

Date: 16<sup>th</sup> May, 2019

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

**Sub: Submission of Investor Presentation for the Quarter and Year ended March 31, 2019**

Dear Sir,

Kindly find attached herewith the investor presentation 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**



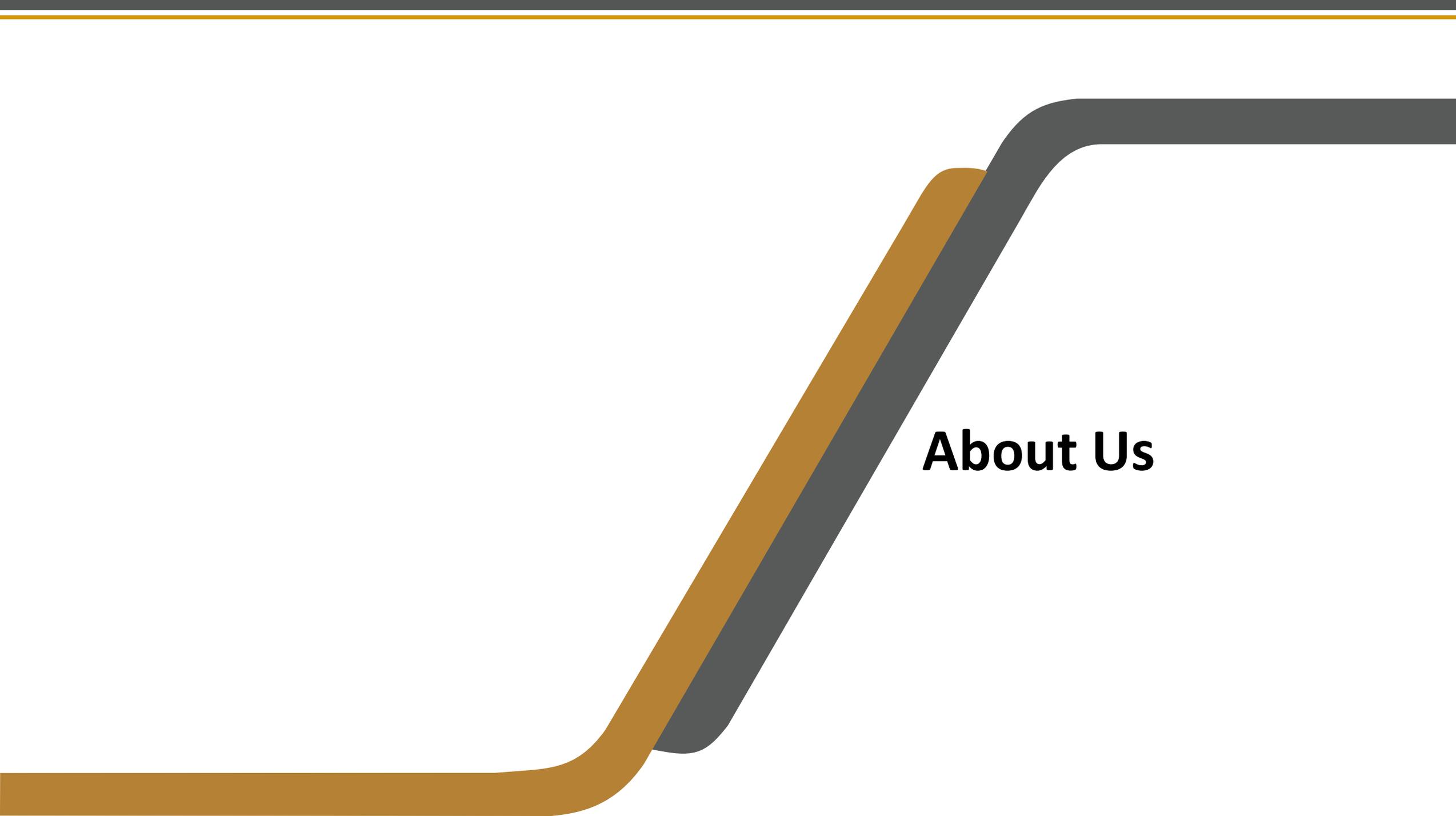
**Tarak Gor**  
**Whole Time Director & CFO**  
**DIN: 01550237**  
**Place: Mumbai**



**GENERIC<sup>®</sup>**  
ENGINEERING CONSTRUCTION AND PROJECTS LTD.

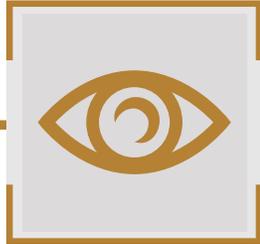
**Investor Presentation**  
**May 2019**





**About Us**

# Vision, Mission and Goal

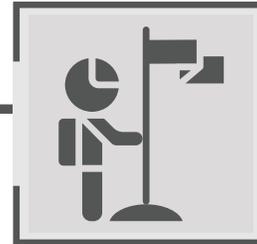


## Vision

We at GENERIC have pledged to endow our clients with the finest quality of construction services.

Our aim is to accomplish enhanced customer satisfaction which is driven by continual improvement as our tool.

Our vision is to deliver all round results and create a new benchmark with every new project.



## Mission

To be at par with the latest technology advancements in the field of Engineering, Construction, Operation & Maintenance of projects and to create an employee friendly ambiance where people's skills are utilized to generate ingenious ideas.



## Goal

To achieve harmony with land,  
We need to respect it and  
Compliment it with a structure  
That does justice to its aura



# About Us

Mr. Ravilal Patel, the founder, **started** the civil contracting business in **1967**, in the name of Generic Enterprise. In **2004**, the company was **incorporated** as Generic Engineering and Construction Pvt. Ltd.

In 2016, Generic Engineering Construction and Projects Ltd. (GENERIC) was **listed on BSE** via **reverse-merger** process. The company is a Mumbai-headquartered construction service provider.

GENERIC offers general contracting, design-build; engineering, procurement and construction (EPC); and project management consultancy (PMC) services for **Industrial & Residential buildings**.

Company forte lies in executing projects having a **ticket size between Rs. 25 crore to Rs. 100 crore**. The company has **expertise** in building **all types of structures** including industrial, commercial, residential, hospitals, educational institutions, data centres etc.

The company is a **pioneer** in building **cold storage facilities** ranging up to -40° C. In FY19, company executed and handed over 4 hospitals, for one of the largest industrial groups in the country.



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.

**Residential segment** (legacy business) contributes about **66.8%** of the revenue, **commercial & industrial segment** constitutes **12.4%** of revenue, **special projects** contributes the **11.7%**, while **health & leisure** contributes the remaining **8.9%**.

Company has undertaken the construction of many **showrooms for reputed passenger vehicle companies** like Maruti Suzuki Ltd., BMW India and Toyota India

The **Gross Order Book** as on 31<sup>st</sup> March 2019 stands at **over Rs. 1,050 crore**.



# Management Profile



**MANISH RAVILAL PATEL (Managing Director)**

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Has a wide expertise of over two decades in field of Construction. Has handled various projects ranging from commercial, educational, industrial, residential, medical, high-tech parks etc. His technical, strategic decisions and leadership skills has helped our company securing and successfully implementing many projects. He is well respected in the Construction Industry which is demonstrated through strong associations he has established with architects, partners and clients.

**TARAK BIPINCHANDRA GOR (Whole-Time Director & CFO)**

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A qualified Chartered Accountant with over 18 years of practice in banking and finance matters, debt and equity fund raising, secretarial, indirect taxes etc. He has worked with major infrastructure companies and several real estate companies. His strength lies in steering the organization through his strategic thinking and leadership skills. His sound financial and business acumen has helped maintain financial discipline across the projects and Company.



**JAYESH SHESHMAL RAWAL (Executive Director)**

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He is a qualified chartered accountant having more than 19 years of experience in giving highly reliable Consultancy solutions involving Financial Services, Indirect Tax, Direct Tax, Company Law, FEMA / RBI, Economic Zone and Accounting Services. He brings in high level of expertise and experience across taxation, audits, management and financial consultancy, designing and reviewing of internal control systems and costing models.



# Three Delivery Methods



The company takes **charge of the entire project from inception to completion.** Responsibility includes core and shell construction along with finishes, internal infrastructure, MEP and specialized services like Elevators, Landscaping etc.



**Holistic service delivery model** where the company provides all architectural / engineering design services, scheduling activities, procurement, construction, installation and commissioning resources etc. under one roof.



Company's involvement begins much **prior to the laying of foundation** of the project. Activities are broadly classified in clearly defined phases of the project's lifecycle. The company meticulously monitors each stage for all constraints including cost, quality and time.



# Business Verticals

GENERIC

Residential

Health & Leisure

Educational Institutes

Commercial Spaces

Industrial

Special Projects

Affordable Housing

Hospitals

School & College Buildings

IT Parks

Manufacturing Factories

Pharmaceutical

Mass Housing

Assembly Halls

Automobile Showrooms

Warehouses

Cold Storage

High Rise & Super High Rise

Office/Commercial Buildings

Automobile Workshops

Malls

Data Center





***“Credit Rating upgraded from BBB- Stable to BBB Stable by Care Ratings.” The ratings process highlighted the following factors:-***

- Significant improvement in **scale of operations** and **profit margins**
- Improvement in **capital structure** & debt coverage indicators marked by **fresh equity infusion**
- Improvement in **operating cycle** & **liquidity position** and healthy **order book position**.
- Long track record of operations in construction activities with **healthy order execution track record** coupled with reputed clientele





**Our Strengths**

# Our Strengths

**Highest market share** of contracting business in the fastest growing market of Navi Mumbai.



Very **few organized companies** in the ticket size of Rs. 25 to Rs. 100 crore



Growing trend of **small-ticket size projects**, making company a formidable player in this segment.



Focus on multiple projects across **all diversified verticals**.



**Pioneer in building cold storages**, ranging up to -40° C.



**Preferred choice** for EPC, General Contracting and Design & Build projects. One of the four vendors selected by IKEA.



**Reputed and repetitive clients**, along with increasing demand for in-house design.



Diversified expertise and past experiences of working with known clients leads to **timely execution** of projects.



Close association with **leading architects and consultants**.



**No arbitration** with any client since last 50 years. Till date, **no penalty** has been levied by any client. **Zero accidents**.



Have built capabilities to undertake **in-house design** and undertake **turnkey projects**.



Effective **man-power sourcing**.



The **Gross Order Book** as on 31st March 2019 stands at over **Rs. 1,050 crore**.



Healthy revenue visibility. Enjoy **higher margins**. Low debt-equity ratio.



# Our Clientele

## Residential Segment



## Commercial Segment



# GENERIC<sup>®</sup>

ENGINEERING CONSTRUCTION AND PROJECTS LTD.

## Industrial Segment



# Our Clientele

## Health and Leisure Segment



## Special Projects



## Educational Segment





# Certifications

*Certificate*

This is to certify that the  
**QUALITY MANAGEMENT SYSTEM**  
of

**GENERIC ENGINEERING CONSTRUCTION AND PROJECTS LTD.**

201 & 202, Fitwell House, 2nd Floor, Opp. Home Town, LBS Road,  
Vikhroli (W), Mumbai - 400083, Maharashtra, India

has been assessed and found to be in conformance to the requirements of

**ISO 9001:2015**

This certificate is valid for the following activity:

Execution and Construction of  
Industrial, Commercial, Residential & Infrastructure Projects

Certificate No.: DI-17042408

Date of initial registration	24-04-2017
Date of this certificate	24-04-2019
Certificate Expiry	23-04-2020*
Recertification Due	23-04-2020

*Indraprastha*  
Auth Sign

\*Registration is subject to the system being continuously maintained to the above standard under regular surveillance. To check the certification validity please visit our website: [www.ispcert.com](http://www.ispcert.com) or contact at [ispcert@gmail.com](mailto:ispcert@gmail.com)

**Indraprastha SystemCert Pvt. Ltd.**

Accredited by BAC, A Member of International Accreditation Forum

For updated information of Certification, visit [www.ispcert.com](http://www.ispcert.com), or E Mail [info@ispcert.com](mailto:info@ispcert.com), [ispcert@gmail.com](mailto:ispcert@gmail.com)

201, Jyoti Tower-2, A-1, Jyoti Park, New Delhi 110008, India, Ph: +91 9899 477 631

**IAF**  
INTERNATIONAL ACCREDITATION FORUM

CB-022-M5

**Certificate of Registration**

This is to certify that

**Generic Engineering Construction And Projects Ltd.**

201 & 202, Fitwell House, 2nd Floor, Opp. Home Town, LBS Road, Vikhroli (W),  
Mumbai - 400083 (Maharashtra), India.

has been assessed by RICL and found to comply with the requirements of

**ISO 14001 : 2015**  
**Environmental Management System**

For the following activities:

Execution and Construction of Industrial, Commercial,  
Residential & Infrastructure Projects.

This Certificate is Valid From 06/05/2015 Until 05/05/2020

Date of Initial Certification: 06/05/2015  
For Surveillance on or before: 05/04/2020  
End Surveillance on or before: 05/01/2021  
Certification Valid Until: 05/05/2020  
IAF is a full member of International Accreditation Forum (IAF)

Certificate No.:  
**19UE05AI**

*Talk to us*  
Director  
**Royal Impact Certification Ltd.**

A-10, Cell. 12 Floor, Sakar-2 Tower, 111207, India,  
New Delhi, India. Ph: +91 11 261 41156/5  
Fax: +91 11 261 41156/5  
This Certificate can be verified at [www.iaf.com](http://www.iaf.com) and [www.ri-cert.com](http://www.ri-cert.com)

**UAF**  
United Accreditation Foundation  
3510, Colmar, Norfolk, VA 23509,  
United States of America.

UAF is a full member of International Accreditation Forum (IAF), the membership status can be verified at [www.iaf.com](http://www.iaf.com).  
This Certificate is issued in compliance of Royal Impact Certification Limited. Must be returned on request or if certificate is withdrawn. Marking of this certificate is subject to successful surveillance audits as per audit report issued.

**Certificate of Registration**

This is to certify that

**Generic Engineering Construction And Projects Ltd.**

201 & 202, Fitwell House, 2nd Floor, Opp. Home Town, LBS Road, Vikhroli (W),  
Mumbai - 400083 (Maharashtra), India.

has been assessed by RICL and found to comply with the requirements of

**OHSAS 18001:2007**  
**Occupational Health & Safety Management System**

For the following activities:

Execution and Construction of Industrial, Commercial,  
Residential & Infrastructure Projects.

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# Case Study - Reliance Health Care Solutions Private Limited

<b>Objective</b>	Civil and RCC works for Hospital Building at Kopar Khairane, Navi Mumbai (150 bedded multispecialty Hospital. including oncology day care centre)
<b>Scope of work</b>	Civil, Structural, Finishing, Plumbing and Firefighting
<b>Details</b>	Structure constituted 2 Basement + Ground Floor + 6 Upper Floors. Area of the Structure – 2,15,000 Sq.ft. Duration of Project – 24 Months

## Challenges

We faced hard rock at depth of 4m to 7m. Due to this rock breaking was not possible with chiseling method.



We overcame the challenges of rock cutting by adopting the advance diamond core cutting method.

Blasting was prohibited in the area resulting in delay of 2 months of excavation activity.



The service and construction was done as per BIM (Building Information Modeling) technology

During execution there was shortfall of crushed sand due to ban of mining of quarries in and around Mumbai.



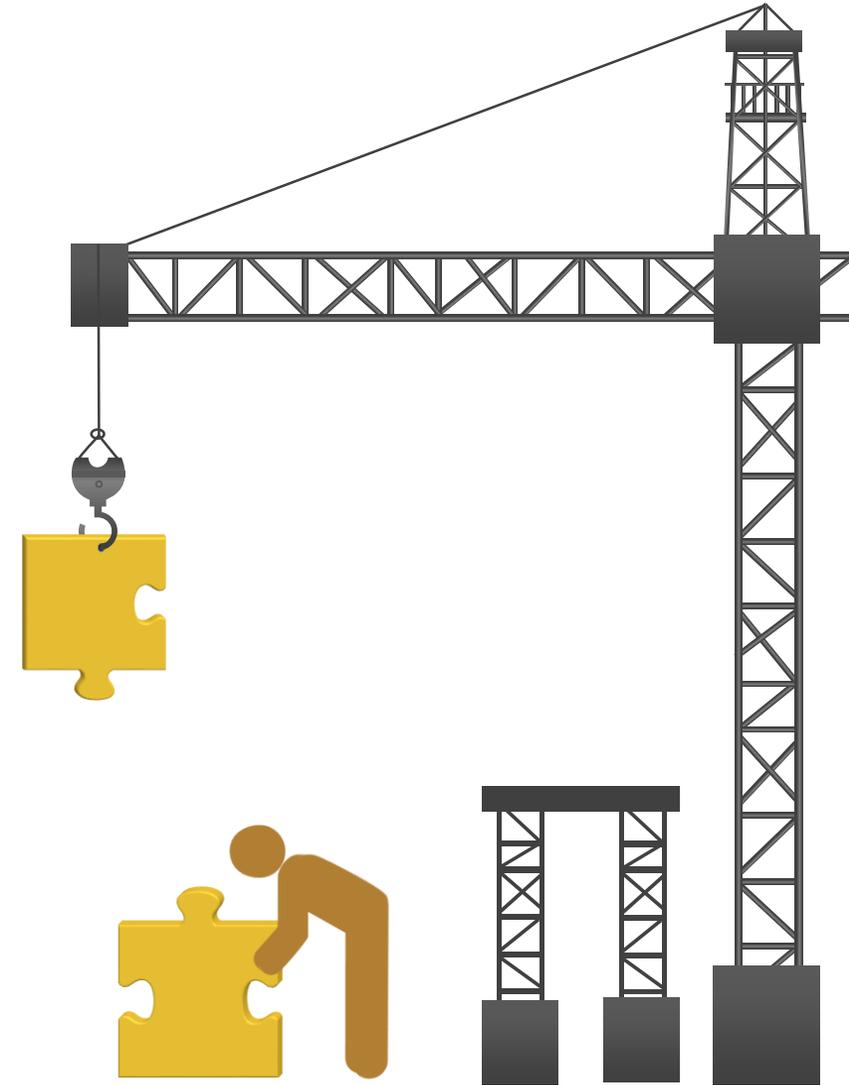
We secured the supply of crushed sand by leveraging on our excellent relations with vendors.

Also this period coincided with changes in taxation system and demonetization.



We overcame the challenges with the help of Client, CA and technical team.

The project completed within time frame of 24 months.



# Case Study – Pictures of Reliance Hospital, Navi Mumbai



# Our Strategy

Focus on the **small ticket size projects** of Rs. 25 to Rs. 100 crore which provide higher margins, lower competition, better working capital cycle and lower risk.

The execution in-house technical and contract team – **structure the tender** in a way that results into minimal utilization of mobilization advance, and bank guarantee.

Working Capital requirement reduced due to an **unique model** (for now being implemented on pilot basis) wherein the company and its client have a joint escrow account with joint signature authority. The fund in the escrow account is utilized for the said project only. This model, based on trust, brings in transparency and helps reduce non-fund based requirement.

**Asset light model**, as most of the equipments are hired from 3<sup>rd</sup> party. This results in high asset turnover and low D:E ratio.

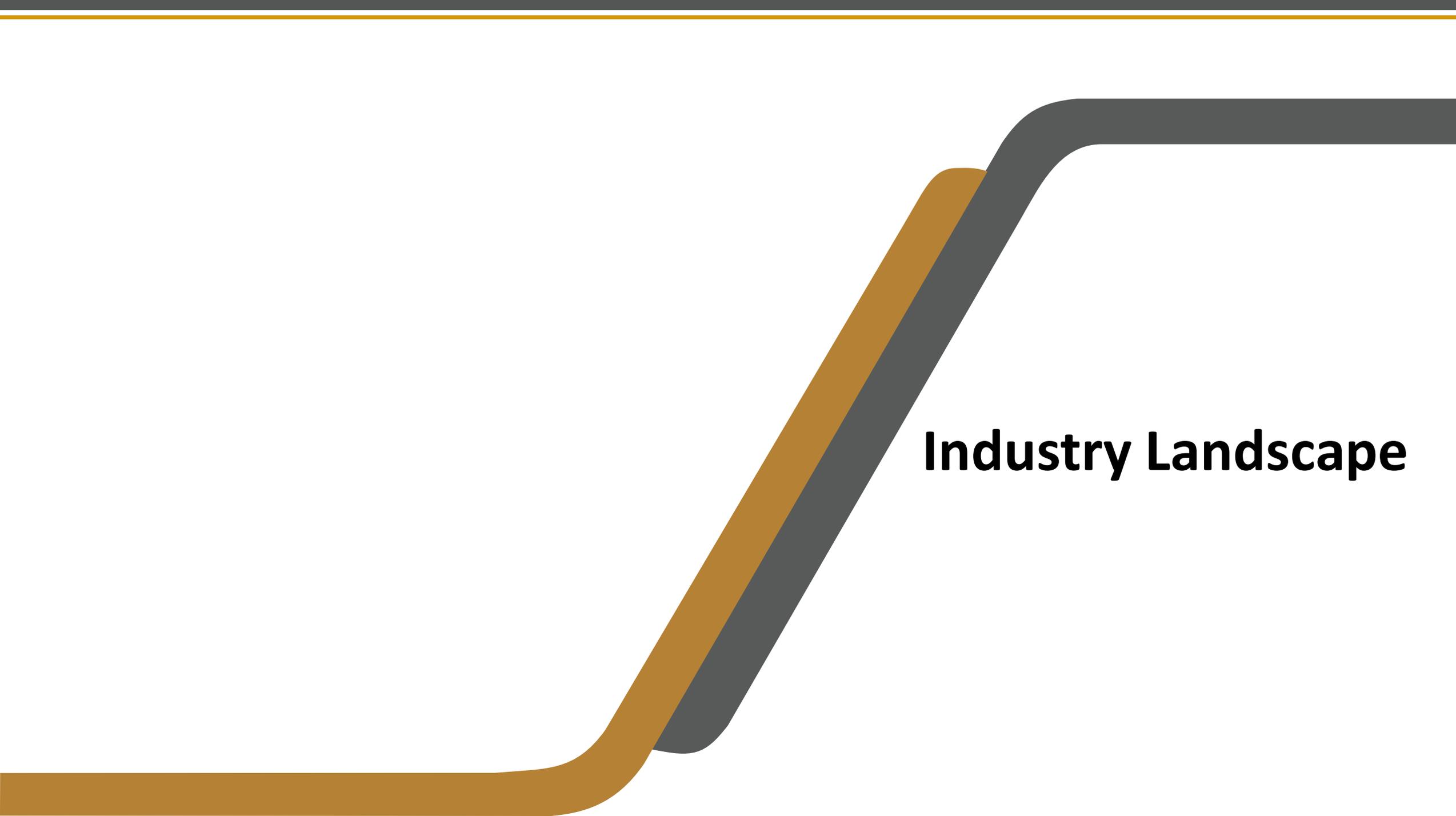
**Industrial buildings** is the company's core sector where the company is involved from bidding stage to final execution.



**Penetrate deeper** within existing geographies and verticals by undertaking complex engineering projects.

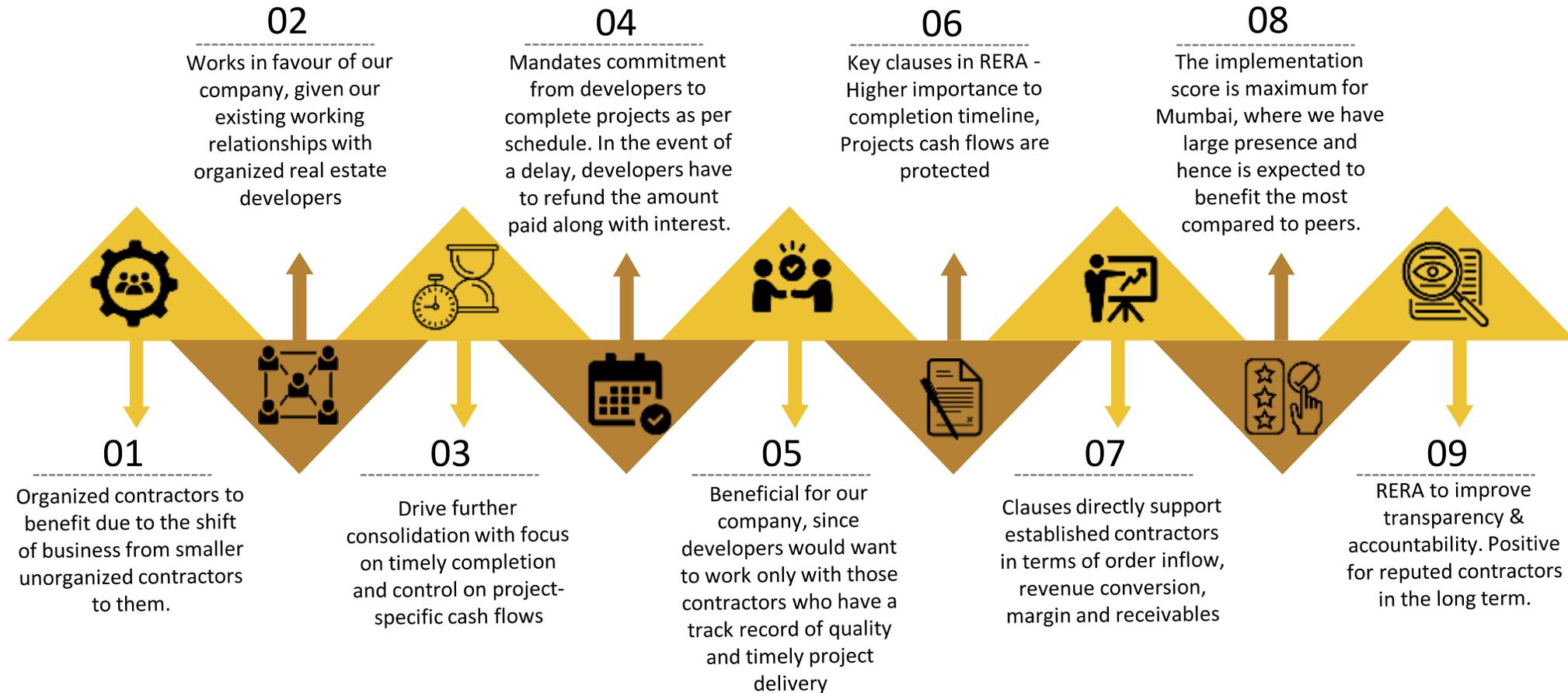
**Tie-ups with many labour contractors** with whom the company enjoys long standing history of strong relationships. This helps the company to take up multiple projects across multiple locations in Maharashtra.





**Industry Landscape**

# RERA – A positive development for reputed contractors





# Opportunities in Navi Mumbai

Real estate at **Affordable** rates than in Mumbai Metropolitan Region

**Strong connectivity** through Mumbai-Pune Highway, NH-48, NH-66 & Panvel Railway Station.

**Mumbai Trans Harbour link** is an under-construction – a 21.8 km freeway grade road bridge connecting Mumbai with Navi Mumbai

Geographically advantageous location at close proximity to Mumbai and Pune. Under construction **Navi Mumbai International Airport**

Navi Mumbai is also known as the Satellite city, owing to its growing footprint of **grade-A and superior grade-A office** developments

**Paucity of land and rapid urbanisation in Mumbai**, resulting in a roll-on effect and directing investors to turn towards emerging areas

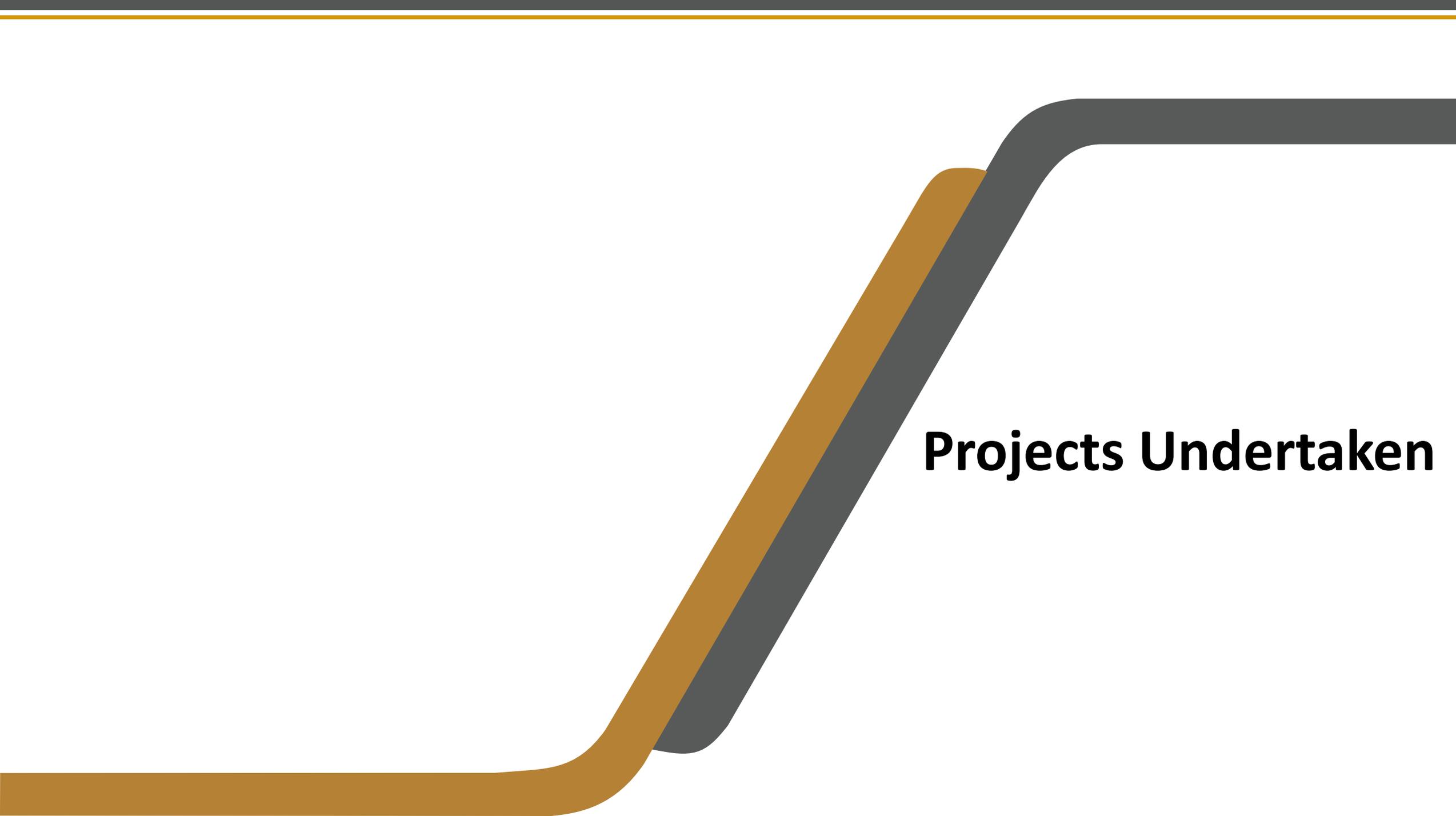
**Proximity to workplaces** of CBD Belapur, Taloja, Turbhe, Kopar Khairane, Ghansoli and Airoli

**SEZ** with particular attention to IT and financial services is all set to create a pool of **job opportunities**

According to new IT laws, Data Storage Centres of Indian consumers needs to be present within the Indian geography. This has led to many players planning to develop **new data storage centres** in Navi Mumbai area.

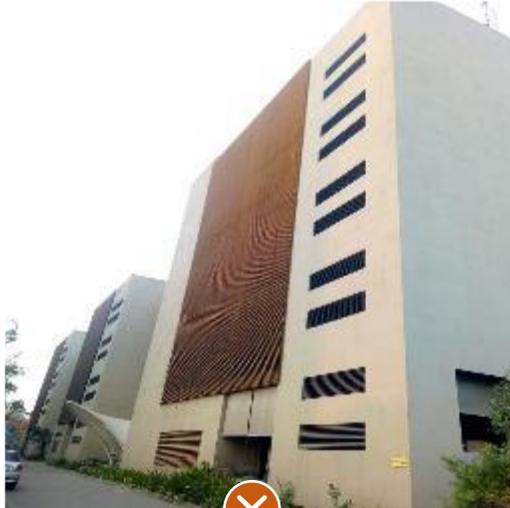
**Navi Mumbai graded the second-best city to reside, in the 'Ease of Living Index 2018'**





**Projects Undertaken**

# Our Creations - Commercial Places



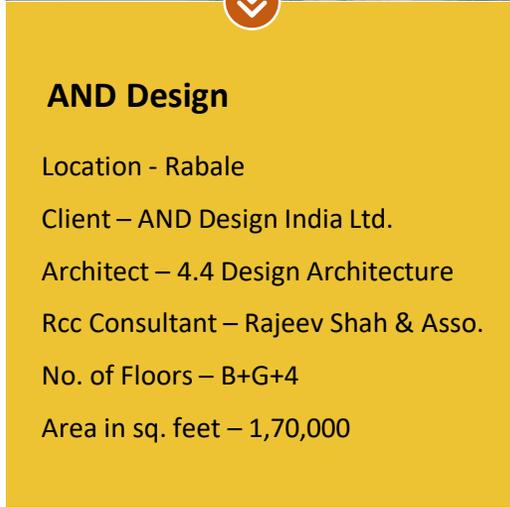
## Bengal Finance IT Park

Location – Turbhe, Navi Mumbai  
Client – Himalayan Developers  
Architect – Mathur Sir  
Rcc Consultant – Structural Concept  
No. of Floors - G+4 & Extension  
Area in sq. feet - 72,000



## National India Bullion Refinery

Location – Andheri Kurla Road  
Client - NIBR  
Architect – Structcon Consultants  
Rcc Consultant – Crescent Engineers  
No. of Floors – B2+B1+G+9  
Area in sq. feet – 3,50,000



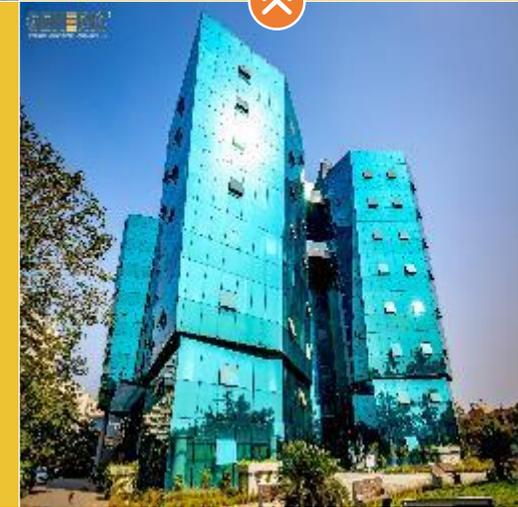
## AND Design

Location - Rabale  
Client – AND Design India Ltd.  
Architect – 4.4 Design Architecture  
Rcc Consultant – Rajeev Shah & Asso.  
No. of Floors – B+G+4  
Area in sq. feet – 1,70,000



## CtrlS Data Center

Location – Mahape, MIDC  
Client – CtrlS Datacenter Ltd.  
Architect – P G Patki  
Rcc Consultant – Mahimtura  
No. of Floors – B+G+6  
Area in sq. feet – 2,48,000



# Our Creations - Commercial Places



## Reliable Plaza

Location – Rabale, MIDC  
Client – Reliable Group  
Architect – K. Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - G+7  
Area in sq. feet – 2,25,000



## S K Elite

Location – Navi Mumbai  
Client – S K Elite  
Architect - K. Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - B+G+7  
Area in sq. feet – 1,10,000



## Reliable Techpark

Location - Airoli  
Client – Reliable Group  
Architect - Dimension Architect  
Rcc Consultant – Structural Concept  
No. of Floors - G+12  
Area in sq. feet – 5,00,000



## Shree Sawan Knowledge Park

Location - Turbhe  
Client – Nandkamal Infotech Pvt. Ltd.  
Architect - Soyuz Talib Architect  
Rcc Consultant – Structural Concept  
No. of Floors - B+G+6  
Area in sq. feet – 2,25,000

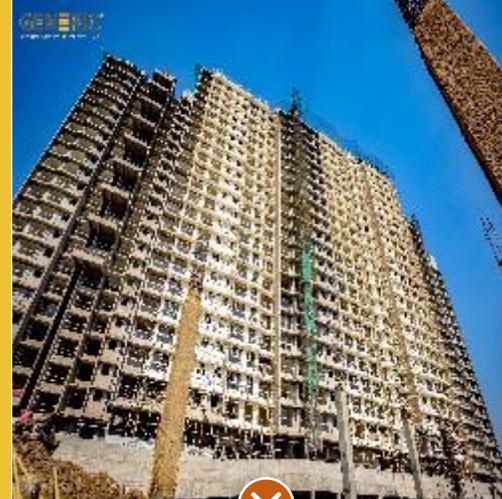


# Our Creations - Residential Projects



## Mikonic - Emerald Bay

Location – Nerul  
Client – Maithili Group  
Architect - Soyuz Talib Architect  
Rcc Consultant – Dr. Agrawal Conslt.  
No. of Floors - G+1P+29  
Area in sq. feet - 2,65,000



## Akshar Green World

Location - Airoli  
Client - Akshar Group  
Architect - Satish Ahuja  
Rcc Consultant – Structural Concept  
No. of Floors - G+22 – 11 Tower  
Area in sq. feet – 10,50,000



## Bhoomi Paradise

Location – Sanpada  
Client – Gajra Group  
Architect - Dimensions Architect  
Rcc Consultant – Adharshila Conslt.  
No. of Floors - G+32 Floors (Twin Tower)  
Area in sq. feet - 4,25,000



## Allure

Location - Kanjurmarg  
Client - Aadi Properties LLP  
Architect - Mandiwala Kutub Assoc.  
Rcc Consultant – R C Tipnis & Assoc.  
No. of Floors – B+G+22  
Area in sq. feet – 6,50,000



# Our Creations - Residential Projects and Educational Institutions



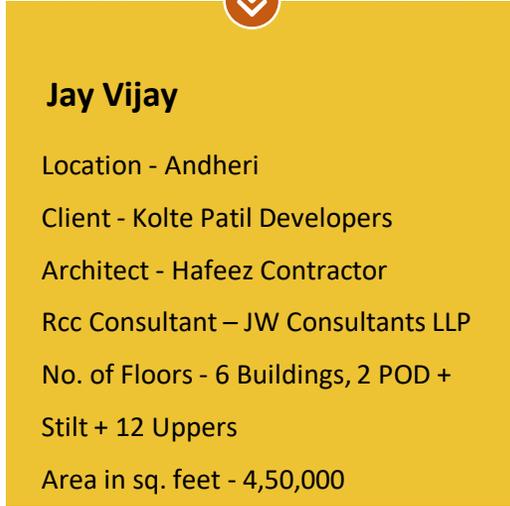
## Kesar Harmony

Location - Kharghar  
Client – Kesar Group  
Architect - Soyuz Talib Arcitects  
Rcc Consultant – Structural Concept  
No. of Floors – G+14  
Area in sq. feet – 4,25,000



## BP Marine College

Location - Panvel  
Client - BP Marine Academy  
Architect - Dimension Architect  
Rcc Consultant – Structural Concept  
No. of Floors - G+5  
Area in sq. feet - 95,000



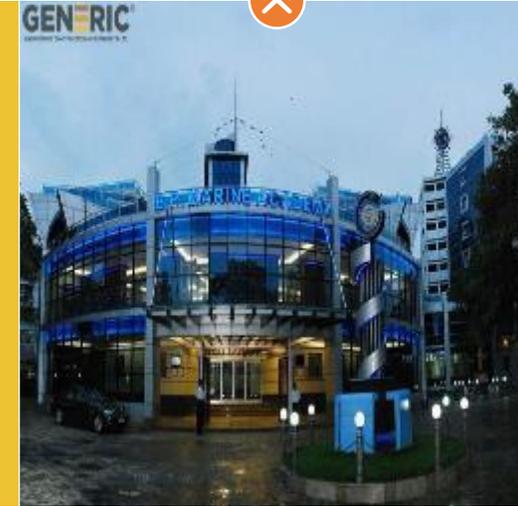
## Jay Vijay

Location - Andheri  
Client - Kolte Patil Developers  
Architect - Hafeez Contractor  
Rcc Consultant – JW Consultants LLP  
No. of Floors - 6 Buildings, 2 POD +  
Stilt + 12 Uppers  
Area in sq. feet - 4,50,000



## Krishna Tower

Location - Thane  
Client - Neelkanth Palms Realty  
Architect - Hafeez Contractor  
Rcc Consultant – Mahimtura & Assoc.  
No. of Floors - 2 POD.+ 28 Floors  
Area in sq. feet – 2,32,000

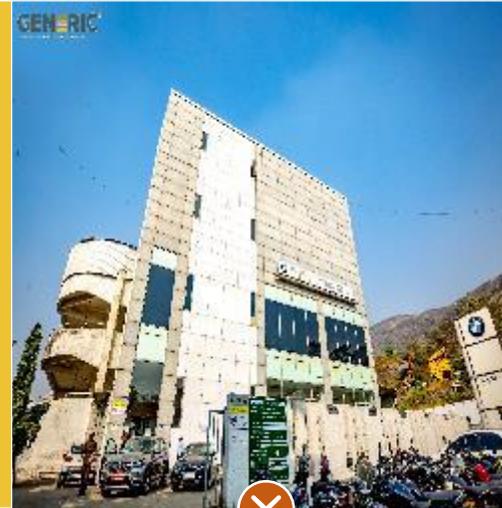


# Our Creations - Industrial and Automobile Workshop Projects



## AVI Industrial Building

Location – Pawane, Navi Mumbai  
Client – AVI Worldwide  
Architect - K Thomas & Associates  
Rcc Consultant – Advance Creative  
Design Consultants  
No. of Floors - G + Mezzanine + 1  
Area in sq. feet – 22,898



## Forstar Frozen Food Project (-40° C)

Location – Taloja  
Client - Forstar Frozen Foods  
Architect - K Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors – B+G+2  
Area in sq. feet - 68,000



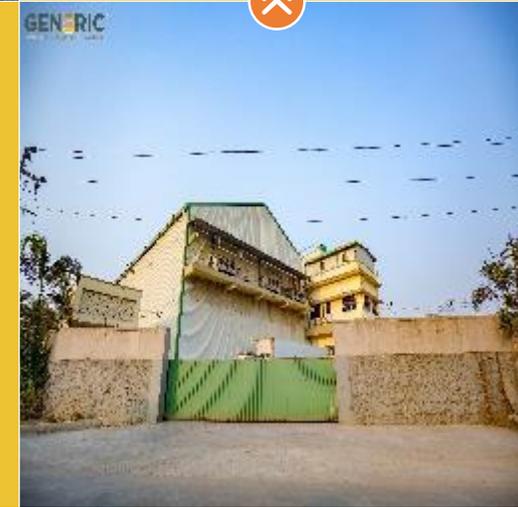
## Aarti Industries (Research & Development Centre)

Location – Mahape, Navi Mumbai  
Client – Aarti Industries Ltd.  
Architect - Knexir Consultants  
Rcc Consultant – Eco-Safe Consulting  
Engineers  
No. of Floors – B+G+5  
Area in sq. feet – Under Construction



## BMW Service Centre

Location – Pawane  
Client – Infinity Cars  
Architect - K Thomas & Associates  
Rcc Consultant – Eco-Safe Consulting  
Engineers  
No. of Floors – B+G+2  
Area in sq. feet - 60,000



# Our Creations - Industrial and Automobile Workshop Projects

GENERIC



## SK Wheels

Location – Turbhe  
Client - S K Wheels Pvt. Ltd  
Architect - K Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - G+5  
Area in sq. feet - 80,000



GENERIC



## Toyota Service Centre

Location – Pawane  
Client - Wasan Brothers  
Architect - Mr Amol Dandekar  
Rcc Consultant – Epicons Consultant  
No. of Floors – B+G+2  
Area in sq. feet - 50,000



## Himadri Food

Location – Pawane, Navi Mumbai  
Client - Mr. Sanjay Karan  
Architect - Dhumal Associates  
Rcc Consultant – R. S. Consultants  
No. of Floors - G+4  
Area in sq. feet – 1,38,288

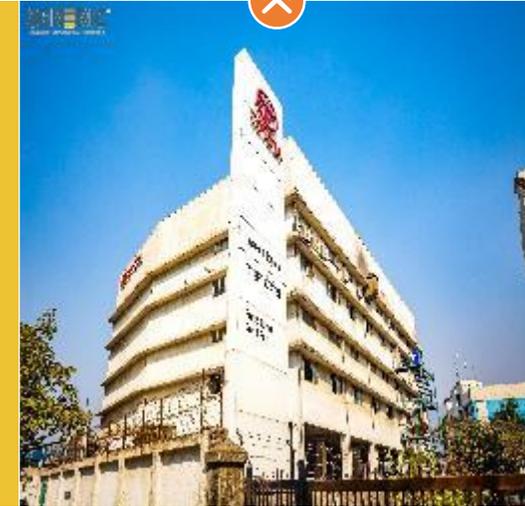
GENERIC



## Stulz Industrial Project

Location – Koparkhairne  
Client - Stulz - CHSPL India  
Architect - K Thomas & Associates  
Rcc Consultant – Eco-Safe Consulting  
Engineers  
No. of Floors - G+Mezzanine  
Area in sq. feet - 24,501

GENERIC



# Our Creations - Health & Leisure Projects

GENERIC



## Panacea Biotech

Location – Mahape MIDC  
Client – Panacea Biotech  
Architect - K Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - G+5  
Area in sq. feet - 85,000



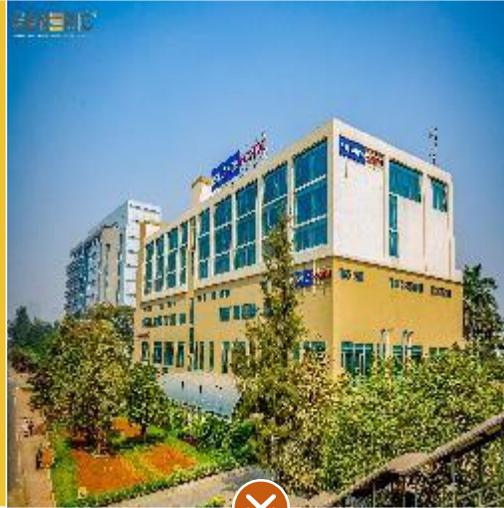
## Glenmark Pharmaceuticals

Location – Sanpada  
Client - Glenmark  
Architect - K Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - G+2  
Area in sq. feet - 15,000

GENERIC



GENERIC



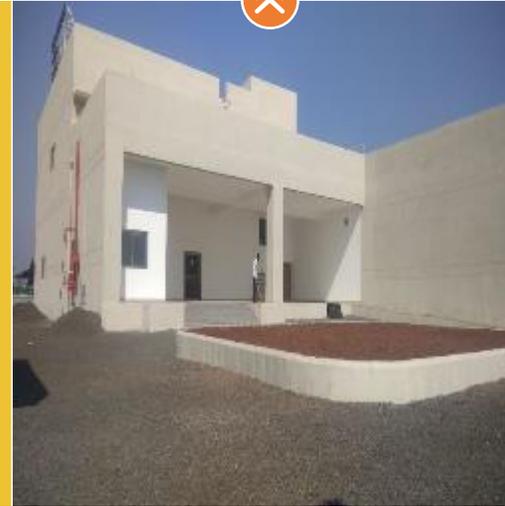
## Reliance - Akola

Location – Akola  
Client – Mandke Foundation  
Architect - MIFIS  
Rcc Consultant – Clancy Global  
No. of Floors - Ground + 1  
Area in sq. feet – 25,000



## Reliance – Koparkhairane

Location – Sanpada, Navi Mumbai  
Client - Reliance Health Solutions  
Architect - MIFIS  
Rcc Consultant – Clancy Global  
No. of Floors - 2 Basements + Ground  
+ 6 Floors  
Area in sq. feet – 2,21,575



## Reliance - Gondia

Location – Gondia  
Client - Reliance Health Solutions  
Architect – Mandke Foundation  
Rcc Consultant – Clancy Global  
No. of Floors - Ground + 1  
Area in sq. feet – 25,000



# Our Creations - Special Projects

GENERIC



## Elaf Cold Storage

Location – Taloja  
Client – Elaf Cold Storage  
Architect – K. Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors - Basement + Ground +  
4 Uppers  
Area in sq. feet – 62,000



GENERIC

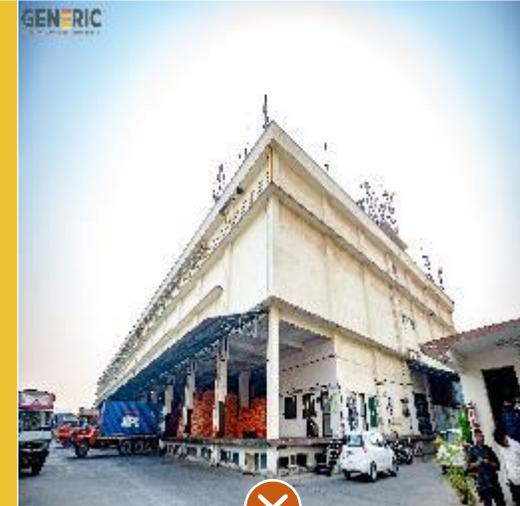


## Merwans

Location – Mahape, Navi Mumbai  
Client – Merwans Confectioners  
Architect – SAS Architects  
Rcc Consultant – Strescon Constt.  
No. of Floors – B+G+4  
Area in sq. feet – 70,000



GENERIC



## Bhanu Cold

Location – Turbhe, MIDC  
Client – Mr. Shailesh Nanda  
Architect – K. Thomas & Associates  
Rcc Consultant – S R Rege  
No. of Floors - 5  
Area in sq. feet – 45,000

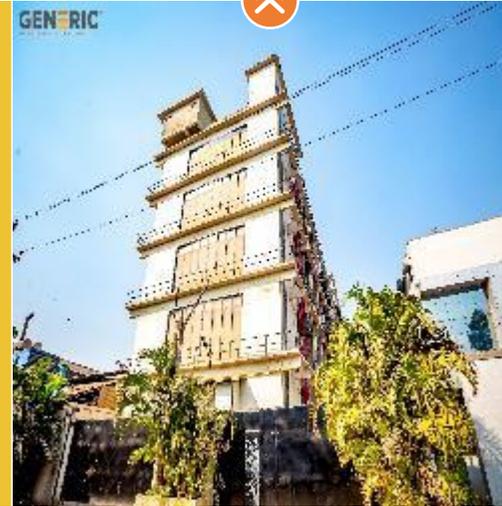
GENERIC



## Kotak Agro Cold Storage

Location – Turbhe, Navi Mumbai  
Client – Mr. Kotak  
Architect – K. Thomas & Associates  
Rcc Consultant – Eco-Safe Consulting  
Engineers  
No. of Floors - 8  
Area in sq. feet – 29,000

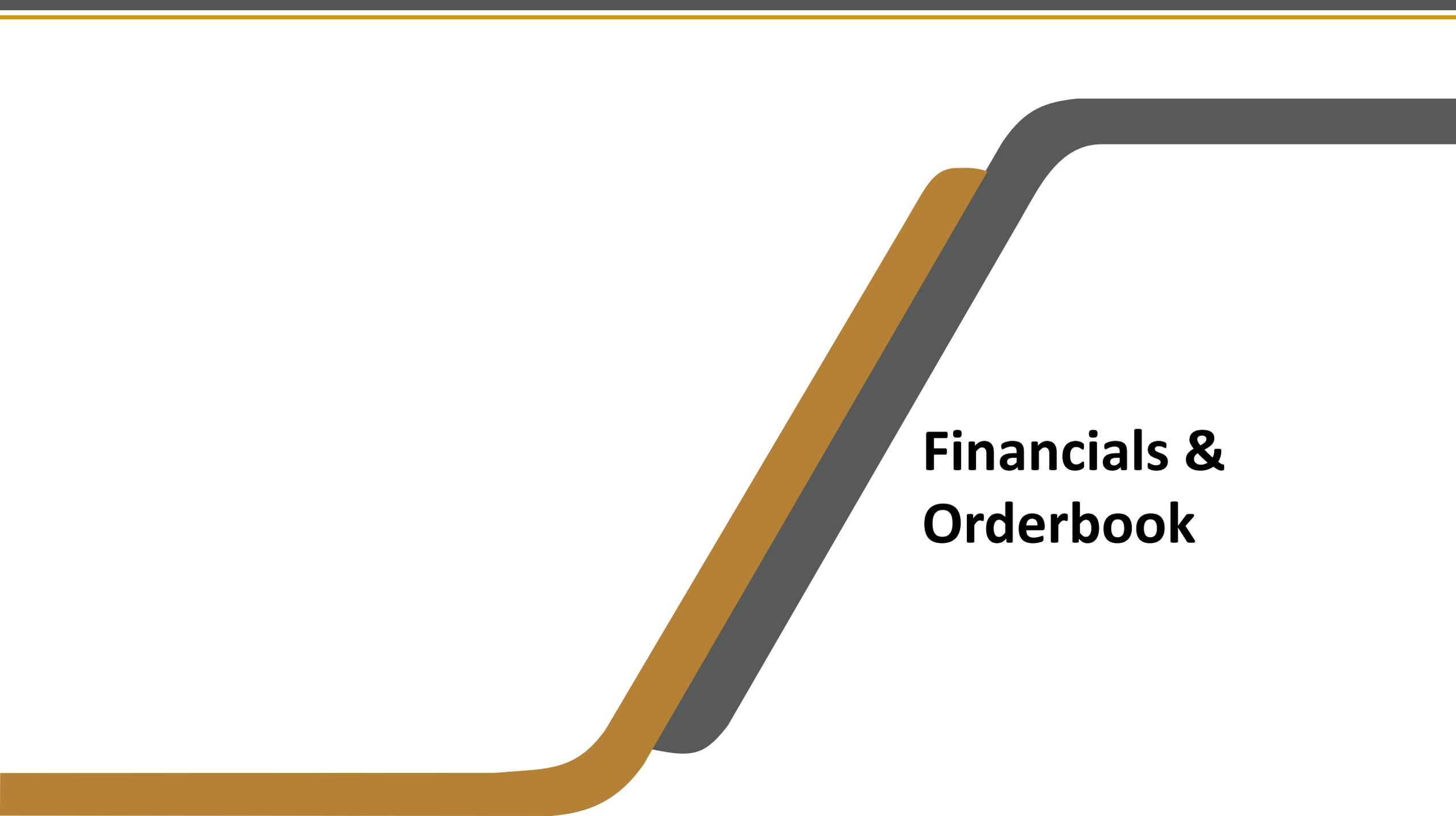
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## Rishi Ice & Cold Storage

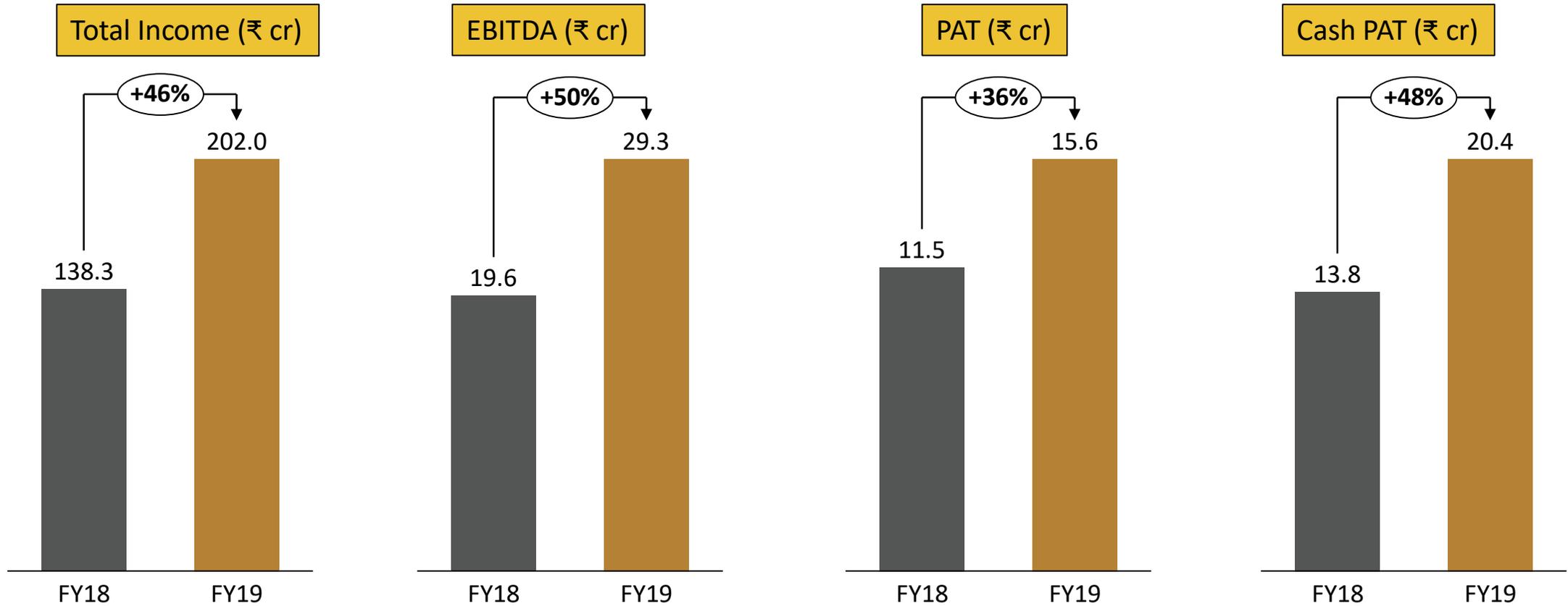
Location – Turbhe, Navi Mumbai  
Client – Rishi Ice & Cold Storage  
Architect – K. Thomas & Associates  
Rcc Consultant – Structural Concept  
No. of Floors – B+G+3  
Area in sq. feet – 4,00,000





**Financials &  
Orderbook**

# Key Financial Highlights of FY19





# Balance Sheet

ASSETS (₹ In Crs)	Mar'19	Mar'18
<b>NON-CURRENT ASSETS</b>	<b>64.8</b>	<b>43.6</b>
Plant Property and Equipments	33.2	27.9
Capital Work in Progress	-	-
Goodwill	-	-
Other Tangible Assets		
Investments	0.0	0.0
Trade Receivable	18.1	10.4
Loans	0.0	3.3
Others	13.4	1.9
Deferred Tax Assets	-	-
Other Non Current Assets	-	-
<b>CURRENT ASSETS</b>	<b>145.9</b>	<b>122.0</b>
Inventories	14.8	16.4
Investments	-	-
Trade Receivable	73.7	39.9
Cash & Cash Equivalents	27.6	55.8
Bank Balances Other than above	6.5	1.8
Loans	1.4	-
Others	22.0	8.0
Current Tax Assets (net)	-	-
Other Current Assets	-	-
<b>TOTAL ASSETS</b>	<b>210.7</b>	<b>165.5</b>

EQUITY & LIABILITIES (₹ In Crs)	Mar'19	Mar'18
<b>EQUITY</b>	<b>150.9</b>	<b>114.7</b>
Equity Share Capital	20.2	18.2
Other Equity	-	-
Reserves & Surplus	126.4	75.6
Money received against share warrants	4.3	0.5
Share Application Money pending for allotment	-	20.4
<b>NON-CURRENT LIABILITIES</b>	<b>5.2</b>	<b>0.9</b>
Borrowings	0.2	-
Trade Payables	-	-
Other Financial Liabilities	-	-
Provisions	-	-
Deferred Tax Liabilities	1.4	0.7
Other Non Current Liabilities	3.6	0.3
<b>CURRENT LIABILITIES</b>	<b>54.7</b>	<b>50.0</b>
Borrowings	14.1	12.2
Trade Payables	36.8	35.8
Other Financial liabilities	-	-
Other Current Liabilities	0.3	0.8
Provisions	2.4	1.0
Current Tax Liabilities	1.2	0.1
<b>TOTAL - EQUITY &amp; LIABILITIES</b>	<b>210.7</b>	<b>165.5</b>

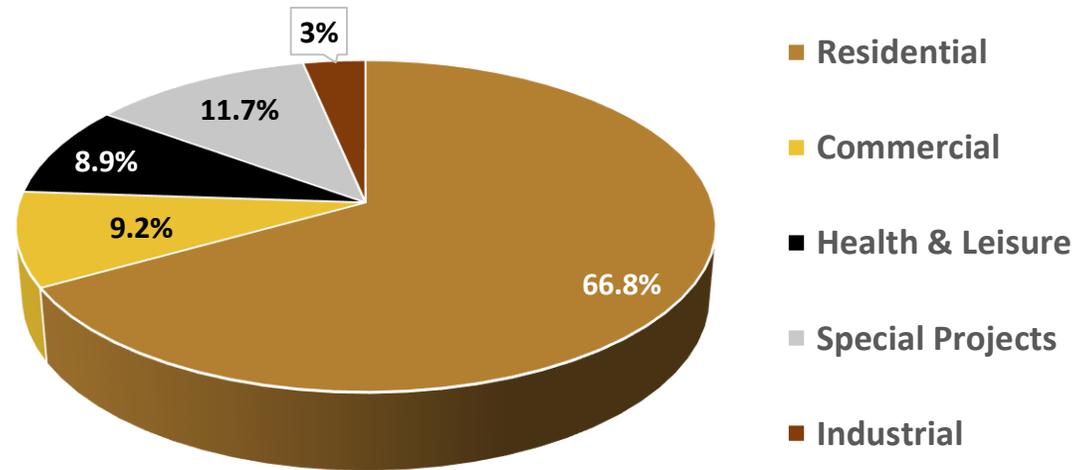


# Revenue Contribution of Key Orders in FY19

## Performance Commentary

- 34 orders contributed to the Revenue in FY19
- Top 5 orders contributed Rs. 107.62 crore to the Revenues in FY19

## Segmental Breakup of Revenue



# Order Book as on 31<sup>st</sup> March 2019

## Performance Commentary

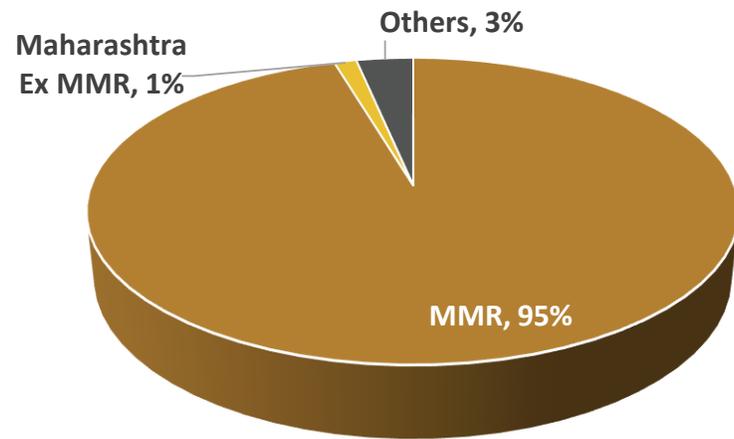
- Gross Order Book stands at over Rs. 1,050 crore as at March 31, 2019
- Top 5 orders contribute Rs. 566 crore to our order book representing 69.7% of the outstanding orderbook as on 31<sup>st</sup> March 2019
- Bill to Book ratio as at end of 31<sup>st</sup> March 2019 stands at ~4x
- New customers added in FY19 include Cancare Trust, Indian Education Society (IES), Bharat Electronics Limited

### Average Order Size (Rs. Crs.)

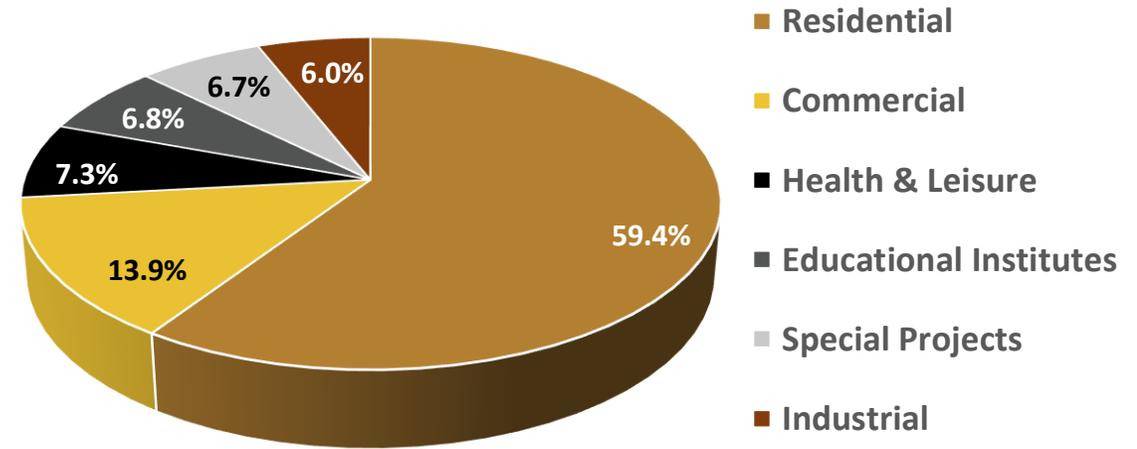
Sr. No.	Region	Outstanding Value	No. Of Orders	Average Ticket size
1	MMR	737.6	26	28.4
2	Maharashtra excl MMR	47.8	2	23.9
3	Others	27.1	1	27.1
<b>Total</b>		<b>812.2</b>	<b>29</b>	<b>28.0</b>

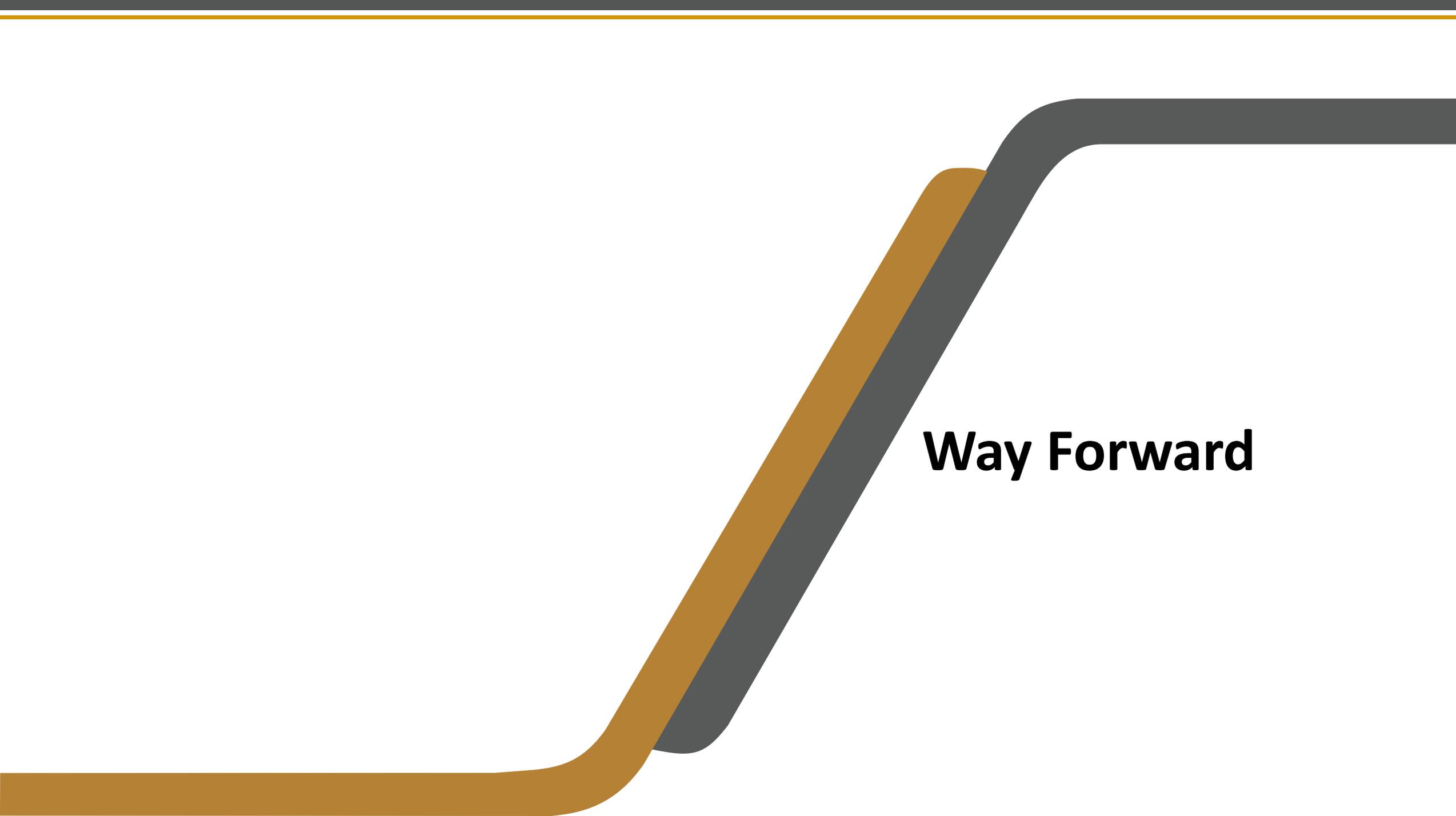


### Geographic Breakup



### Segmental Breakup





**Way Forward**

# Way Forward

Company will continue to **focus on small ticket-size projects** of Rs. 25 to 100 crore.



The **project pipeline** in MIDC has increased **manifold**. We are dominant player in this micro market.



Achieve **geographical diversification**, while undertaking projects for present clients migrating to other regions. Many high-value projects await the company especially in verticals, namely, IT, Pharma and Data Centres.



**Mass Affordable Housing** is an emerging vertical which the company will target, as it is the fastest growing segment in real estate.



Target **government projects** in industrial segment from the likes of DRDO, Defence etc. wherein the execution involves **complexity** and requires **specialized skills**.



Enter into **pre-cast engineering** to scale up and bring higher efficiency in project execution.



Procure **latest technology** for construction activities.



Develop a **franchise type model** wherein other contractors can work under the company's banner.



Over the next 3-5 years, we plan to undertake **larger sized projects** with significant complex engineering requirements.



# Awards & Accolades



