

Date: 11<sup>th</sup> December, 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 as on December 2019

Dear Sir,

Kindly find attached herewith the investor presentation as on December 2019. Requesting you to kindly take the same on records.

Thanking you

Yours Faithfully,

For Generic Engineering Construction and Projects Limited

Jayesh Rawal Director DIN: 00464313 Place: Mumbai





## Investor Presentation December 2019

## Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which has been prepared by Generic Engineering Construction and Projects Limited (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.

## **Q2FY20:** Performance Highlights





## H1FY20: Performance Highlights







## **Revenue Contribution of Key Orders in Q2FY20**





- 20 orders contributed to the Revenue in Q2FY20
- Top 5 orders contributed Rs. 29.44 crore to the Revenues in Q2FY20



### Segmental Breakup of Revenue

### **Revenue Contribution of Key Orders in H1FY20**





- 25 orders contributed to the Revenue in H1FY20
- Top 5 orders contributed Rs. 63.85 crore to the Revenues in H1FY20



### **Segmental Breakup of Revenue**

## **Order Inflow**



### In Q2FY20

- Order worth **Rs. 181.95 crore** (including GST) from **Maharashtra State Police Housing & Welfare Corporation Limited (MSPHWCL)** for construction of Type II 448 staff quarters for C.P. Mumbai at Marol, Mumbai. The project is to be executed in 30 months
- Order worth **Rs. 60 crore** (including GST) from **MSPHWCL** for construction of 118 police quarters, Dy. Commissioner of Police office building and Nizampura Police station at Bhiwandi, District Thane of C.P. Thane. The project is to be executed in 18 months
- Order worth Rs. 75.50 crore (including GST) from Mahindra Happinest Developers Ltd. for construction of "Happinest Kalyan" a residential project of located at Kalyan-Bhiwandi bypass. The project constitutes construction of 5 towers (Ground plus 14 Upper Floors), 2 towers (Ground plus 22 Upper Floors) and Multi-level Car Park (Ground plus 9 Floors). The total construction area is approximately 10 lakh sq. feet. The project is to be executed in 18 to 24 months. This project is labour-only contract, where procurement of material for construction will be the responsibility of the developer
- Order worth **Rs. 15.21 crore** (including GST) from **Milagro Infrastructure Private Ltd. (IBIS)** for construction of hotel "IBIS Styles" at Vagatore, Goa. The hotel building involves construction of Ground plus 3 Floors and constitutes 136 keys. The total construction area is approximately 86,000 sq. feet. The project is to be executed in 12 months
- The total order inflow in Q2FY20 was Rs. 379.18 crore



### Order Book as on 30<sup>th</sup> September 2019



### **Performance Commentary**

- Total outstanding Order Book stands at over Rs. 1,113.76 crore as at September 30, 2019
- Top 5 orders contribute Rs. 641.1 crore to our order book representing 57.6% of the outstanding orderbook as on 30<sup>th</sup> September 2019
- Book to Bill ratio as at end of 30<sup>th</sup> September 2019 stands at ~5.2x (on TTM basis)
- New customers added in FY19 include Cancare Trust, Indian Education Society (IES), Bharat Electronics Limited. New customers added in H1FY20 include Maharashtra State Police Housing & Welfare Corporation Ltd., Mahindra Happinest Developers Ltd. and Milagro Infrastructure Private Ltd. (IBIS)

	Average Order Size (Rs. Crs.)				
Sr. No.	Region	Outstanding Value	No. Of Orders	Average Ticket size	
1	MMR	1,027.32	36	28.54	
2	Maharashtra excl MMR	46.45	3	15.48	
3	Others	39.99	2	19.99	
	Total	1,113.76	41	27.16	

## **Order Book Details**







\*Karnataka and Goa



### **Standalone Profit & Loss Statement**



Particulars (Rs. In Crs)	Q2FY20	Q2FY19	Y-o-Y	Q1FY20	Q-o-Q	H1FY20	H1FY19	Y-o-Y
Revenue from Operations	45.1	44.4	1.7%	64.7	-30.3%	109.8	97.9	12.2%
Cost of Material Consumed (Incl. Construction Expenses)	34.8	36.8		54.2		89.1	82.3	
Employee benefit expenses	1.9	1.5		1.5		3.4	2.5	
Other expenses	0.8	0.4		0.6		1.4	1.0	
EBITDA	7.6	5.8	32.2%	8.3	-8.8%	15.9	12.2	30.8%
EBITDA Margin (%)	16.8%	13.0%		12.9%		14.5%	12.4%	
Other Income	0.3	0.8		0.1		0.4	1.5	
Depreciation	1.3	1.0		1.1		2.4	1.8	
Finance Cost	1.7	0.8		0.8		2.5	1.8	
Profit before Tax	4.8	4.7	1.5%	6.6	-27.0%	11.4	10.2	12.2%
Тах	1.6	1.6		2.0		3.6	3.0	
Profit after Tax	3.2	3.2	0.9%	4.6	-30.6%	7.9	7.1	10.2%
PAT Margin (%)	7.1%	7.2%		7.2%		7.2%	7.3%	
Cash PAT	4.8	4.4	9.1%	5.7	-15.8%	10.7	9.4	13.8%
Cash PAT Margin (%)	10.0%	9.4%		8.8%		9.3%	9.1%	



## **Standalone Balance Sheet Statement**



ASSETS (Rs. In Crs)	Sep '19	Mar '19	Mar'18
NON-CURRENT ASSETS	86.3	64.8	43.6
Plant Property and Equipments	51.4	33.2	27.9
Financial Assets			
Investments	0.0	0.0	0.0
Trade Receivable	21.8	18.1	10.5
Loans	0.0	0.0	3.3
Others	13.1	13.4	1.9
Deferred Tax Assets (net)	0.0	0.0	0.0
Other Non Current Assets	0.0	0.0	0.0
CURRENT ASSETS	184.8	145.9	119.4
Inventories	27.4	14.8	16.4
Financial Assets			
Investments	0.0	0.0	0.0
Trade Receivable	89.1	73.7	39.1
Cash & Cash Equivalents	25.6	27.6	55.8
Bank Balances Other than above	7.5	6.5	1.8
Loans	1.4	1.4	0.0
Others	33.7	22.0	6.3
Current Tax Assets (net)	0.0	0.0	0.0
TOTAL ASSETS	271.7	210.7	163.0

EQUITY & LIABILITIES (Rs. In Crs)	Sep '19	Mar'19	Mar'18
EQUITY	171.4	150.9	114.7
Equity Share Capital	21.1	20.2	18.2
Other Equity			
Reserves & Surplus	150.3	126.4	75.6
Money received against share warrants	0.0	4.3	0.5
Share Application Money pending for allotment	0.0	0.0	20.4
NON-CURRENT LIABILITIES	6.0	5.2	0.9
Borrowings	0.2	0.2	0.0
Trade Payables	3.8	3.6	0.0
Other Financial Liabilities	0.0	0.0	0.0
Provisions	0.0	0.0	0.0
Deffered Tax Liabilities	1.7	1.4	0.6
Other Non Current Liabilities	0.4	0.0	0.3
CURRENT LIABILITIES	93.6	54.7	47.4
Borrowings	41.4	14.1	12.2
Trade Payables	45.5	36.8	34.1
Other Financial liabilities	0.0	0.0	0.0
Other Current Liabilities	0.3	0.3	0.0
Provisions	4.5	2.4	1.0
Current Tax Liabilities	2.0	1.2	0.1
TOTAL - EQUITY & LIABILITIES	271.7	210.7	163.0

### **Standalone Cash Flow Statement**



Cash Flow Statement for six months ended (in Rs. Crore)	H1FY20	H1FY19
Operating profit before working capital changes		13.7
Changes in working capital	-32.6	-19.4
Cash generated from operations	-16.7	-5.7
Income tax paid (net of refund)	-2.5	-2.6
Net Cash from Operating Activities	-19.2	-8.3
Net Cash from Investing Activities	-19.9	-7.3
Net Cash from Financing Activities	10.7	7.2
Net Change in cash and cash equivalents	-28.4	-8.4





### 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**





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)

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)



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)

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**



General Contracting

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.





## **Credit Rating**





"Credit Rating upgraded from BBB- Stable to BBB <u>Stable by Care Ratings." The ratings process</u> 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**







Sheer Driving Pleasure

INFINITI.

Hindustan Unilever

Limited



### Health and Leisure Segment









**Special Projects** 















GENERIC ENGINEERING CONSTRUCTION AND PROJECTS LTD.

### **Educational Segment**





## **Strong tie-ups with leading Architects & Consultants**



Sr. No.	Architects	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

Sr. No.	Consultants	Location
1	Mahimtura Consultants	Mumbai
2	Adharishila Consultants	Navi Mumbai
3	R C Tipnis	Mumbai
4	U D Chande & Associates	Mumbai
5	Epicon Consultants Pvt. Ltd.	Thane
6	Sanghvi Associates	Mumbai
7	SURA & Associates	Mumbai
8	S S REGE & Associates	Mumbai
9	Y S SANE & Associates	Pune
10	Shashank Mehendale & Associates	Mumbai
11	Hiren Tanna	Mumbai
12	Rajeev shah & Associates	Mumbai
13	JCV & Associates	Mumbai
14	Mahimtura Consultants	Mumbai

## **Certifications**









whereal Accreditation Fortig: (AF), the memberging status can be variabled at www.stl.d pupple of Decor Imenant Configuration ( wated, Most by renormal on the

## **Case Study - Reliance Health Care Solutions Private Limited**

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

## Challenges

## Solutions



The project completed within time frame of 24 months.





### Case Study – Pictures of Reliance Hospital, Navi Mumbai

















### **Our Strategy**





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.

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**





### **Strong Revival in Demand**





## **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 rollon 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**





#### **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

### **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





#### **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 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





### **Our Creations - Commercial Places**





#### **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

### **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





**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

### **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




## **Our Creations - Residential Projects**





36

# **Our Creations - Residential Projects and Educational Institutions**





### 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

### **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





#### **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

### **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



# **Our Creations - Industrial and Automobile Workshop Projects**



# 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

### **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





### **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



# 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



# **Our Creations - Industrial and Automobile Workshop Projects**



GENERIC



### **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

### **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





### **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

### **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



# **Our Creations - Health & Leisure Projects**





### **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

# Panacea Biotech

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







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





#### **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**





# Financials & Orderbook

# **Key Financial Highlights of FY19**



43



# **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**

# **Standalone Profit & Loss Statement**



Particulars (Rs. In Crs)	Q2FY20	Q2FY19	Ү-о-Ү	Q1FY20	Q-o-Q	FY19	FY18
Revenue from Operations	45.1	44.4	1.7%	64.7	-30.3%	202.0	138.3
Cost of Material Consumed (Incl. Construction Expenses)	34.8	36.8		54.2		164.0	112.7
Employee benefit expenses	1.9	1.5		1.5		5.7	3.2
Other expenses	0.8	0.4		0.6		3.0	2.8
EBITDA	7.6	5.8	32.2%	8.3	-8.8%	29.3	19.6
EBITDA Margin (%)	16.8%	13.0%		12.9%		14.5%	14.2%
Other Income	0.3	0.8		0.1		1.6	0.6
Depreciation	1.3	1.0		1.1		4.1	2.3
Finance Cost	1.7	0.8		0.8		4.2	2.2
Profit before Tax	4.8	4.7	1.5%	6.6	-27.0%	22.7	15.7
Тах	1.6	1.6		2.0		7.1	4.2
Profit after Tax	3.2	3.2	0.9%	4.6	-30.6%	15.6	11.5
PAT Margin (%)	7.1%	7.2%		7.2%		7.7%	8.3%
Cash PAT	4.8	4.4	9.1%	5.7	-15.8%	20.4	13.8
Cash PAT Margin (%)	10.0%	9.4%		8.8%		10.1%	10.0%



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Borrowings	0.2	0.2	0.0
Trade Payables	3.8	3.6	0.0
Other Financial Liabilities	0.0	0.0	0.0
Provisions	0.0	0.0	0.0
Deffered Tax Liabilities	1.7	1.4	0.6
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Other Current Liabilities	0.3	0.3	0.0
Provisions	4.5	2.4	1.0
Current Tax Liabilities	2.0	1.2	0.1
TOTAL - EQUITY & LIABILITIES	271.7	210.7	163.0



# Way Forward





### **Awards & Accolades**









## **Contact us**



### For further information, please contact:

Company :

**Investor Relations Advisors :** 



Generic Engineering Construction and Projects Ltd. CIN - L45100MH1994PLC082540 info@gecpl.com

www.gecpl.com



Strategic Growth Advisors Pvt. Ltd. CIN - U74140MH2010PTC204285 Mr. Shogun Jain / Mr. Parin Narichania shogun.jain@sgapl.net / parin.narichania@sgapl.net +91 77383 77756 / +91 99300 25733 www.sgapl.net

