest cold storage in Mumbai +4<sup>0</sup> to -4<sup>0</sup>

- ## 03 Strong Orderbook of Rs. 450 cr.
- Highest market share in fastest growing market of Navi Mumbai
  - 40:40:20 mix of Industrial, Residential & MEP

## 04 Effective Manpower Sourcing

- Strategic Sourcing and deployment
- Tie ups with local contractors in key states

## 05 Key player in medium size projects

- Medium size project space – fastest growing
- Most prominent player in 15 – 75 cr size projects

## 07 Top Notch Clients – Renowned MNC’s

- Successfully Delivered >200 projects – leading to repeat orders from reputed existing customers
- Implemented Best Industry EHS practices

## 08 Strong Financial Position

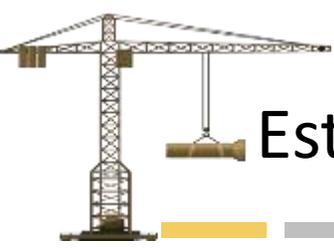
- No long term debt – D/E 0.25x
- Most efficient utilization of funds

## 09 Effective Marketing Strategy

- As execution expert



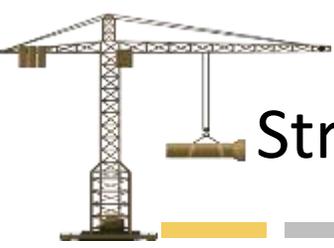
**Company capable of delivering all types of construction projects**



# Esteemed Customers



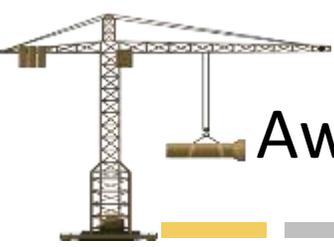
					
					
					
					
					



# Strong tie-ups with leading Architects



Sr No	Name	Location
1	M/S. K. Thomas & Associates	Vashi, Navi Mumbai
2	Hafeez Contractor	Mumbai
3	Soyuz Talib	Vashi, Navi Mumbai
4	Mr. Zore & Associates	Vashi, Navi Mumbai
5	CRN (C R Narayana Rao)	Mylapore, Chennai
6	Dimensions	Vashi, Navi Mumbai
7	Homework	Chembur, Mumbai
8	Uday Master	Mumbai
9	B N Shah & Associates	Mumbai
10	Studio C	Mumbai
11	Vijay Garodia	Mumbai
12	Raghuvansh Mathur	Vashi, Navi Mumbai
13	Sanjay Zaveri	Mumbai
14	Ajit Bhuta & Associates	Mumbai
15	4.4 Designs Ltd.	Mumbai



# Awards & Recognitions



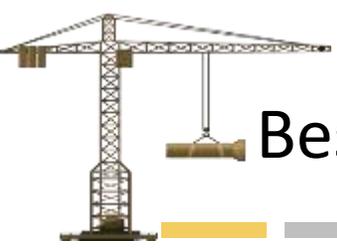
ISO 14001 : 2015  
CERTIFIED



OHSAS 18001:2007  
CERTIFIED



ISO 9001:2015  
CERTIFIED



# Best Industry EHS Practices



**Safety Park Implementation & EHS Awareness**



**Medical Examination**



**Demonstration and training**

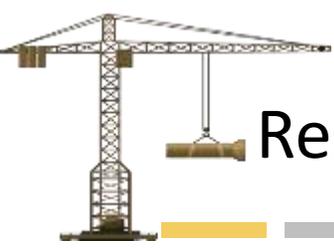


**Internal Audits at Site**



Projects Details





# Residential Projects



**Kesar Harmony,  
Kharghar**



**Mikonic - Emerald Bay,  
Nerul**



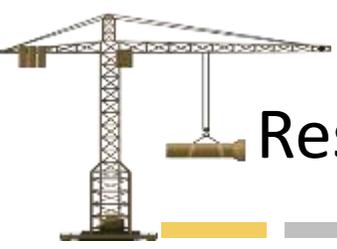
**Vrindawan,  
Ghatkopar**



**Golden Realty - Kamathipura**



**Bhoomi Fields, Borivali**



# Residential Projects contd...



**Green World, Akshar  
Airoli, Navi Mumbai**



**Allure  
Kanjur Marg, Mumbai**



**Jai Vijay Co. Op Hsg Soc.  
Andheri, Mumbai**



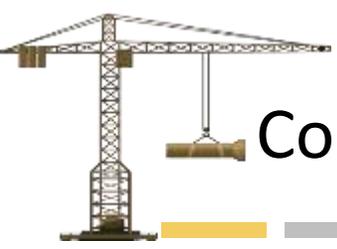
**Adinath  
Millionist**



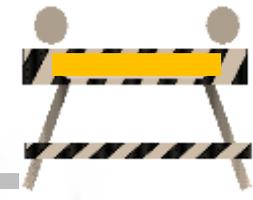
**Kolte Patil Developers Limited**



**KESAR – Equinox**



# Commercial Projects



**Panacea Biotech,  
Mahape Midc**



**Reliable Techpark,  
Airoli Navi Mumbai**



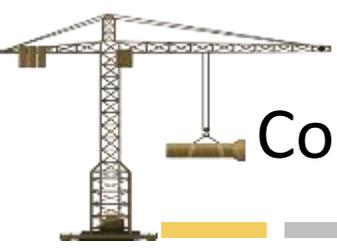
**Hindustan Unilever Limited**



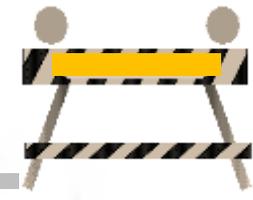
**Reliable Plaza, Rabale Midc**



**Shree Sawan Knowledge Park, Turbhe Midc**



# Commercial Projects contd...



**S K Automotive,  
Turbhe Midc**



**Control's Data Center, Mahape  
Midc**



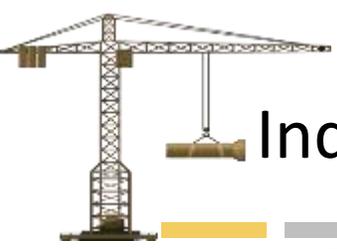
**Kokilaben Dhirubhai Ambani Hospital.  
Kopar Khairne,navi Mumbai**



**Retroscape Infrastructure, Turbhe**



**All India Hing Co. Mahape Midc**



# Industrial Projects



**Idemitsu Lube  
India Pvt. Ltd.**



**Stulz-chspl (India) Pvt. Ltd.**



**Reliance Health Solutions Pvt. Ltd.**



**Mandke Foudation Akola**

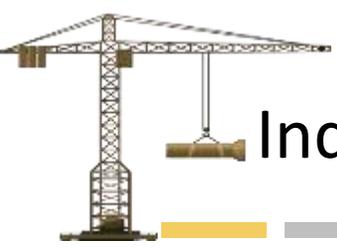


**Malati Vasant Heart Trust, Solapur**



**JKC Trading Company**

**Hospitals – completed two hospitals – currently working on 6 more projects**



# Industrial Projects contd...



**Infinity Cars Pvt. Ltd.**



**AND Designs Indi Limited**



**Reliable Group, Airoli**

Hospitals – already delivered 2 hospitals – currently working on 6 more projects



**Tilak Public School, Nerul**

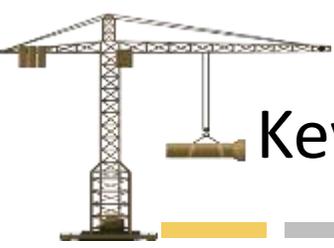


**B P Marine College, Panvel**



**Glenmark Pharmaceuticals, Navi Mumbai**

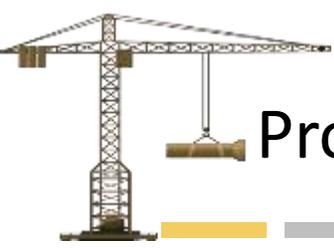
**Data Centres Delivered – Sify, Ctrl S etc.**



# Key Projects - Ongoing



SR. NO.	COMPANY	NAME OF THE PROJECT	ADDRESS	PROJECT DESCRIPTION
<b>A</b>	<b>INDUSTRIAL PROJECTS</b>			
1	Idemitsu	Idemitsu	Patalganga, Mumbai	Expansion Work of existing facility
2	Stulz	Stulz-CHSPL (India) Pvt. Ltd	A819/1, TTC Industrial Area, Kopar- khairane MIDC Navi Mumbai	Civil and Structural work for new industrial Building
3	AVI Worldwide Pvt Ltd	AVI worldwide	Plot no C-257,TTC Industrial area, pawane village, Navi Mumbai.	Expansion of Factory Building 24,000 Sft Composite work
4	JKC General Trading Co.	JKC Cold Storage	Plot No C-8/3,TTC Industrial Area, Pawane village, Navi Mumbai.	Cold storage Unit of 60,000 Sft. Composite work
5	All India Hing Supplying Co	Hing	Plot No.302 TTC Indl Area MIDC Khairne Navi Mumbai.	Industrial Building of 78,200 Sft Composite work
6	Pankaj Jain and Others	Factory Building	B3 Factory at Silvasa	Industrial Building
<b>B</b>	<b>COMMERCIAL PROJECT</b>			
1	Entrance Pavallion at Hindustan Unilever Ltd	Hindustan Unilever	Andheri, Mumbai	Entrance Building of Hindustan Unilever Ltd
<b>C</b>	<b>HOSPITAL PROJECTS</b>			
1	Malti Heart Trust (Reliance)	Kokilaben Ambani Hospital	Solapur City	Hospital Building
2	Reliance Health Solutions Pvt Ltd	Kokilaben Ambani Hospital	Nasik City	Compound Wall And Gate Work
3	Mandke Foundation (Reliance)	Kokilaben Ambani Hospital	Gate No.4 DAKC Kopar khairane, Navi Mumbai	Hospital Building of 1,55,000 Sft Composite work
4	Mandke Foundation (Reliance)	Kokilaben Ambani Hospital	Gondia, Maharashtra	Day Care Oncology center, Hospital Building
5	Reliance Health Solutions Pvt Ltd	Kokilaben Ambani Hospital	Akola, Maharashtra	Day Care Oncology center, Hospital Building
<b>D</b>	<b>RESIDENTIAL PROJECTS</b>			
1	Kesar Group	Kesar Equinox	Dadar, Mumbai, Maharashtra	Stilt + 20 Upper Residential Tower
2	Kesar Group	Kesar Horizon	Matunga, Mumbai, Maharashtra	Stilt +6 Parking+ 13 Upper Residential Tower
3	Kesar Group	Kesar Scion	Pantnagar, Ghatkopar, Mumbai, Maharashtra	Residential Tower including Basement
4	Millionist	Millionist -14	Dadar, Mumbai, Maharashtra	Basement + 5 Parking's + 15 upper Residential Tower



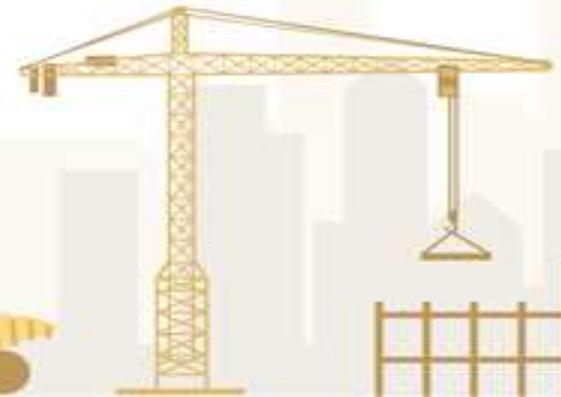
# Prominent Completed Projects

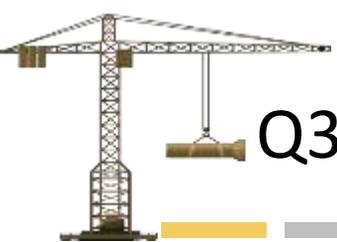


SR. NO.	COMPANY	NAME OF THE PROJECT	ADDRESS	PROJECT DESCRIPTION
11	Bhoomi Group	Skyline Symphony	Skyline Oasis, Premier Road, Vidhyavihar (w), Mumbai.	Commercial Structure of 1,60,000 Sft with Materials
12	Elaf Cold Storage	Elaf Cold Storage	Plot No M-63/64, MIDC, Taloja, Near Navi Mumbai	Basement +Ground +4 Upper floors of 57000 Sft Cold Storage building Composite work
13	Retro-scape Infrastructure Ltd Compo	Retro-scape	D37/3,Turbhe MIDC Navi Mumbai	G+5 Upper Floor
14	Sutherland Global Services	Sutherland	Rabale MIDC Navi Mumbai	
15	IKEA India Ltd	IKEA	Turbhe, Navi Mumbai	Dismantling, Demolition and Disposal of Existing Structure
16	Welcome IT Services	Welcome IT Park	Plot No RX 37,Rabale,Nav Mumbai	2 Basements + G +3
<b>D</b>	<b>EDUCATION BUILDING PROJECTS</b>			
1	B P Marine Academy	B P Marine College	Panvel, Navi Mumbai	G + 5
<b>E</b>	<b>IT PARKS</b>			
1	Reliable Exports	Reliable Tech-park	Gate No.31, Airoli, Navi Mumbai	IT Building consists of Ground +12 Uppers Labor work
2	Reliable Infomatics park Pvt Ltd-Phase 1	Reliable Tech Space	Plot No.847/2/1(II) Rabale, Navi Mumbai	IT Building consists of Ground +8 Uppers of Labor work
3	Reliable Infomatics park Pvt Ltd-Phase 2		Plot No.847/2/1(II) Rabale, Navi Mumbai	IT Building consists of Ground +8 Uppers of Labor work
4	Nandkamal Infotech Pvt Ltd	Shree Sawan Knowledge Park	Turbhe MIDC, Navi Mumbai	B + G +6



## Financial Highlights



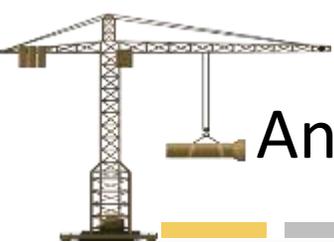


# Q3 & 9M FY18

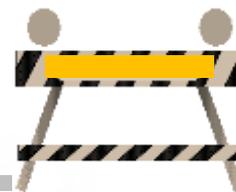


Rs. Crs	Q3 FY18
<b>Total Income from operations</b>	<b>37.53</b>
Raw Materials	31.78
Employee Cost	1.08
Other Cost	0.30
Total Expenditure	33.16
<b>EBITDA</b>	<b>4.37</b>
<b>EBIDTA margin (%)</b>	<b>11.64%</b>
Other Income	0.05
Interest	0.56
Depreciation	0.55
<b>Profit Before Tax</b>	<b>3.31</b>
Tax	0.54
<b>Profit After Tax</b>	<b>2.77</b>
<b>PAT Margin (%)</b>	<b>7.38%</b>
<b>EPS (Rs.)</b>	<b>1.70</b>

Rs. Crs	9M FY18
<b>Total Income from operations</b>	<b>102.60</b>
Raw Materials	86.36
Employee Cost	2.28
Other Cost	1.24
Total Expenditure	89.88
<b>EBITDA</b>	<b>12.72</b>
<b>EBIDTA margin (%)</b>	<b>12.40%</b>
Other Income	0.52
Interest	1.44
Depreciation	1.63
<b>Profit Before Tax</b>	<b>10.17</b>
Tax	2.28
<b>Profit After Tax</b>	<b>7.89</b>
<b>PAT Margin (%)</b>	<b>7.69%</b>
<b>EPS (Rs.)</b>	<b>4.82</b>



# Annual Financials – FY17



## Profit & Loss - March FY17\*

Rs. Crs	FY17
<b>Total Income from operations</b>	<b>38.14</b>
Raw Materials	34.20
Employee Cost	0.29
Other Cost	0.96
Total Expenditure	35.46
<b>EBITDA</b>	<b>2.69</b>
<b>EBIDTA margin (%)</b>	<b>7.04%</b>
Other Income	0.42
Interest	0.74
Depreciation	0.12
<b>Profit Before Tax</b>	<b>2.25</b>
Tax	0.60
<b>Profit After Tax</b>	<b>1.65</b>
<b>PAT Margin (%)</b>	<b>4.33%</b>
<b>EPS (Rs.)</b>	<b>1.01</b>

\* Figures represent numbers for only one quarter

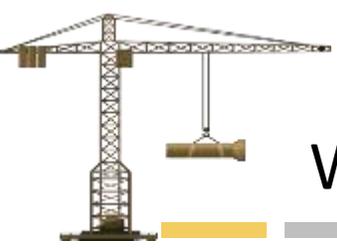
## Balance Sheet as on March FY17

Rs. Crs	As on 31 <sup>st</sup> Mar'17	Rs. Crs	As on 31 <sup>st</sup> Mar'17
<b>Equity</b>	<b>47.63</b>	<b>Non-current assets</b>	<b>37.15</b>
Equity Share Capital	16.36	Property, Plant and Equipment	0.88
Other Equity	31.27	Intangible Assets	19.19
<b>Non-current liabilities</b>	<b>0.06</b>	Investments	0.00
Borrowing	0.00	Trade Receivables	4.40
Other Financial liabilities	0.00	Long Term Loans & Adv.	12.68
Provisions	0.00	Loans	4.21
Deferred Tax Liabilities (Net)	0.00	Others	8.47
Other Non-Current Liabilities	0.06	Deferred Tax	0.01
<b>Current liabilities</b>	<b>35.46</b>	<b>Current assets</b>	<b>46.00</b>
Borrowings	15.01	Inventories	17.66
Trade Payables	16.46	Investments	0.00
Other Financial Liabilities	0.00	Trade Receivables	14.91
Provisions	2.35	Cash & Cash Equivalent	12.78
Other Current Liabilities	1.13	Others	0.65
Current Tax Liabilities (Net)	0.52	<b>Total Assets</b>	<b>83.15</b>
<b>Total Equities &amp; Liabilities</b>	<b>83.15</b>		



Way Ahead





# Way Ahead



## Strengthen Manpower sourcing

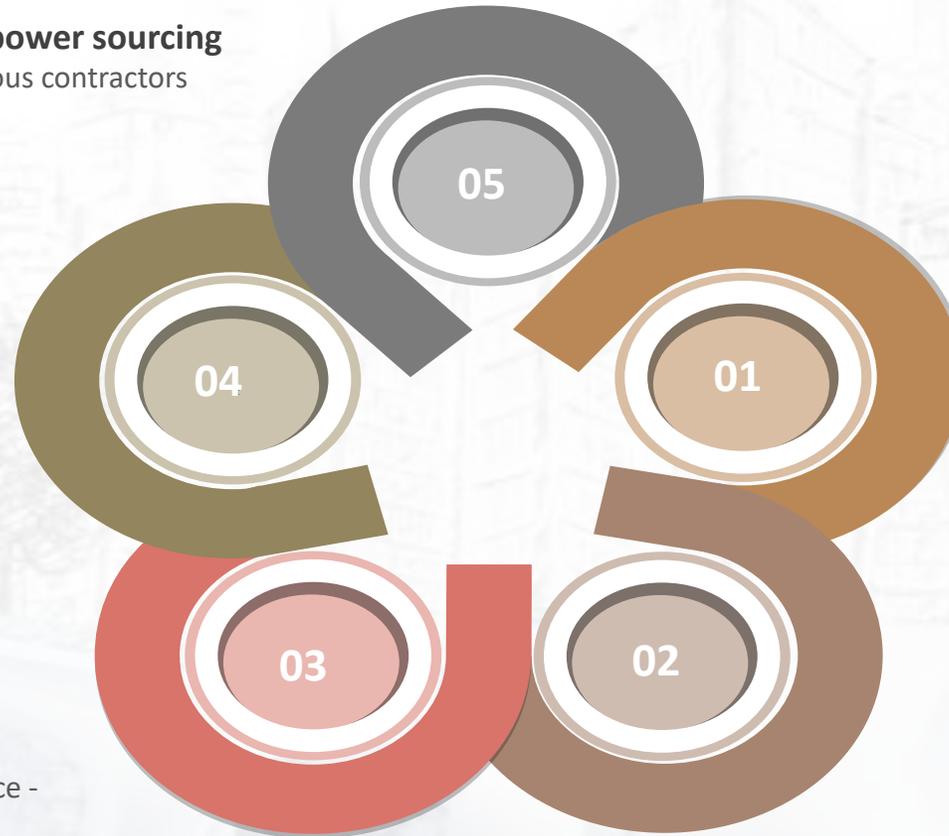
- Tie-up with various contractors

## Concentrate on latest technology procurement

- To build greater efficiencies to achieve better execution timelines

## Diversification of activities

- Move from general contracting to value added services – turn key projects, designing, mep
- Infra, government contracts, defence - --Already empanelled with various entities



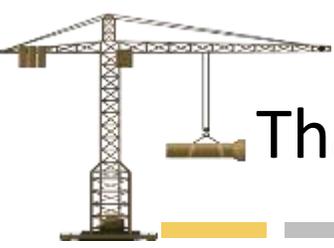
## Increase market share in Maharashtra

- Highest market share in fastest growing market of Navi Mumbai
- Execution skills would enable to grab even greater number of projects

## Increase geographical presence

- Both in India – Fastest growing major economy – huge consumption base and key focus market for MNCs
- Looking at growth opportunities in key and growing markets globally

**Be the most significant player in the projects of ticket size - Rs. 15 to Rs. 75 crore**



Thank You



 **GENCON**

 **GENCON IN**

 **GENN.BO**

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