



HGIEL

We Make People Move...

Investor Presentation, Nov 2018



H.G. Infra Engineering Ltd



We make people move 

Outline

- 
- 01 ➤ Q2 & H1 FY19 Result Highlights
 - 02 ➤ About the Company
 - 03 ➤ Key Strengths and Drivers
 - 04 ➤ Growth Strategy
 - 05 ➤ Financial Highlights



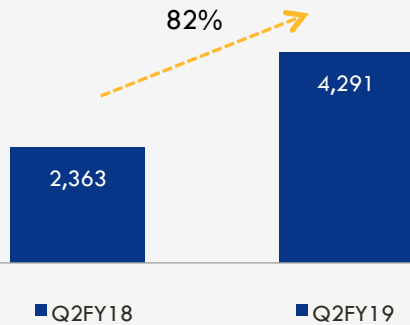
01 > Q2 & H1 FY19 Results Highlights

Result Highlights Q2FY19

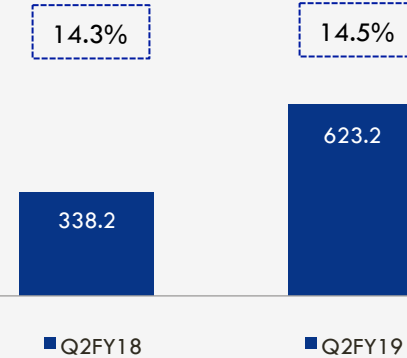
Robust growth in topline and profitability



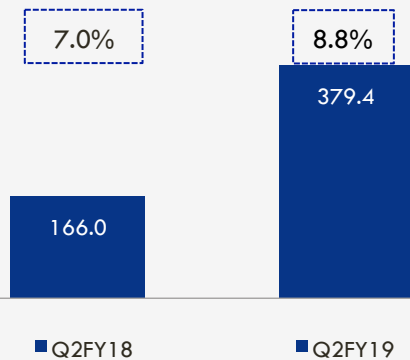
Revenue



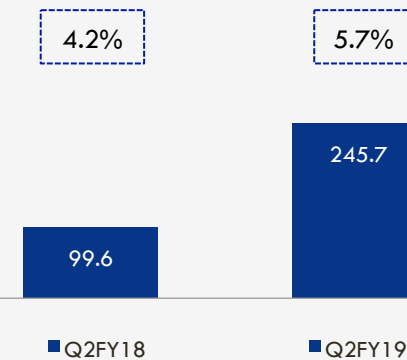
EBITDA and EBITDA Margin



PBT



PAT and PAT Margin



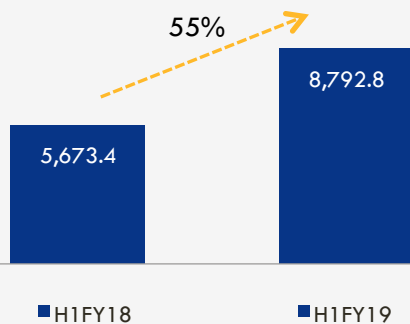
Financials in Rs mn

Revenue for Q2FY19 is net of GST, whereas for previous Quarters are gross numbers

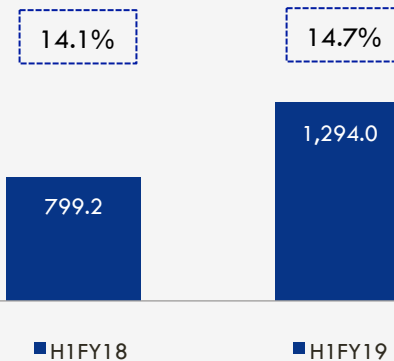
Result Highlights H1FY19

55% growth in revenue; higher margin

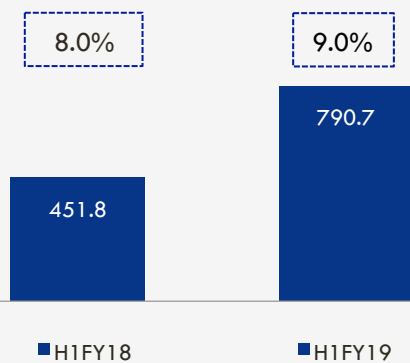
Revenue



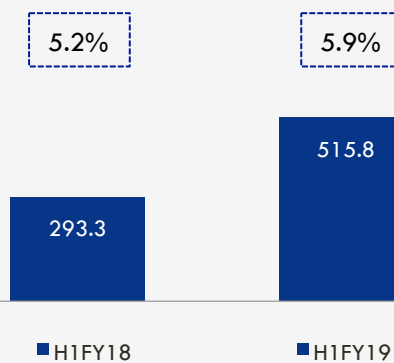
EBITDA and EBITDA Margin



PBT



PAT and PAT Margin



Financials in Rs mn

Revenue for H1FY19 is net of GST, whereas for previous period are gross numbers

Q2FY19 & H1FY19 Standalone Profitability Highlights

	Q2FY19	Q2FY18	YoY	H1FY19	H1FY18	YoY
Revenue from operations	4,291.1	2,363.4	81.6%	8,792.8	5673.4	55.0%
Cost of material consumed	1,999.1	986.7	102.6%	4,255.2	2464.5	72.7%
Contract and site expenses	1,331.0	833.2	59.7%	2,580.3	2020.1	27.7%
Employee expenses	291.3	172.9	68.5%	573.9	325.23	76.4%
Other expenses	46.5	32.5	42.9%	89.4	64.4	38.7%
Total Operating expenses	3,667.9	2,025.3	81.1%	7,498.8	4874.2	53.8%
EBITDA	623.2	338.2	84.3%	1,294.0	799.2	61.9%
EBITDA margin	14.5%	14.3%	--	14.7%	14.1%	--
Finance Cost	96.0	79.7	20.4%	211.3	152.0	39.0%
Depreciation	177.3	112.6	57.5%	352.1	217.2	62.1%
Other Income	29.5	20.2	46.3%	60.0	21.8	174.9%
PBT	379.4	166.0	128.5%	790.7	451.8	75.0%
PBT margin	8.8%	7.0%	--	9.0%	8.0%	--
Tax Expenses (Credits)	133.7	66.5	101.3%	274.9	158.5	73.4%
PAT	245.7	99.6	146.7%	515.8	293.3	75.8%
PAT margin	5.7%	4.2%	--	5.9%	5.2%	--

Financials in Rs mn

Revenue for Q2FY19 & H1FY19 is net of GST, whereas for Q2FY18 & H1FY18 are gross number

Balance Sheet

Rs mn	Sep'18	Mar'18
Share Capital	651.7	651.7
Reserves	5,232.5	4,756.9
Shareholders' Funds	5,884.2	5,408.6
Secured Loans	787.7	1,247.0
Other liabilities	537.0	488.6
Total Non-Current Liabilities	1,324.7	1,735.6
Trade Payables	2,226.2	2,793.4
Other Current Liabilities	1,078.3	1,764.4
Current Tax Liabilities	88.2	47.8
Short Term Provisions	1,454.8	1,332.9
Short Term Borrowings	2,145.9	1,761.7
Total Current Liabilities	6,993.4	7,700.2
Total Liabilities	14,202.2	14,844.4
Fixed Assets incl. CWIP	4,734.9	4,200.0
Long Term Loans & Advances	163.2	142.1
Other Non Current Assets	389.6	316.3
Total Non-Current Assets	5,287.7	4,658.4
Inventories	1,271.7	1,067.5
Sundry Debtors	4,187.2*	4,294.3
Cash and Bank	1,141.8	2,289.3
Short term Loans and Advances	1,738.8	2,032.8
Other Current Assets	575.1	502.0
Total Current Assets	8,914.5	10,186.0
Total Assets	14,202.2	14,844.4

Financials in Rs mn

Sundry Debtors as on Sept'18 include Rs 1,456 Mn of Retention Money



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)

1,500+

Number of plant &
machinery

6

States where projects
have been executed

3,700

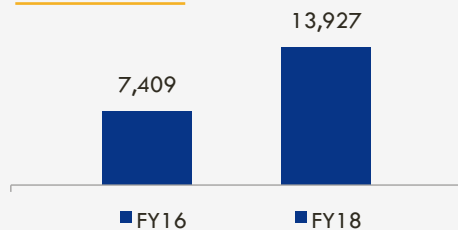
Qualified and
experienced employees

Rs **48,822 mn**

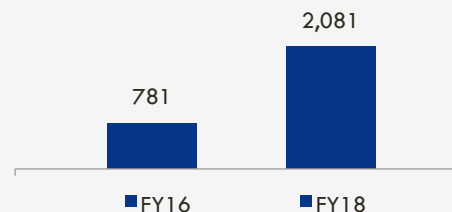
Order Book

(unexecuted as on Sept 30, 2018)

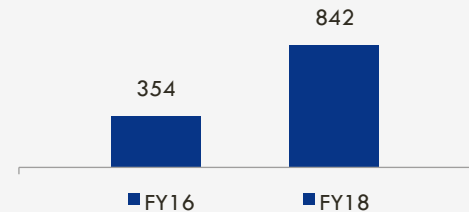
Revenue (1.9X)



EBITDA (2.7x)



PAT (2.4x)

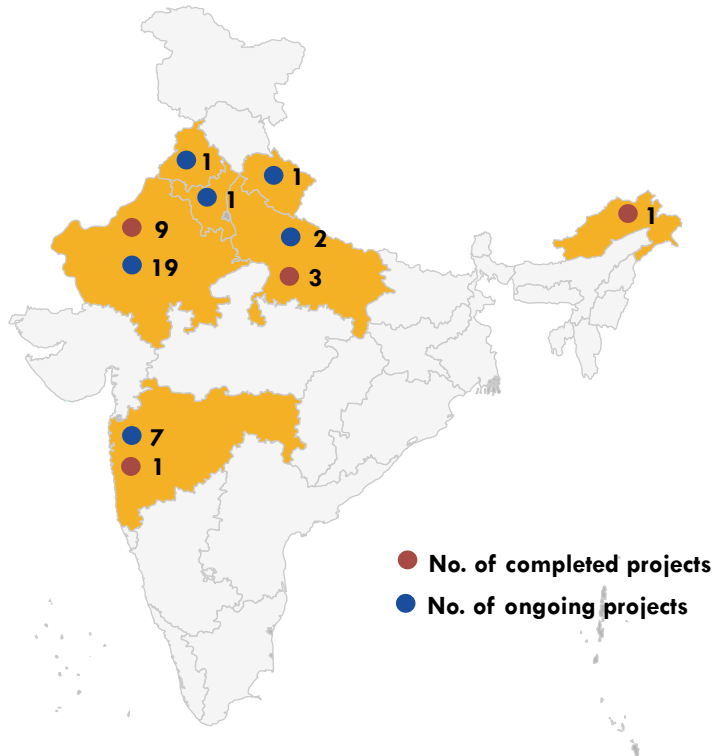


Revenue for FY18 is net of GST, whereas for previous years are gross numbers
All operational data is as on Sept 30, 2018

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

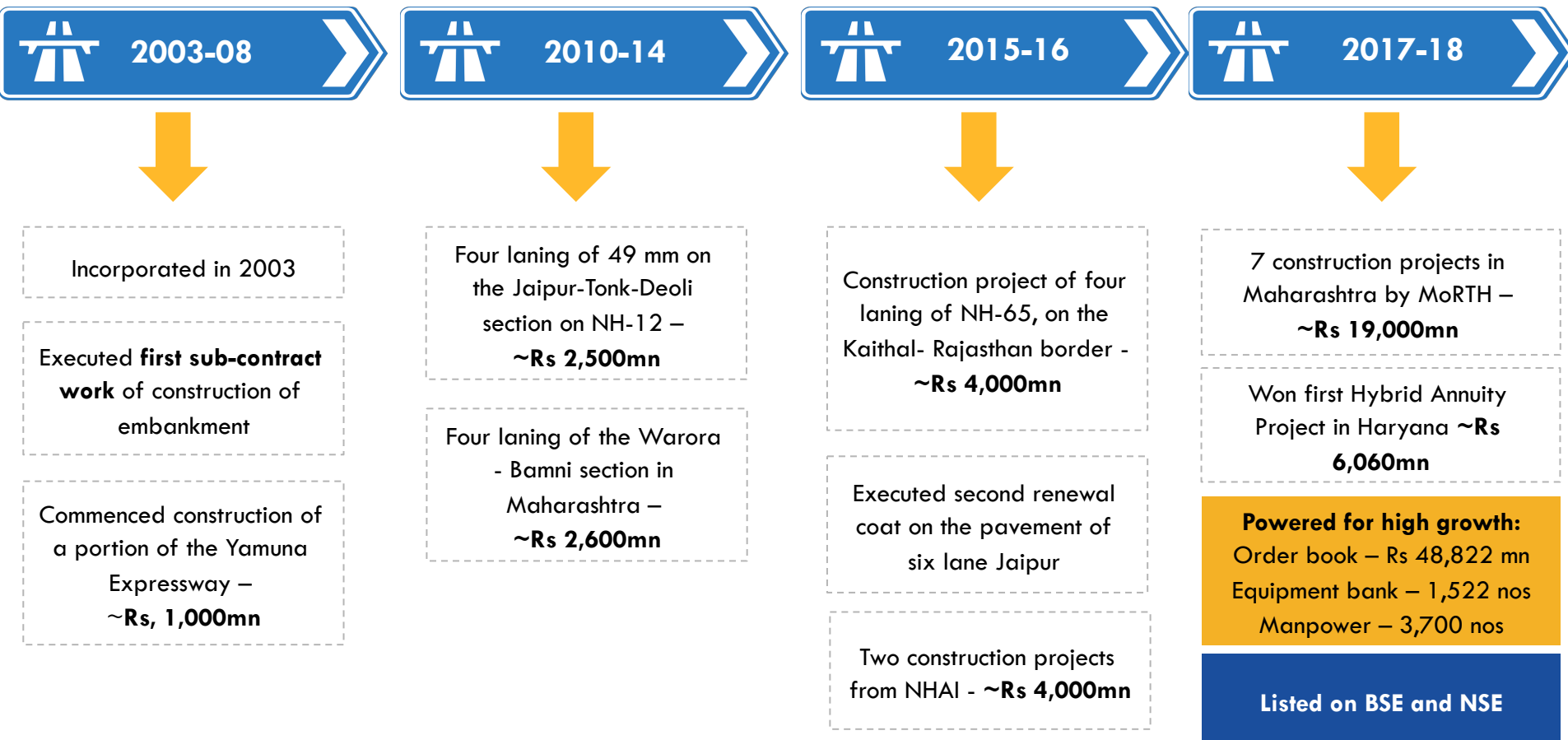
Pre-qualified to bid independently for bids by NHAI and MoRTH for contract values of up to Rs 11,200 mn

All operational data is as on Sept 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)
- 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 and diploma in human resource development from the National Institute of Industrial Research and Development

Mr. Raja Dutta

Chief Operating Officer

- 20 years of experience in the construction industry, highly skilled in project execution
- Strong finance professional with a Management Education Program focused in Business Administration and Management, General from IIM, Ahmedabad

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



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

Ms. Dinesh Kumar Goyal

Executive Director

- 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

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. Ashok Kumar Thakur

Independent Director

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





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

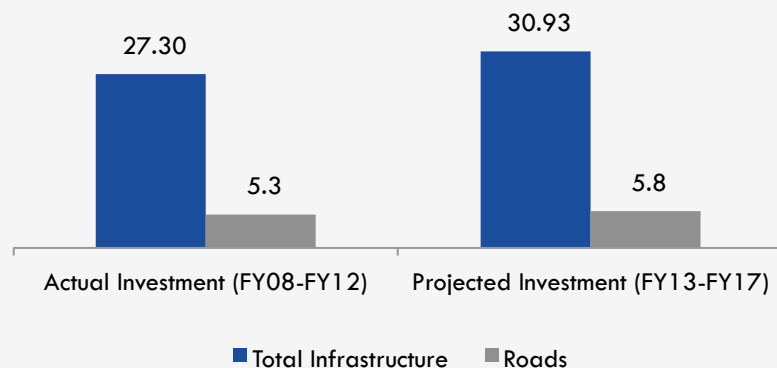
ROBUST ORDER BOOK

3.8x FY18 revenues
Provides revenue visibility

**TO DRIVE
GROWTH WITH
SUPERIOR
MARGINS**

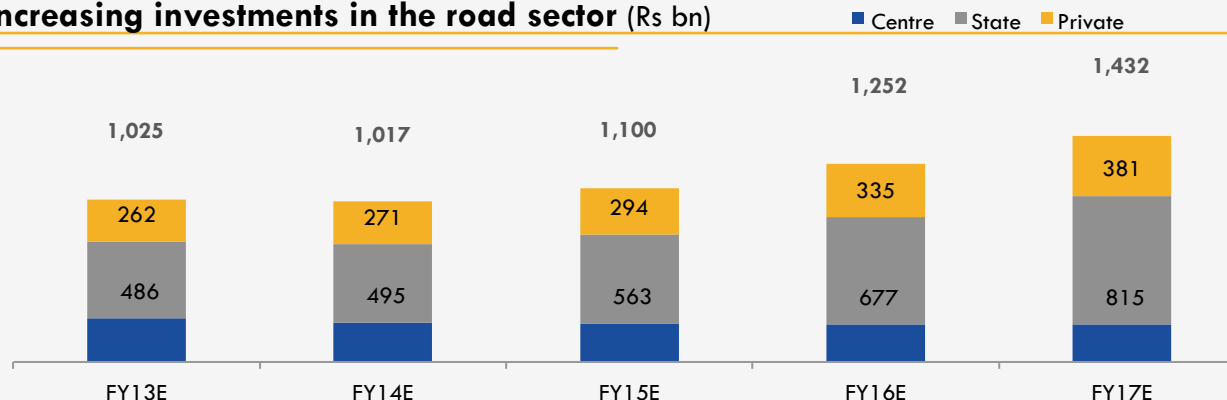
Increasing investment in the infrastructure sector with focus on roads & highways

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

Industry Opportunity

Several factors driving the growth in infrastructure investments

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%	
Total	6,086,164	100%	100%

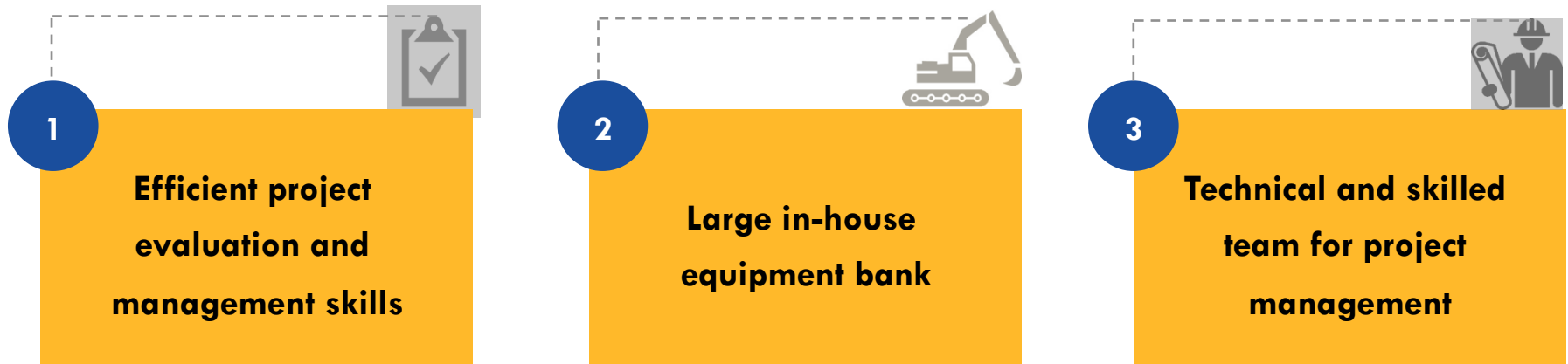
- ✓ Policy changes fueling growth – land availability, fast-track clearances, revival of stalled projects, etc.
- ✓ Increasing private participation through policies which are private sector friendly
- ✓ Rise in government investments, reforms and higher budgetary support
- ✓ Healthy economic growth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



Preliminary project evaluation



In-depth technical studies



Efficient bidding



Project planning and execution



Maintenance

- ◆ Focus on selection of projects with favorable execution conditions
- ◆ Projects with our hurdle rate of profitability

- ◆ In-house team for technical surveys and feasibility studies
- ◆ Analyze design parameters and cost involved in the project

- ◆ Rational bids at competitive prices based on in-house assessments

- ◆ Focus on high quality construction
- ◆ Strong internal systems and processes to track the progress and execution
- ◆ Experienced execution team to ensure timely and cost effective execution

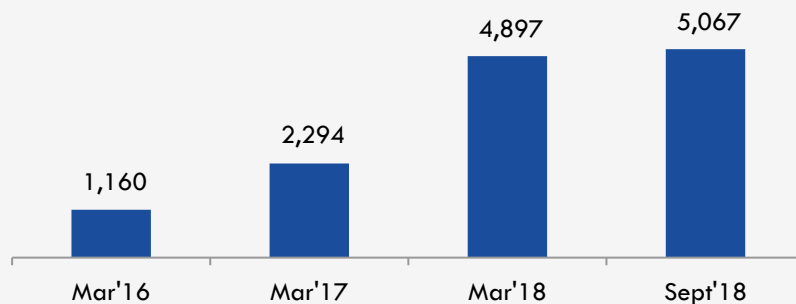
- ◆ In-house team for maintenance related activities; reduces operational cost

Invested Rs 3,900+ mn in plant and machinery in last 2.5 years

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

Gross Block (Rs mn)

Preparing for next
leg of growth



Crushers



Compactors



Graders



Loaders



Pavers



Mixers



Dumpers



Excavators



Rollers



Sprayers



Compressors



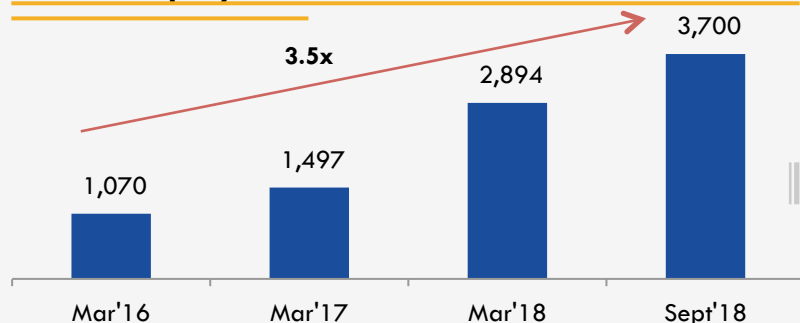
Tractors

Fleet of modern construction equipment totaling 1,522 for large scale execution

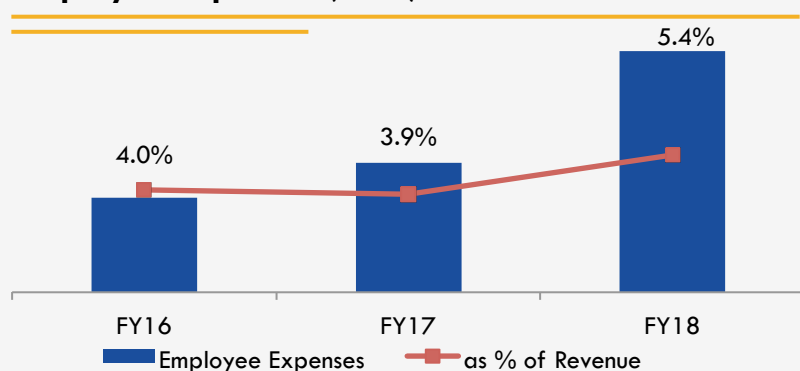
All operational data is as on Sept 30, 2018

Total 3,700 employees; net addition of 800+ employees in FY19

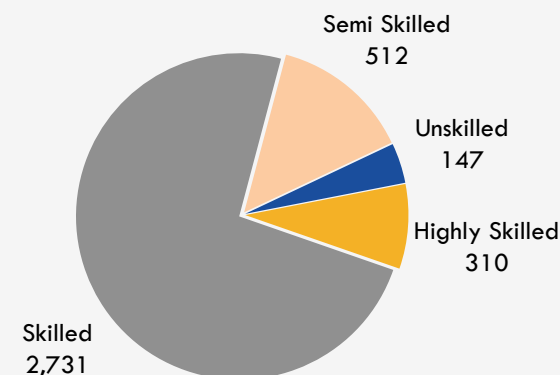
No. of employees



Employee Expenses (Rs mn)



Large number of skilled employees



- ◆ 3,700 employees as of Sept 30, 2018, which includes 3,041 (82%) skilled and highly skilled workers such as qualified engineers, management professionals
- ◆ 659 unskilled and semi skilled workers (18%)

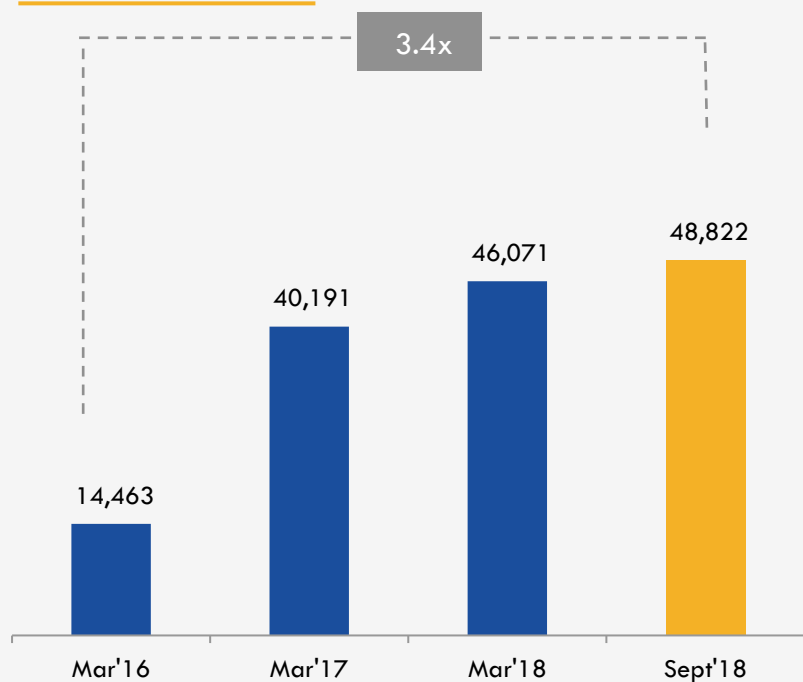
Skilled employees across functions for efficient execution

All operational data is as on Sept 30, 2018

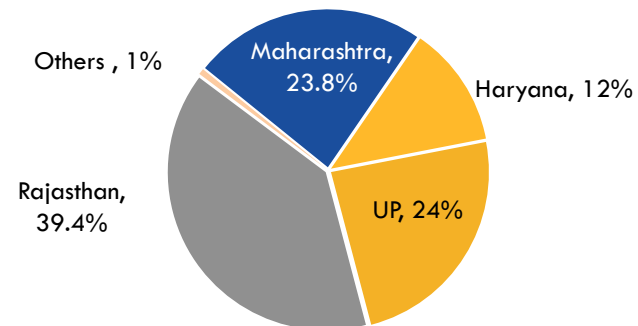
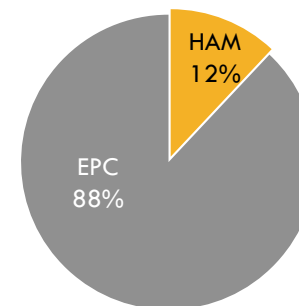
Order Book

Robust order book of Rs 48,822 mn (~3.5x FY18 Revenues)

Robust growth in order book (Rs mn)



Order book breakup (Rs 48,822 mn)



Diversified order book with focus on EPC Projects

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

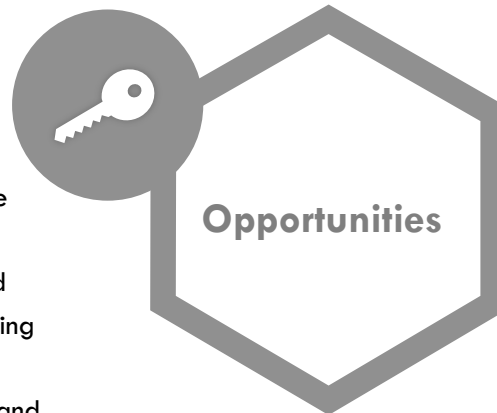
Continue focus on core EPC projects with superior margins



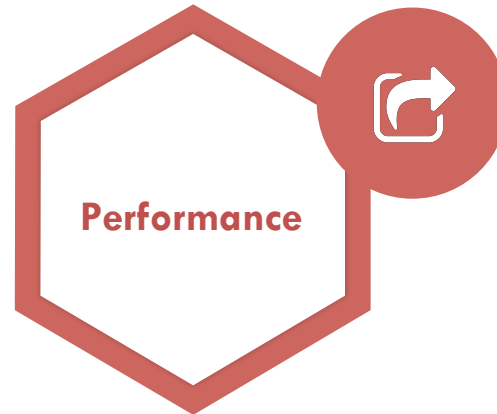
- Focus on road and highways EPC
- Invest in modern construction equipment
- Attract and retain talented employees
- SAP implementation under progress



- 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



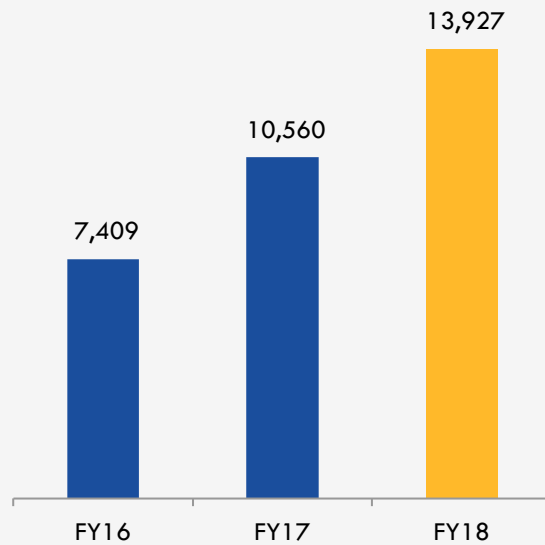
05 Financial Highlights

Revenue, EBITDA and PAT

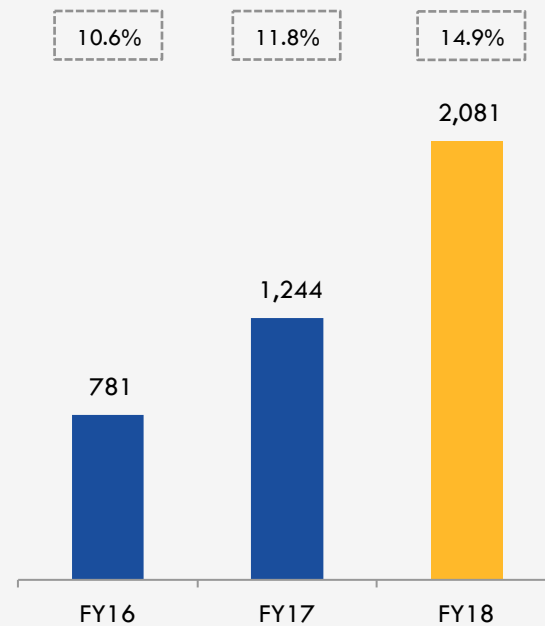
Robust topline and profitability growth ...

Rs mn

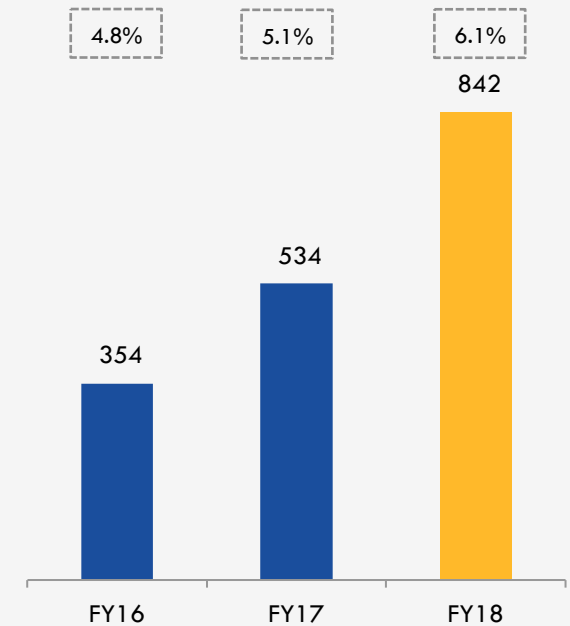
Revenue from Operations



EBITDA & EBITDA Margin



PAT & PAT Margin

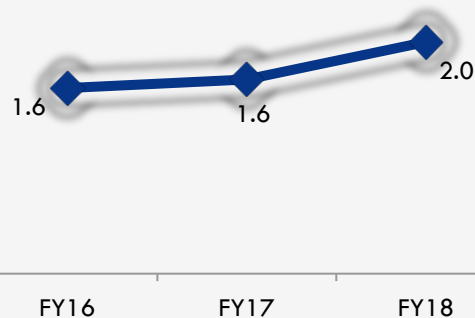


Revenue for FY18 is net of GST, whereas for previous years are gross numbers

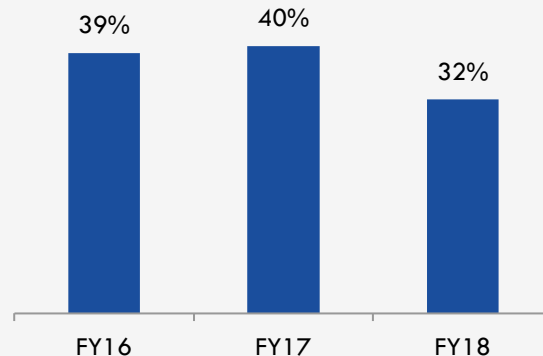
Return Ratios

... leading to superior return ratios

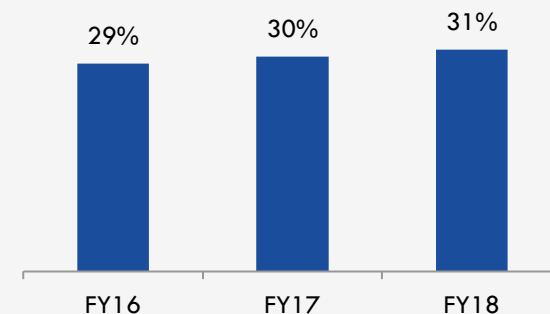
Debt/EBITDA



Return on Capital Employed

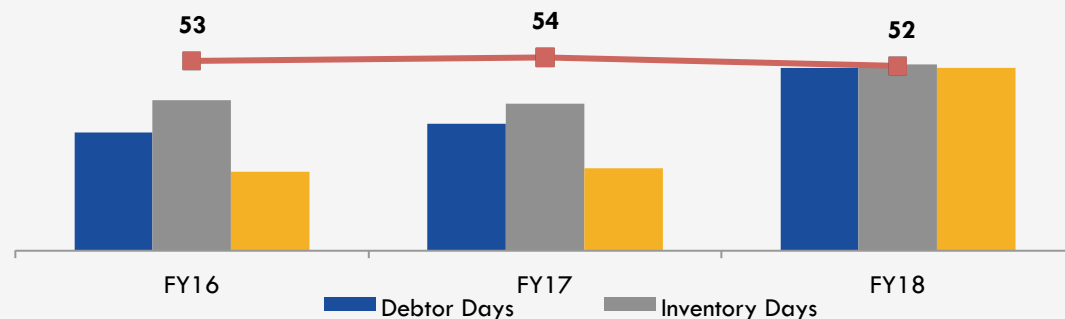


Return on Net Worth



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: EBIT/(Total Assets-current Liabilities)
- ✓ Return On Net Worth is calculated as: PAT/Networth
(IPO proceeds are excluded from the ROCE & Ro NW for FY18)

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

Consolidated Profit and Loss Statement

Rs mn	Mar-18	Mar-17
Revenue from operations	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
EBITDA	2,080.71	1,244.37
EBITDA margin	14.9%	11.8%
Depreciation	539.18	256.01
Other Income	46.67	34.17
Interest	400.58	188.76
PBT	1,187.60	833.76
PBT Margin	8.5%	7.9%
Tax Expenses (Credits)	344.96	299.58
PAT	842.64	534.17
PAT Margin	6.1%	5.1%

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
Shareholders' Funds	5,408.63	1,761.35	1,227.71
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
Total Non-Current Liabilities	1,735.55	930.15	373.96
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
Total Current Liabilities	7,700.16	3,029.99	2,392.37
Total Liabilities	14,844.35	5,721.49	3,994.04
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
Total Non-Current Assets	4,658.39	2,330.39	1,493.61
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
Total Current Assets	10,185.96	3,391.10	2,500.43
Total Assets	14,844.35	5,721.49	3,994.04

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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