



# HGIEL

*We Make People Move...*

Investor Presentation, July 2018

## H.G. Infra Engineering Ltd

**We make people move** 

# Outline

- 01 > Q1FY19 Result Highlights
- 02 > About the Company
- 03 > Key Strengths and Drivers
- 04 > Growth Strategy
- 05 > Financial Highlights

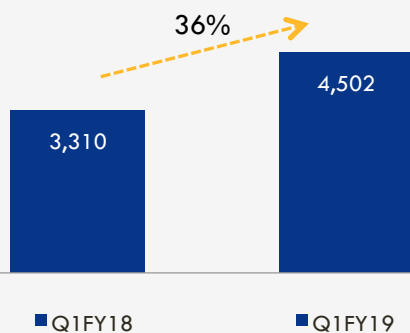


## 01 > Q1FY19 Results Highlights

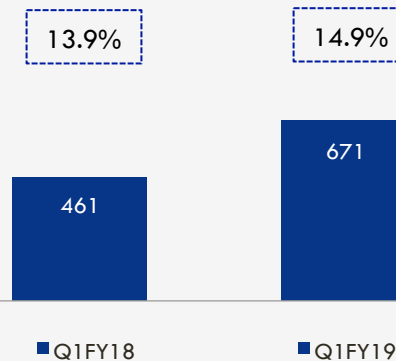
# Result Highlights Q1FY19

36% robust growth in topline

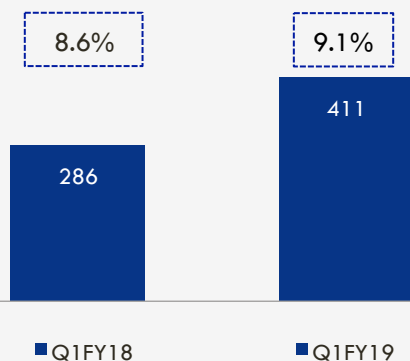
## Revenue



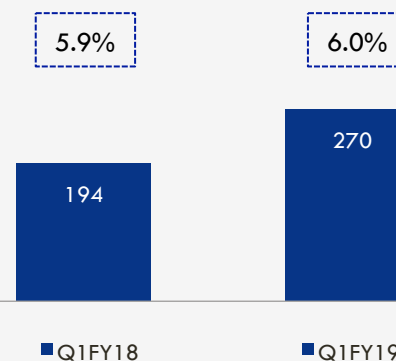
## EBITDA and EBITDA Margin



## PBT



## PAT and PAT Margin



Financials in Rs mn

Revenue for Q1FY19 is net of GST, whereas for previous quarter is gross number

# Q1FY19 Standalone Profitability Highlights

	Q1FY19	Q1FY18	QoQ	Q4FY18
<b>Revenue from operations</b>	<b>4,501.69</b>	<b>3,310.01</b>	<b>36%</b>	<b>5,037.76</b>
Cost of material consumed	2,256.08	1,477.81	53%	1,720.32
Contract and site expenses	1,249.26	1,186.85	5%	2,245.60
Employee expenses	282.61	152.49	85%	233.14
Other expenses	42.90	31.92	34%	51.72
Total Operating expenses	3,830.86	2,849.08	34%	4,250.80
<b>EBITDA</b>	<b>670.83</b>	<b>460.94</b>	<b>46%</b>	<b>786.98</b>
<b>EBITDA margin</b>	<b>14.9%</b>	<b>13.9%</b>	<b>--</b>	<b>15.6%</b>
Finance Cost	115.28	72.29	59%	148.90
Depreciation	174.81	104.61	67%	193.26
Other Income	30.50	1.66	1732%	11.86
<b>PBT</b>	<b>411.24</b>	<b>285.70</b>	<b>44%</b>	<b>456.67</b>
<b>PBT margin</b>	<b>9.1%</b>	<b>8.6%</b>	<b>--</b>	<b>9.1%</b>
Tax Expenses (Credits)	141.13	92.05	56%	96.33
<b>PAT</b>	<b>270.12</b>	<b>193.65</b>	<b>39%</b>	<b>360.34</b>
<b>PAT margin</b>	<b>6.0%</b>	<b>5.9%</b>	<b>--</b>	<b>7.2%</b>

Financials in Rs mn

Revenue for Q1FY19 is net of GST, whereas for Q1FY18 is gross number



## 02 > About the Company

# Company Overview

Experienced roads and highways construction company

**15**

Years of track record in  
project execution

**31**

projects under execution  
(26 roads & highways)

**1,400+**

Number of plant &  
machinery

**6**

States where projects  
have been executed

**3,700+**

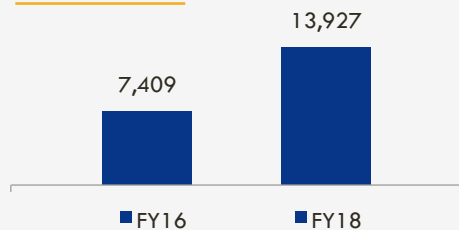
Qualified and  
experienced employees

**Rs 53,058 mn**

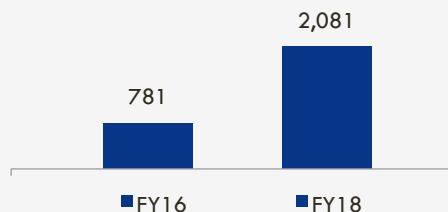
Order Book

(unexecuted as on June 30, 2018)

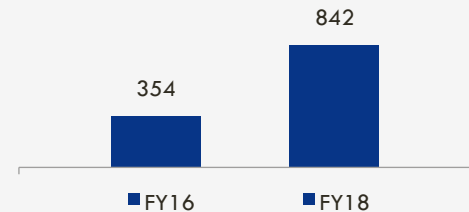
## Revenue (1.9X)



## EBITDA (2.7x)



## PAT (2.4x)



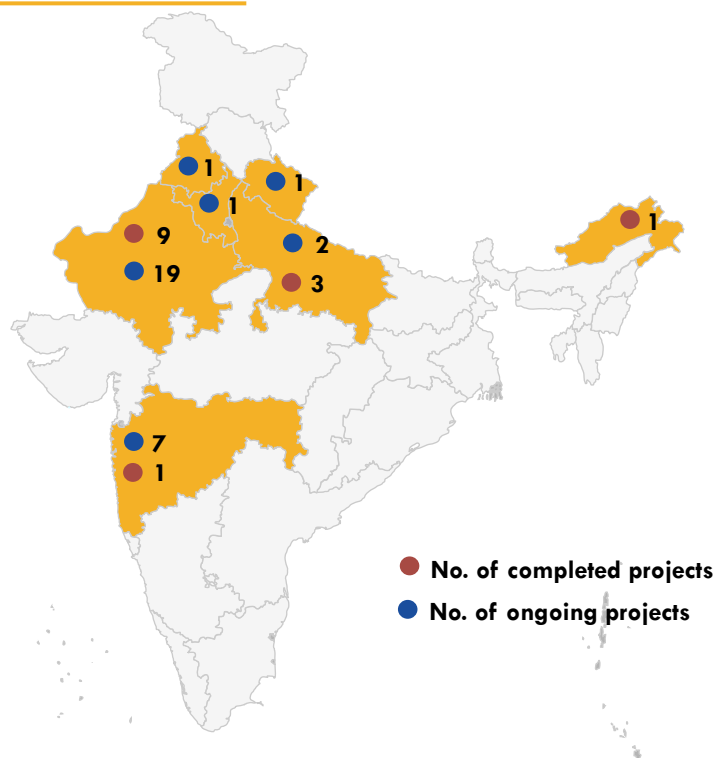
Revenue for FY18 and Q4FY18 is net of GST, whereas for previous years are gross numbers  
All operational data is as on June 30, 2018



# Track Record

Executed projects across geographies and clients

## Presence across 6 states



## Clients



Public Works Department



## Accreditations and awards

Quality Management



Environment Management



Health & Safety



- ◆ Letter of appreciation in 2012 from L&T for being the most quality consciousness sub-contractor
- ◆ Bonus from PWD for early completion of widening and strengthening of NH-96 Faizabad-Allahabad Road in UP

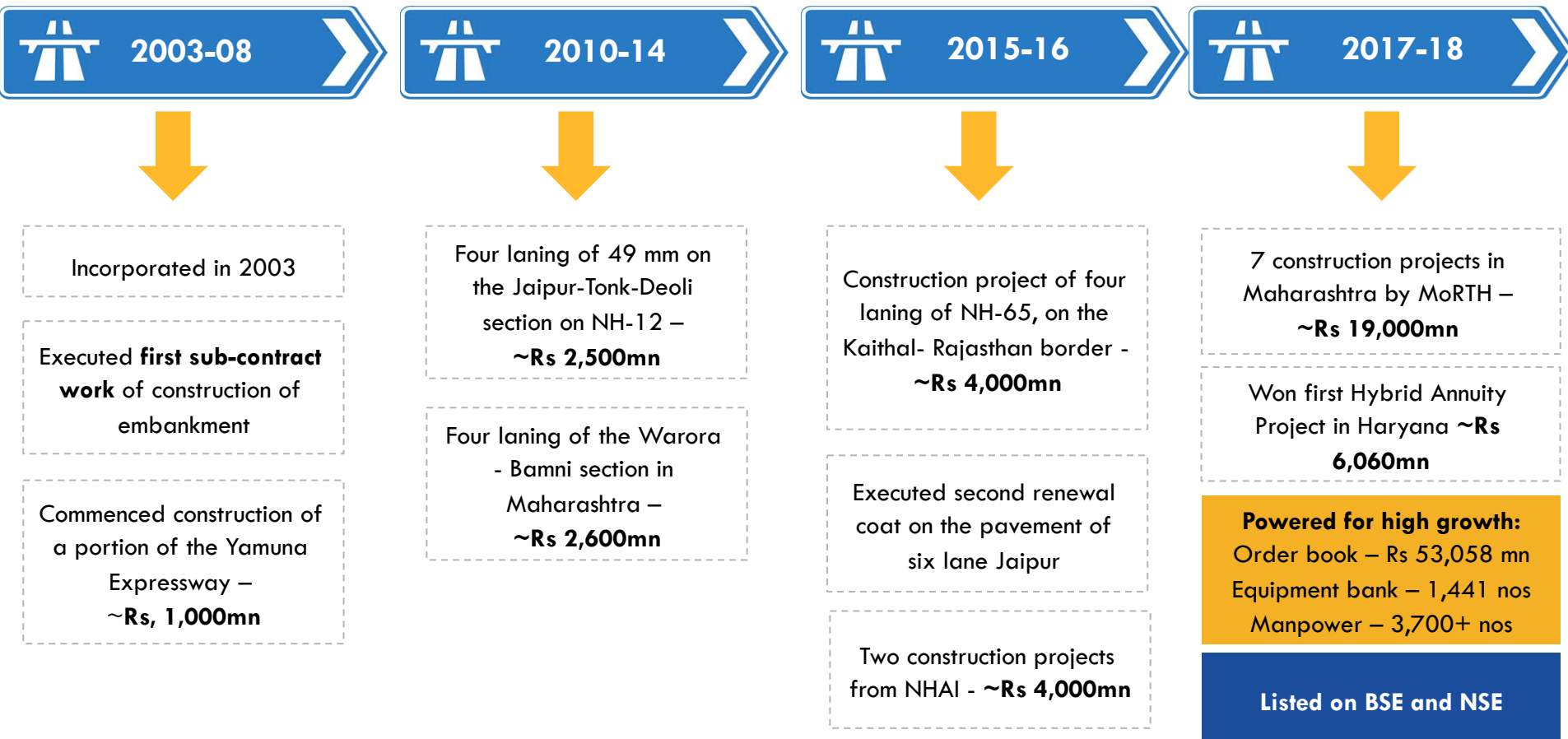
Pre-qualified to bid independently for bids by NHAI and MoRTH for contract values of up to Rs 11,200 mn

All operational data is as on June 30, 2018



# Milestones

Evolved from sub-contractor to main contractor with higher value contracts



\*Milestones are as per calendar year

# Completed Projects

Completed notable projects of different sizes & complexities



## Project

**Construction of  
Tonk-Deoli Jaipur  
Section**

**4 laning of  
Warora-  
Chandrapur-  
Ballarpur**

**Construction  
Kuberpur to  
Fatehabad- Agra  
Inner Ring Road**

**2nd Renewal Coat  
on the Pavement of  
6 lane Jaipur-  
Kishangarh**

**Widening &  
Strengthening of  
NH96**

## Client

**Modern Road  
Makers**

**IL&FS Transportation  
Networks**

**NHAI**

**GVK**

**NHAI**

## Role

**Sub-contractor**

**Sub-contractor**

**Contractor**

**Sub-contractor**

**Contractor**

## Project size

**Rs 3,620mn**

**Rs 2,638mn**

**Rs 3,047mn**

**Rs 1,423mn**

**Rs 1,634mn**



# Joint Ventures

Between 2013-17, ongoing/completed 5 roads and highways projects through JVs

JV partner	Tata Projects Limited	Ranjit Buildcon Limited	M.G Contractors Pvt Limited	Colossal Construction	Rameshwar Prasad Sharma Contractor
Project	Chittorgarh-Udaipur section of NH-76 Rajasthan	Babatpur to Varanasi section of NH-56 in Uttar Pradesh	Changlang district boundary to the khonsa section of the new NH-215 in Arunachal Pradesh	Construction Activities	Bari-Baseri-Weir-Bhusawar-Chhonkarwara-Pahari road up to Haryana border
Nature of work	Six Laning	Four Laning	Rehabilitation & augmentation of 2 laning	Construction activities	Development
Ownership interest	26%	30%	30%	70%	51%

# Management Team

Experienced and qualified senior management and operational team

## Mr. Harendra Singh

### Chairman and Managing Director

- 23 years of experience in the construction industry
- Holds bachelor's degree in engineering (civil) from Jodhpur University
- Awarded twice by the Indian Achievers Forum for his outstanding achievement in business and social service

## Mr. Rajeev Mishra

### Chief Financial Officer

- Over 10 years of experience in banking and real estate industry
- Holds a master's degree in business administration
- Holds a diploma in human resource development from the National Institute of Industrial Research and Development

## Functional Heads

### Mr. Ajay Kumar Gupta AVP - Plant & Equipment

- Holds a Bachelor's degree in mechanical engineering from the U.P. Tech Board
- Over 34 years of experience in the field of construction plants and equipment

### Mr. Sudhir Jain Project Director

- Holds a Bachelor's degree in civil engineering from the University of Madras
- Over 7 years of experience in the field of engineering

### Mr. Vinod Agarwal AVP - Commercials and Accounts

- Holds a Bachelor's degree and a Master's degree in commerce, each from Rajasthan University
- Over 30 years of experience in the field of finance

### Mr. Rakesh Shivan Senior GM - Civil

- Holds a Bachelor's degree in engineering and a Master's degree in transportation engineering
- Over 14 years of experience in the field of engineering

### Mr. Satish Kumar Sharma Senior GM - Planning and Quality Standard

- Holds a Bachelor's degree in civil engineering & a Master's degree in business administration
- Over 21 years of experience in the field of engineering

### Ms. Ankita Mehra CS & Compliance Officer

- Holds a Bachelor's and Master's degree in commerce
- Fellow member of the Institute of Company Secretaries of India



# Board of Directors

## Management supported by independent Board



### **Mr. Vijendra Singh**

#### **Whole-time Director**

- 23 years of experience in the construction industry
- Responsible for the overall functioning of the Company

### **Mr. Ashok Kumar Thakur**

#### **Independent Director**

- Holds a master's degree in commerce from Lucknow University
- Over 37 years of experience in the banking industry

### **Mr. Onkar Singh**

#### **Independent Director**

- Holds a bachelor's & master's degree in commerce and philosophy
- Over 20 years of experience in the economic administration and rural development sector

### **Ms. Pooja Hemant Goyal**

#### **Independent Director**

- Holds a bachelor's degree in commerce a master's degree in law
- Over 5 years of experience in the legal industry



\*Mr. Dinesh Kumar Goyal has been appointed as a Executive director subject to shareholders approval. Mr. Goyal is an retired IAS, has more than 40 years experience in working at top level position in departments such as finance, Energy, Public Works, Road & Highway & others.



## 03 Key Strengths and Drivers

## **INDUSTRY OPPORTUNITY**

Increasing investments  
Policy support and reforms  
Insufficient network

## **DIFFERENTIATED BUSINESS MODEL**

Evaluation and management skills  
Equipment bank  
Project team

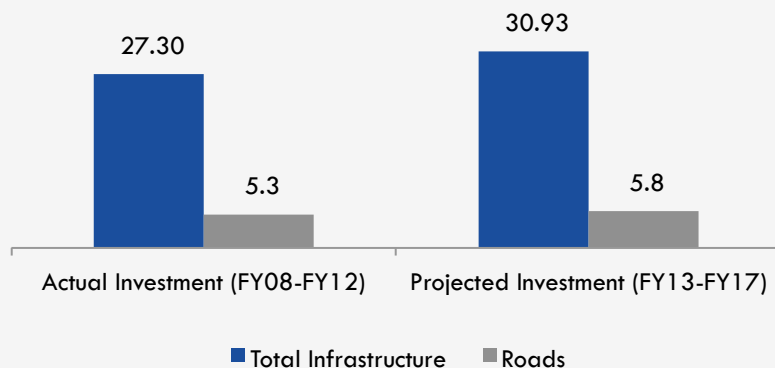
## **ROBUST ORDER BOOK**

3.8x FY18 revenues  
Provides revenue visibility

**TO DRIVE  
GROWTH WITH  
SUPERIOR  
MARGINS**

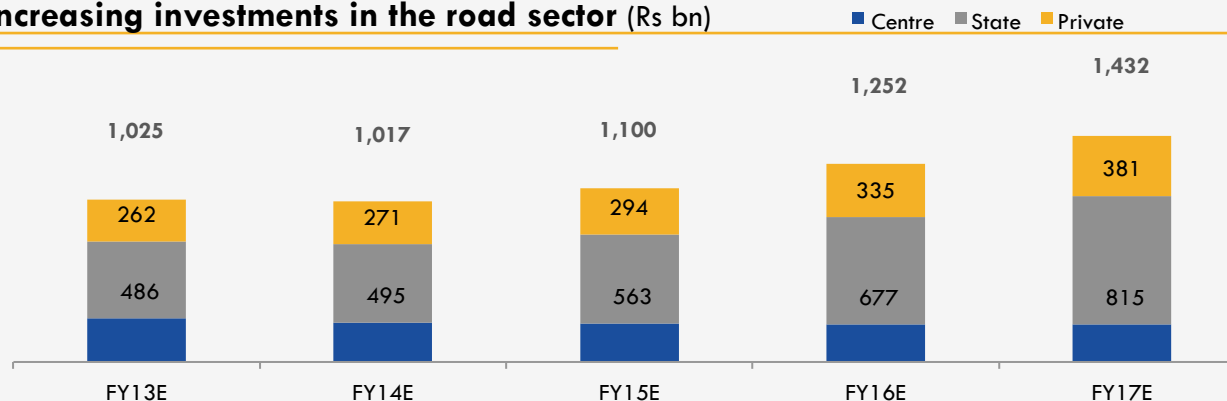
Increasing investment in the infrastructure sector with focus on roads & highways

## Government's focus on improving domestic infrastructure leading to increasing investments in the sector (Rs tn)



- ◆ Cumulative investments in infrastructure projects from FY12-17 is estimated to be Rs 30.93 tn, up from Rs 27.3 tn in FY08-12
- ◆ Private sector is estimated to contribute 39%; 61% contributed by the Central & State Governments
- ◆ **Road sector constitutes ~19% of total spend**
- ◆ Cumulative investments in road sector is expected to have risen by 11% to Rs 5.8 tn during FY13-FY17

## Increasing investments in the road sector (Rs bn)



.. largely driven by the government's focus on encouragement of public private partnerships, speedy implementation of the National Highways Development Project, and certain changes in policies

Source for industry data: Crisil Research, MoRTH



**NH constitutes a mere 1.7% of the road network but carry about 40% of the total road traffic**

Road Network (FY17)	Length (in Km)	% of total length	% of total traffic
National Highways	103,933	1.71%	40%
State Highways	161,487	2.65%	60%
Other roads	5,820,744	95.64%	
<b>Total</b>	<b>6,086,164</b>	<b>100%</b>	<b>100%</b>

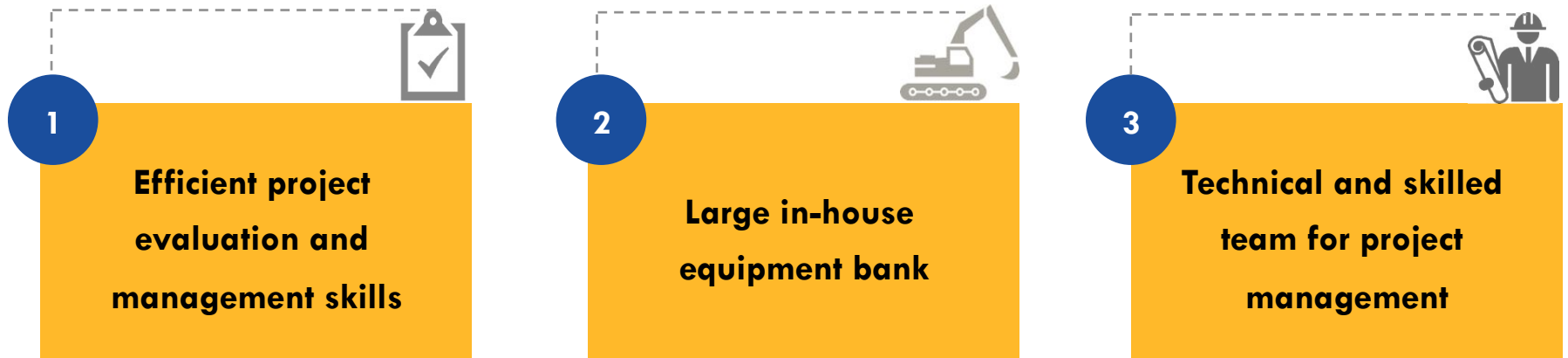
- ✓ Policy changes fueling growth – land availability, fast-track clearances, revival of stalled projects, etc.
- ✓ Increasing private participation through policies which are private sector friendly
- ✓ Rise in government investments, reforms and higher budgetary support
- ✓ Healthy economic growth fuelled by increased economic activity
- ✓ Backbone of passenger and freight traffic

Expected investment of Rs 4.1 tn in next five years in NH, up by 2.8 times, as compared to past five years

Source for industry data: Crisil Research, MoRTH

# Differentiated Business Model

Presence across the project lifecycle for better efficiency



Differentiated business model with focus on efficient execution, complete integration, no subcontracting, equipment ownership and skilled manpower...

... leading to cost optimization and better margins



# Project Evaluation and Management

Presence across the project lifecycle for better efficiency and cost optimization



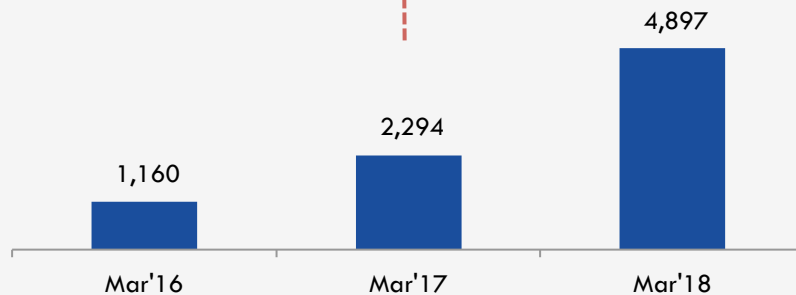
Invested Rs 3,700+ mn in plant and machinery in last 2 years

- ◆ Owned equipments ensures control over execution
- ◆ Ensures availability and quick mobilization
- ◆ Eliminate delays and cost over-runs due to untimely breakdowns or non-availability

### Gross Block (Rs mn)

Preparing for next leg of growth

~Rs 2,600mn in FY18



Crushers



Compactors



Graders



Loaders



Pavers



Mixers



Dumpers



Excavators



Rollers



Sprayers



Compressors



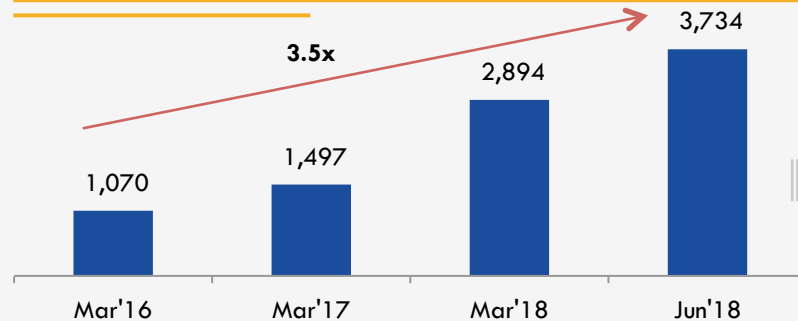
Tractors

Fleet of modern construction equipment totaling 1,441 for large scale execution

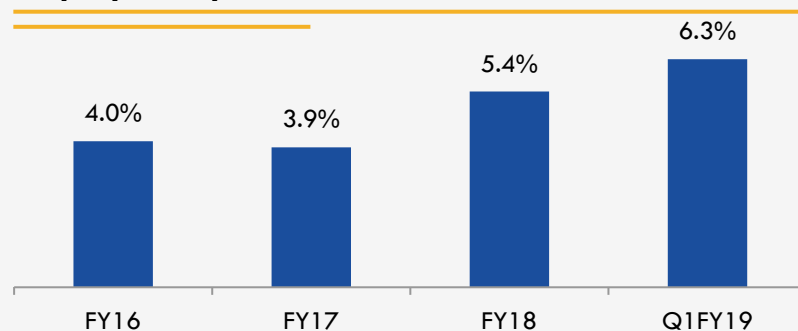
All operational data is as on June 30, 2018

Total 3,734 employees; net addition of 840 in employees in Q1FY19

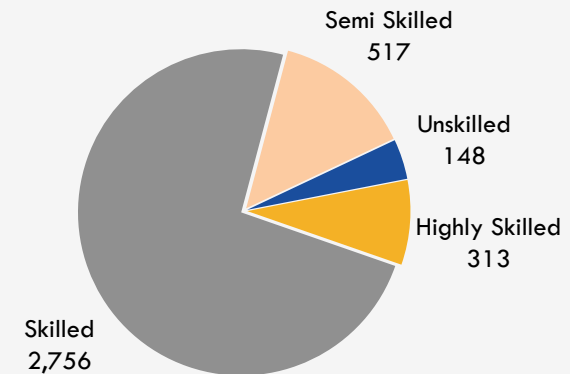
### No. of employees



### Employee expenses as % of revenue



### Large number of skilled employees



- ◆ 3,734 employees as of Jun 30, 2018, which includes 3,069 (82%) skilled and highly skilled workers such as qualified engineers, management professionals
- ◆ 665 unskilled and semi skilled workers (18%)

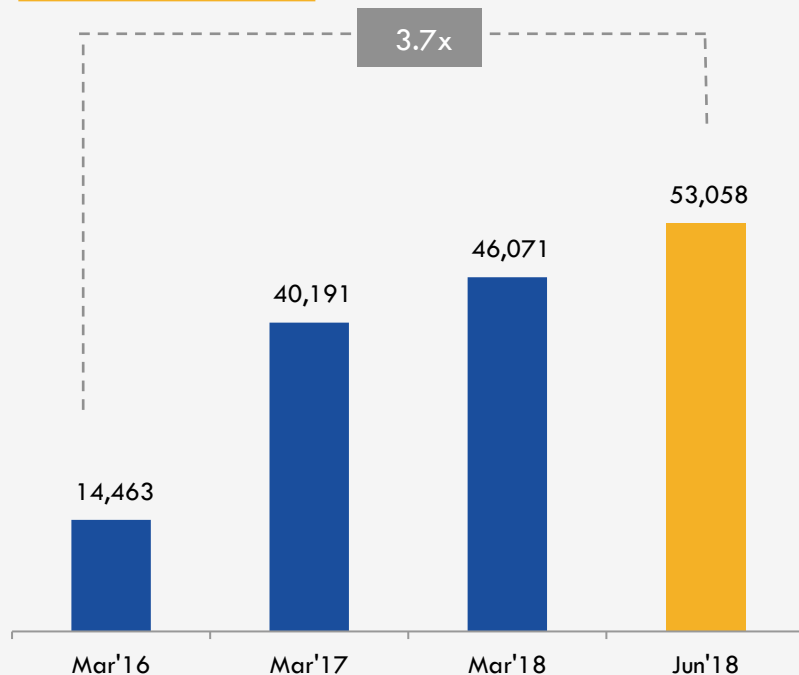
Skilled employees across functions for efficient execution

All operational data is as on June 30, 2018

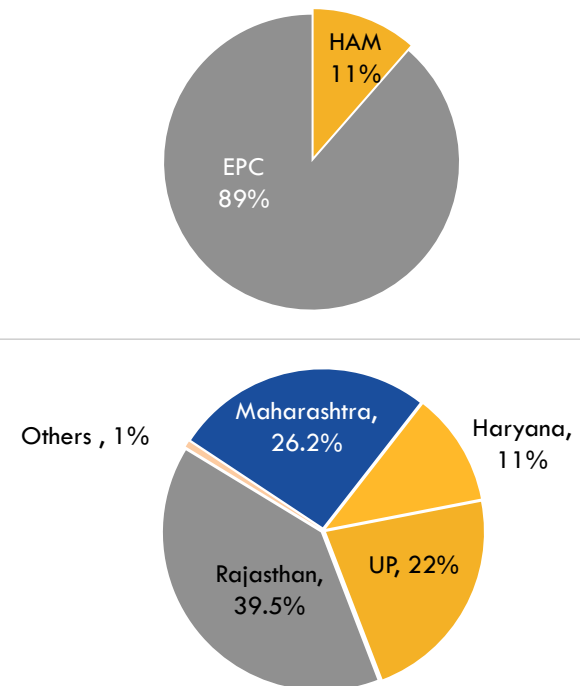
# Order Book

Robust order book of Rs 53,058 mn (~3.8x FY18 Revenues)

## Robust growth in order book (Rs mn)



## Order book breakup (Rs 53,058 mn)



Diversified order book with focus on government clients



## Top 5 orders under execution

Project	Nature of work	Appointed Date	Value (Rs mn)
Gulabpura- Chittorgarh Section-2	Six Laning	Nov 2017	7,117
Chittorgarh- Udaipur Section of NH-76 Section-1	Six Laning	Jul 2017	4,834
Nagpur-Katol- Warud State Highway	Rehabilitation & Up-gradation from Two lane with paved shoulder	Jun 2017	3,142
Nandurbar - Prakasha- Sahada-Khetia State Highway	Rehabilitation & Up-gradation to two lane with paved shoulders/ 4 lane	Jun 2017	2,981
Amarvati-Nandgaon-Morshi-warud-Pandhurna	Rehabilitation & Up-gradation from Two lane with paved shoulder	Jun 2017	2,945



## 04 Growth Strategy



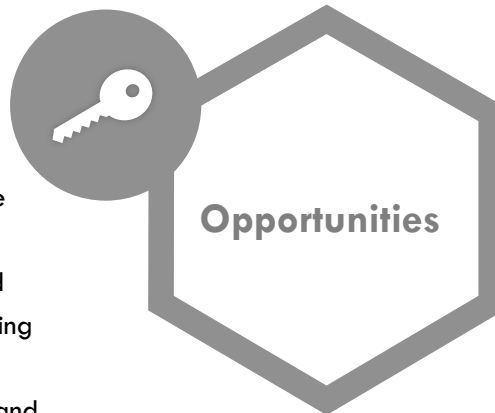
Continue focus on core EPC projects with superior margins



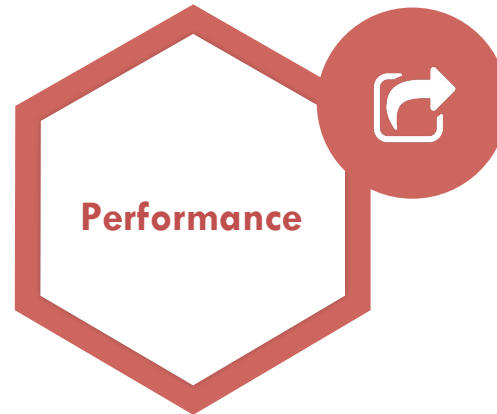
- Focus on road and highways EPC
- Invest in modern construction equipment
- Attract and retain talented employees
- SAP implementation under progress



- Reduce business concentration in limited geography
- De-risk by expanding the presence in different states
- Significant portion of geographic expansion to be in Gujarat, Punjab and MP



- Selectively explore hybrid annuity based model (to the max 25% of portfolio)
- Diversify beyond roads and highways sector by leveraging existing capabilities
- Railways, airport runways, and metros and water treatment and sewerage related projects



- Focus on profitability through better project selection, timely execution and strict cost controls
- Continued focus on WC management and cash flow generation
- Deleverage balance sheet



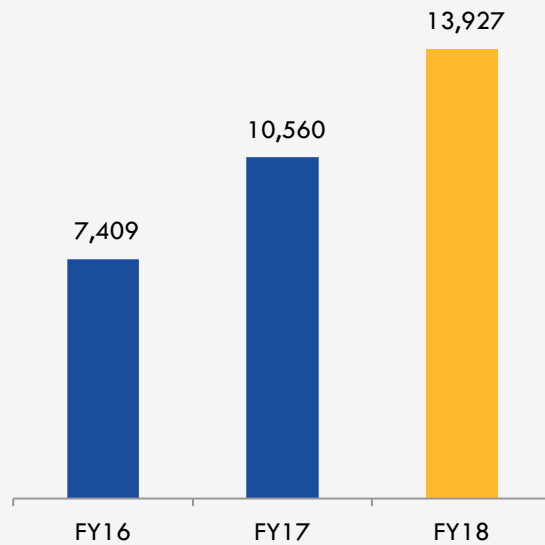
## 05 Financial Highlights

# Revenue, EBITDA and PAT

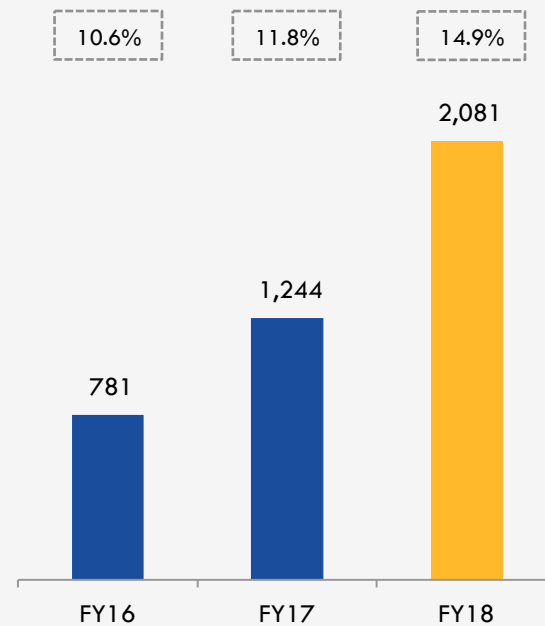
Robust topline and profitability growth ...

Rs mn

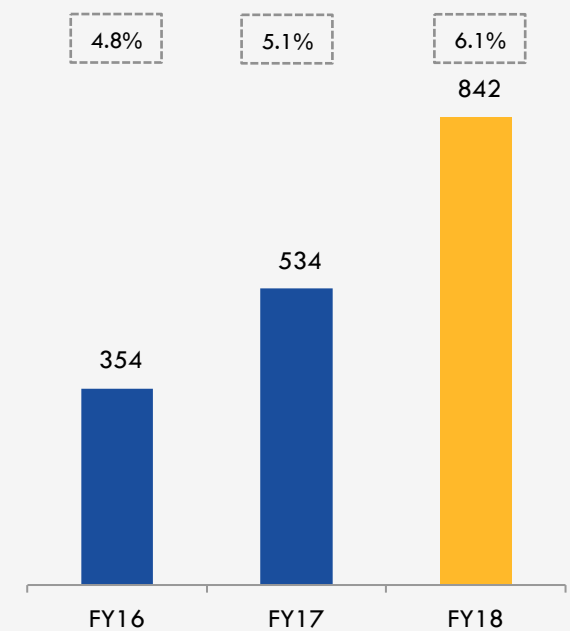
## Revenue from Operations



## EBITDA & EBITDA Margin



## PAT & PAT Margin

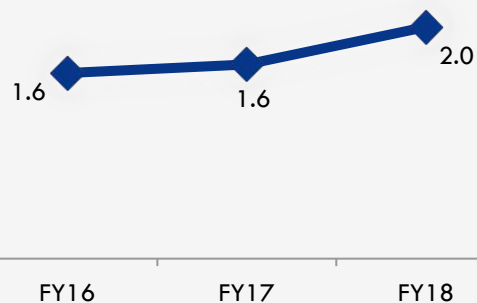


Revenue for FY18 is net of GST, whereas for previous years are gross numbers

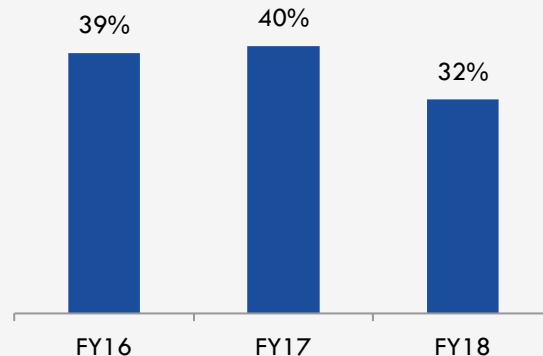
# Return Ratios

... leading to superior return ratios

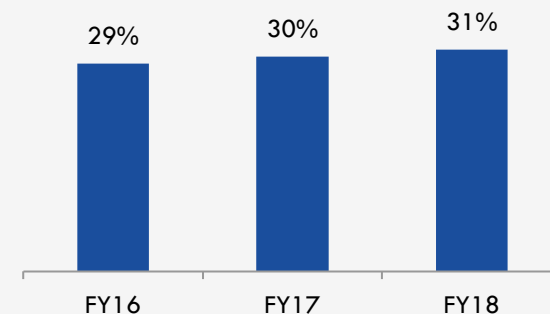
## Debt/EBITDA



## Return on Capital Employed

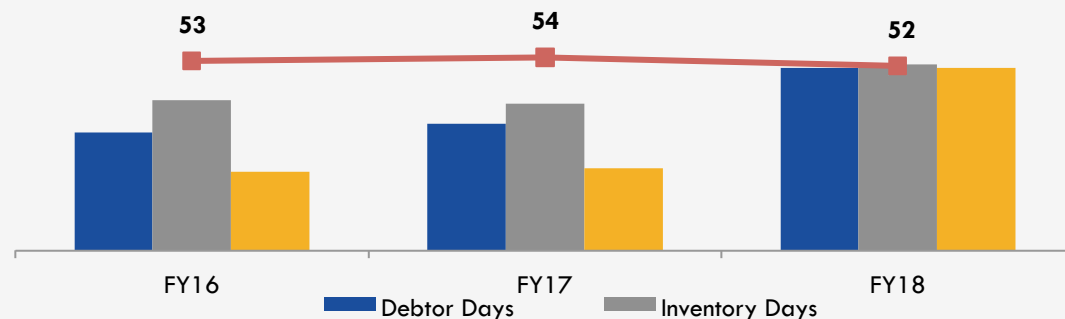


## Return on Net Worth



## Disciplined working capital management

### Working Capital Days



- ✓ Debt is calculated as: Long Term + Short Term Borrowings + Current Portion of Long Term Borrowing
- ✓ ROCE is calculated as:  $\text{EBIT} / (\text{Total Assets} - \text{current Liabilities})$
- ✓ Return On Net Worth is calculated as:  $\text{PAT} / \text{Networth}$   
(IPO proceeds are excluded from the ROCE & Ro NW for FY18)

- ✓ Debtors Days is calculated as  $\text{Average Trade Receivables} / \text{Revenue From Operations}$
- ✓ Inventory Days is calculated as  $\text{Average Inventory} / \text{Cost of Materials}$
- ✓ Creditors Days is calculated as  $\text{Average Trade Payables} / (\text{Cost of Materials} + \text{Contract \& Site Expenses})$

# Consolidated Profit and Loss Statement

Rs mn	Mar-18	Mar-17
<b>Revenue from operations</b>	13,927.25	10,560.28
Cost of material consumed	5,462.38	4,088.66
Contract and site expenses	5,474.70	4,715.79
Employee expenses	761.43	407.93
Other expenses	148.05	103.55
Total Operating expenses	11,846.56	9,315.92
<b>EBITDA</b>	<b>2,080.71</b>	<b>1,244.37</b>
<b>EBITDA margin</b>	<b>14.9%</b>	<b>11.8%</b>
Depreciation	539.18	256.01
Other Income	46.67	34.17
Interest	400.58	188.76
<b>PBT</b>	<b>1,187.60</b>	<b>833.76</b>
PBT Margin	8.5%	7.9%
Tax Expenses (Credits)	344.96	299.58
<b>PAT</b>	<b>842.64</b>	<b>534.17</b>
<b>PAT Margin</b>	<b>6.1%</b>	<b>5.1%</b>

Revenue for FY18 is net of GST, whereas for FY17 is gross number

The company has adopted IND AS from April 1, 2017. The impact of transition has been provided on April 1, 2016 and all period restated accordingly.

# Consolidated Balance Sheet

Rs mn	Mar-18	Mar-17	Mar-16
Share Capital	651.71	180.20	180.20
Reserves	4,756.92	1,581.15	1,047.51
<b>Shareholders' Funds</b>	<b>5,408.63</b>	<b>1,761.35</b>	<b>1,227.71</b>
Long Term Borrowings	1,246.98	634.78	284.47
Trade Payable	487.85	295.37	88.45
Employee benefit obligations	0.73	-	1.04
<b>Total Non-Current Liabilities</b>	<b>1,735.55</b>	<b>930.15</b>	<b>373.96</b>
Short Term Borrowings	1,761.73	932.88	589.87
Trade Payables	2,793.43	869.46	613.82
Other Financial liabilities	1,332.89	509.74	367.90
Employee benefit obligations	92.60	47.00	40.64
Other Current Liabilities	1,671.76	595.44	770.92
Current Tax Liabilities	47.76	75.47	9.23
<b>Total Current Liabilities</b>	<b>7,700.16</b>	<b>3,029.99</b>	<b>2,392.37</b>
<b>Total Liabilities</b>	<b>14,844.35</b>	<b>5,721.49</b>	<b>3,994.04</b>
Fixed Assets incl. CWIP	4,204.76	2,050.68	1,210.02
Trade Receivables	48.54	28.66	5.60
Other financial assets	142.13	67.53	78.22
Deferred tax assets	61.30	22.52	10.40
Income Tax assets	15.75	15.61	16.04
Other Non Current Assets	185.92	145.39	173.33
<b>Total Non-Current Assets</b>	<b>4,658.39</b>	<b>2,330.39</b>	<b>1,493.61</b>
Inventories	1,067.53	492.04	435.31
Trade Receivables	4,294.29	1,809.18	1,385.27
Cash and Bank	2,289.31	482.65	268.89
Short term Loans and Advances	-	7.33	39.00
Other financial assets	2,032.82	290.89	185.76
Other Current Assets	502.02	308.99	186.19
<b>Total Current Assets</b>	<b>10,185.96</b>	<b>3,391.10</b>	<b>2,500.43</b>
<b>Total Assets</b>	<b>14,844.35</b>	<b>5,721.49</b>	<b>3,994.04</b>

The company has adopted IND AS from April 1, 2017. The impact of transition has been provided on April 1, 2016 and all period restated accordingly.



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## Company



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## Investor Relations Advisors: Credo Advisors



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