

Date: 13<sup>th</sup> February, 2020

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 Press/Media release for the quarter ended 31<sup>st</sup> December, 2019**

**BSE: Scrip Code: 539407**

Dear Sir,

Kindly find enclosed herewith the press/media release for the quarter ended 31<sup>st</sup> December, 2019.  
Requesting you to kindly take the same of records.

Thanking you,

Yours Faithfully,

**For Generic Engineering Construction and Projects Limited**



**Jayesh Rawal**  
**Executive Director**  
**DIN: 00464313**  
**Place: Mumbai**

## Q3FY20 Earnings

**Generic Q3FY20 Revenue at Rs. 40.7 Crore**

**Order backlog stands at Rs. 1,010 crore**

**Mumbai, February 13, 2020:** 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 unaudited financial results for the quarter ended December 31, 2019.

### Key Financial Highlights are as follows:

Particulars (Rs. Cr.)	Q3FY20	Q2FY20	Q3FY19	9MFY20	9MFY19
<b>Total Income</b>	<b>40.7</b>	<b>45.1</b>	<b>48.3</b>	<b>150.6</b>	<b>146.2</b>
EBITDA	7.0	7.6	7.8	22.9	20.0
<b>EBITDA Margin (%)</b>	<b>17.1%</b>	<b>16.8%</b>	<b>16.1%</b>	<b>15.2%</b>	<b>13.6%</b>
PAT	2.8	3.2	4.0	10.7	11.1
<b>PAT Margin (%)</b>	<b>6.9%</b>	<b>7.1%</b>	<b>8.3%</b>	<b>7%</b>	<b>7.6%</b>
Cash PAT	4.7	4.8	5.1	15.4	14.1
<b>Cash PAT Margin (%)</b>	<b>11.5%</b>	<b>10.7%</b>	<b>10.6%</b>	<b>10.2%</b>	<b>9.6%</b>

### Performance highlights for Q3FY20 and 9MFY20

**Revenue from Operations** for Q3FY20 stood at Rs. 40.7 crore as compared to Rs. 48.3 crore in Q3FY19. The de-growth was on account of extended monsoon in early part of Q3FY20 leading to slow execution.

EBITDA for Q3FY20 was Rs. 7.0 crore as compared to Rs. 7.8 crore in Q3FY19. **EBITDA margin** for Q3FY20 was at 17.1%, up by 103 basis points as compared to 16.1% in Q3FY19. Improvement in EBITDA margin was on account of easing in raw material cost.

**PAT** for Q3FY20 stood at Rs. 2.8 crore, as compared to 4.0 crore in Q3FY19. Diluted EPS for Q3FY20 stood at Rs. 0.69 per equity share.

**Revenue from Operations** for 9MFY20 stood at Rs. 150.6 crore as compared to Rs. 146.2 crore in 9MFY19. **EBITDA** for 9MFY20 stood at Rs. 22.9 crore as compared to Rs. 20.0 crore in 9MFY19. **EBITDA margin** for 9MFY20 was at 15.2% viz-a-viz that of 13.6% in 9MFY19. **PAT** for 9MFY20 was Rs. 10.7 crore as compared to Rs. 11.1 crore in 9MFY19. Diluted EPS for 9MFY20 stood at Rs. 2.62 per equity share. 9MFY20 performance was impacted on account of heavy monsoons in Q2 and early part of Q3 leading to slow execution in many projects.

The **Debt/Equity ratio** as at December 31, 2019 stood at 0.47x. The company has cash and cash equivalents of Rs. 8.82 crore.

**During 9MFY20, the company received the following orders: -**

- 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 crores** (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. 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

Our **outstanding orderbook** as at end of December 31, 2019 stands at **Rs. 1,010 crore**. Residential segment contributes 72.67% of the orderbook, Commercial & Industrial contributes 12.49%, Health & Leisure contributes 5.73%, Special projects contributes 4.74% & Educational Institutes segment contributes 4.37%.

In our orderbook, we have excluded an order worth Rs. 79.55 crore which we had received in Q2FY20 for construction of a residential project.

**Top 5 orders** contribute Rs. **626 crore** to our order book representing **61.98%** of the outstanding orderbook as on 31<sup>st</sup> December 2019.

**On the performance Mr. Manish Patel, Managing Director commented,** “Given the macro-economic environment, we are relatively pleased with our performance in Q3FY20. Weather related challenges marred our revenue growth in Q3FY20. However, we are confident to deliver growth on back of strong orderbook.

Affordable housing shall remain a key driver for real estate market and provide a significant opportunity to both developers and contractors. With better housing opportunities and government schemes to support the buyer and policies which promote transparency, we expect 2020 to be a better year for construction and real estate industry. We plan to aggressively bid for more projects in the affordable housing segment in the coming years.

As an EPC player, in Commercial Sector, we are actively engaged across wide gamut of projects which comprises of offices, industrial estates, warehousing, cold-storages, hospitals, data-centres etc. where we are observing robust demand with more capital being allocated by Private Equity and Real Estate Funds.

Going ahead, we will give more impetus to orders from the public sector. Post the corporate tax-rate cut announced by the government, we expect substantial order inflow from industrial sector as corporate capex picks up pace. The business opportunities in our core operating region of MMR have been promising and we expect order inflow to remain healthy. We have robust orderbook visibility and expect growth momentum to continue. Our strength of undertaking projects in the ticket-size of Rs. 25 crores to Rs. 100 crores are standing us in good stead, and we plan to further capitalize on this strategy.

We are cautious in our approach of order additions, where the thrust is always on the margins that the project could deliver. We have strong balance sheet and will rely on our asset light approach to build our order book and execution capabilities.”

### **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 Rs. 25 crores to Rs. 100 crores. 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](http://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.

<b>Company</b>	<b>Investor Relations Advisors</b>
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