



Ref : CIL/STEX 30/Q1FY19

Date : August 09, 2018

To

The Secretary, BSE Limited Corporate relation Dept, P.J. Towers, Dalal Street, Fort, Mumbai-400 001	The Secretary, National Stock Exchange of India Limited Plot No. C/1, G Block, Bandra Kurla Complex Bandra (East) Mumbai-400 051
Scrip Code – /Scrip Id: 540710/CAPACITE	Scrip Symbol: CAPACITE

Subject: Investor Presentation – August 2018

Dear Sir/ Madam

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed Investor Presentation.

This is to further inform that the Investor Presentation has been uploaded on the website of the Company www.capacite.in and is also available on the websites of the Stock Exchanges for your information and also for the information of the public at large.

This is for your information and records.

Yours Sincerely
For CAPACIT'E INFRAPROJECTS LIMITED



Sai Kedar Katkar
Company Secretary and Compliance Officer

Mumbai (Head Office) :
605-607, Shrikant Chambers, Phase-I, 6th Floor, Adjacent to R. K. Studios, Sion-Trombay Road, Chembur,
Mumbai- 400071. Maharashtra, India Tel: 022 7173 3717 • Fax.: 022 7173 3733 • Email: info@capacite.in

NCR | Bangalore

CIN : L45400MH2012PLC234318

www.capacite.in

TRANSFORMING VISION INTO REALITY



Investor Presentation
August 2018



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Capacite Infraprojects Ltd. (the “Company”), have been prepared 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.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Q1 FY19 Standalone Financial Highlights





Additions in Private
Sector Orderbook in
Q1FY19
₹ 1,132 Cr



Additions in
Government Sector
Orderbook in
Q1FY19
₹ 4,357 Cr*

~95% of the orders are repeat orders in Q1FY19
in the Private Sector

Order
Additions
in Q1FY19
₹ 5,489 Cr

*BDD Project at Worli from MHADA worth ₹11,744 Crores out of which our share is ₹4,357 Crores



Total Income

₹ 405.8 Cr

Growth of
49.7% YoY

EBITDA

₹ 63.4 Cr

Growth of
31.2% YoY

PAT

₹ 22.7 Cr

Growth of
41.3% YoY

Cash PAT

₹ 44.3 Cr

Growth of
43.8% YoY

Orderbook
Private sector:
₹ 6,243 Cr

Govt. sector
₹ 4,357 Cr

NWC Days
(Incl. retention)
84 days
V/s
89 days as at 31st
March, 2018

NWC Days
(Excl. retention)
57 days
V/s
58 days as at 31st
March, 2018



Particulars (₹ In Crs)	Q1 FY19*	Q1 FY18	Y-o-Y
Revenue from Operations	397.5	266.0	49.4%
Other Income	8.4	5.0	
Total Income	405.8	271.0	49.7%
Cost of Material Consumed (Incl. Construction Expenses)	290.9	185.3	
Employee Expenses	34.1	25.1	
Other Expenses	17.4	12.3	
EBITDA	63.4	48.4	31.2%
EBITDA Margin (%)	15.6%	17.8%	
Depreciation	18.5	13.5	
Finance Cost	9.8	9.5	
Profit before Tax	35.1	25.3	38.8%
Tax	12.4	9.2	
Profit After Tax	22.7	16.1	41.3%
PAT Margin (%)	5.6%	5.9%	
Cash PAT	44.1	30.7	43.6%
Cash PAT Margin	10.9%	11.4%	

*Company has implemented IND-AS 115 with effect from 1st April, 2018



Particulars (₹ In Crs)	Pre-IND AS 115	IND AS 115	Impact	Explanation
	Q1 FY19	Q1 FY19		
Total Income	395.5	405.8	+10.4	Company has implemented IND-AS 115 with effect from 1 st April 2018 which has impacted accounting for construction work-in-progress, with consequential impact on Revenue as shown herein
Cost of Material Consumed (Incl. Construction Expenses)	279.7	290.9	+11.2	
Employee Expenses	34.1	34.1	-	
Other Expenses	17.4	17.4	-	
EBITDA	64.2	63.4	-0.8	
EBITDA Margin (%)	16.2%	15.6%	-61bps	
Depreciation	18.5	18.5	-	
Finance Cost	9.8	9.8	-	
Profit before Tax	35.9	35.1	-0.8	
Tax	12.4	12.4		
Profit After Tax	23.5	22.7	-0.8	
PAT Margin (%)	5.9%	5.6%	-35bps	
Cash PAT	44.9	44.1	-0.8	
Cash PAT Margin (%)	11.3%	10.9%		



Our Order Book Status

Private Sector key Order Wins in Q1FY19

- "Wadhwa Wise City" at Panvel, Maharashtra, from Wadhwa Group. The Order is worth ₹ 519 Crores. This is a repeat order
- Skycity Mall at Borivali East, Mumbai from Incline Realty Pvt. Ltd. (Oberoi Realty Group). The Order is worth ₹ 272 Crores. This again is a repeat order from Oberoi group
- Repeat order from Sheth Group for total contract value of ₹ 191 Crores
- Repeat order from Seaview developers Pvt. Ltd. (a Brookfield investee company) worth ₹163 Crores

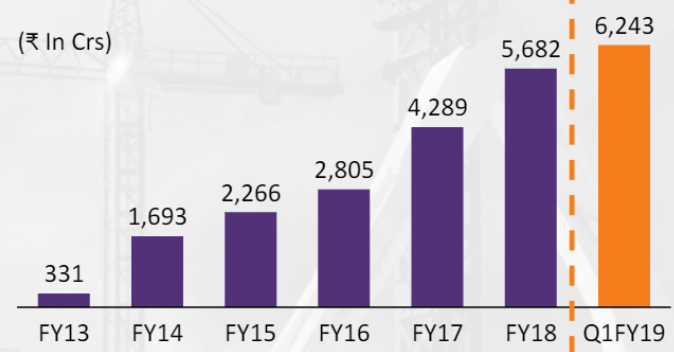
Public Sector Key Order Wins in Q1 FY19

- BDD Project at Worli from MHADA worth ₹11,744 Crores out of which our share is ₹4,357 Crores

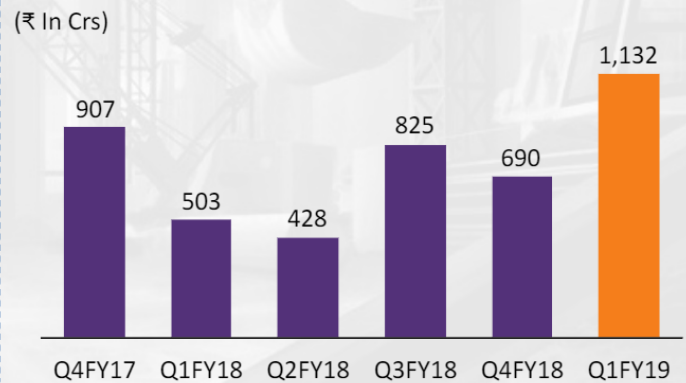
Order book analysis of Private Sector

- Top 5 Orders contribute 36% of the Order book
- Top 5 Client groups contribute ~55% of the Order book
- Of the Order book, West India contributes 79%, South India contributes 12% and North India contributes 9%

Private Sector Order Book Built-up



Order Inflow from Private Sector

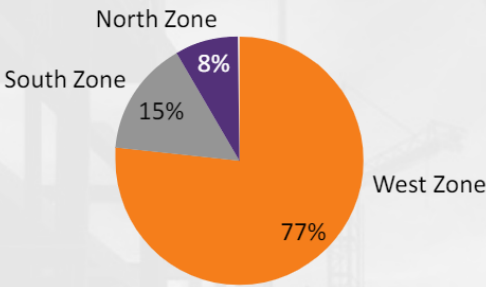




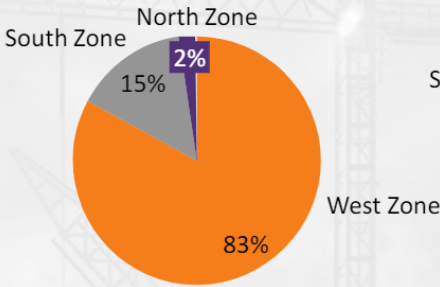
Geographical Split

Segment Split

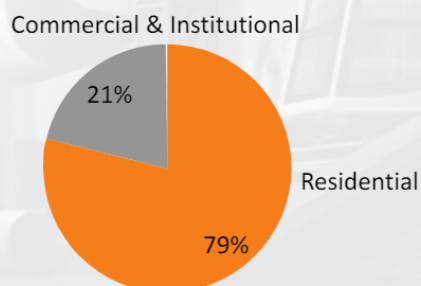
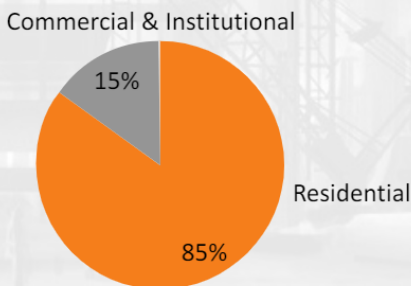
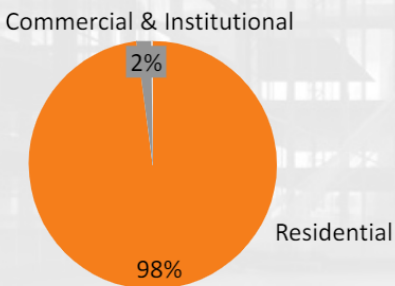
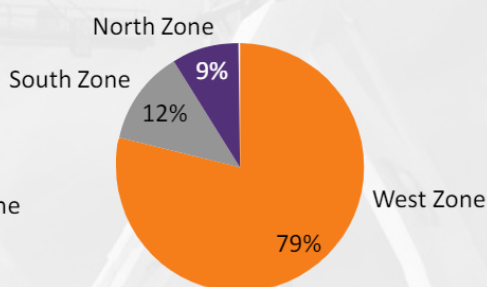
FY2017



FY2018



Q1FY19

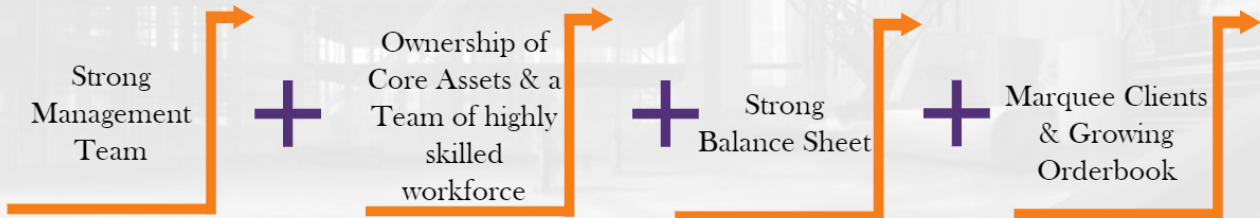




- The company has been conferred Golden Peacock Occupational Health & Safety Award for the year 2018
- Golden Peacock Awards recognize the best organization, which have significantly embedded risk management strategies and sustainability practices into their operations and decision making processes, leading to improved company performance
- At Capacit'e we give utmost importance to the safety and well being of our employees. We are proud to have been accorded with this recognition as it recognizes our continuous efforts in this direction

Our Story







Focus on Construction Technologies...

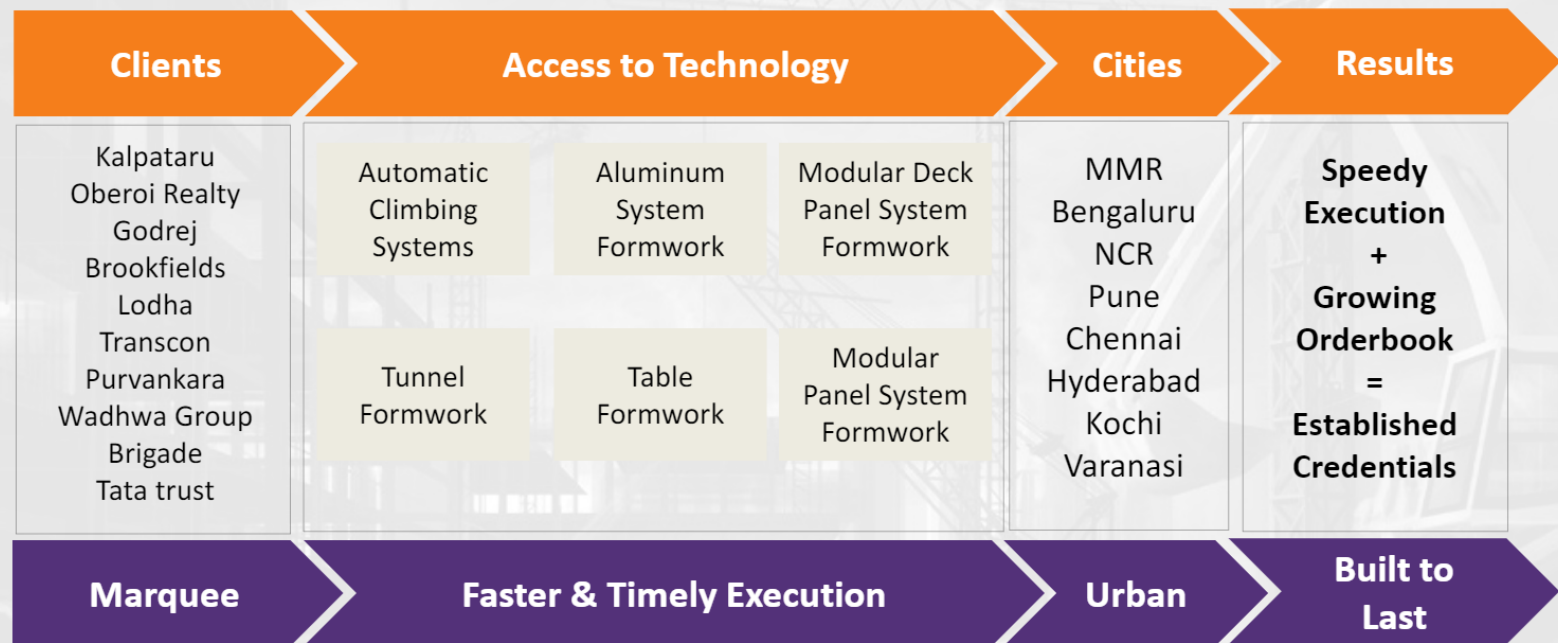
Our Business model and capabilities is built around leveraging our understanding of varied types of Construction Technologies and managing construction complexities

...for speedier execution

Ownership of Modern System Formwork & Core Assets along with access to high quality skilled workmen coupled with our Technology prowess allows speedier and timely completion of Projects : a faster turnaround and better Asset Turnover

...to become a 'Preferred Construction Partner'

Deliver high quality work thus enhancing relationships with existing clients ensuring high client recall enabling us to win repeat orders as well as secure projects from new customers



...all this in a short span of 6 years



01

Automatic Climbing
Systems (Building Core)

02

Aluminum System Formwork
(Monolithic Casting)

03

Modular Deck Panel
System Formwork (Flat
Slab)

04

Tunnel Formwork
(Monolithic Casting)

06

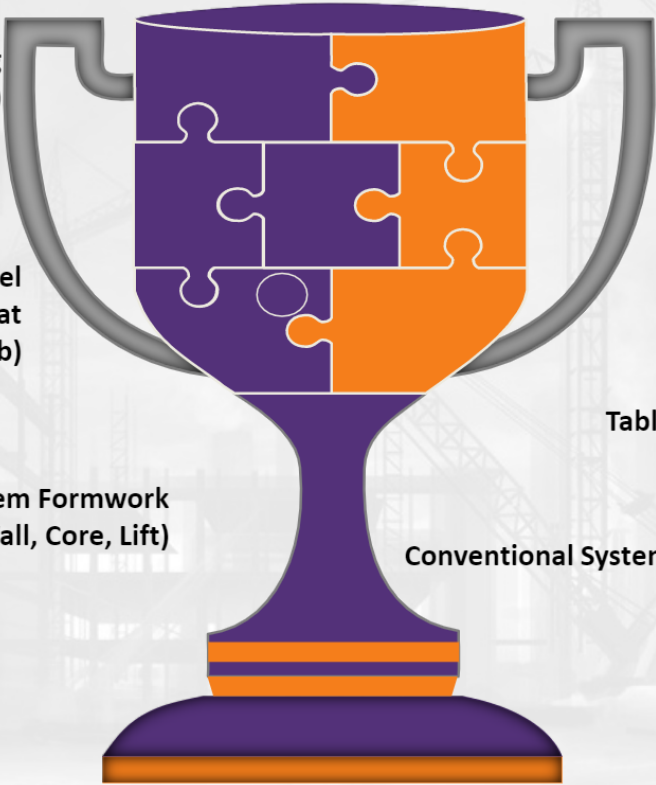
Modular Panel System Formwork
(Column, Shear Wall, Core, Lift)

05

Table Formwork (Flat Slab)

07

Conventional System (Slab and
Beam)

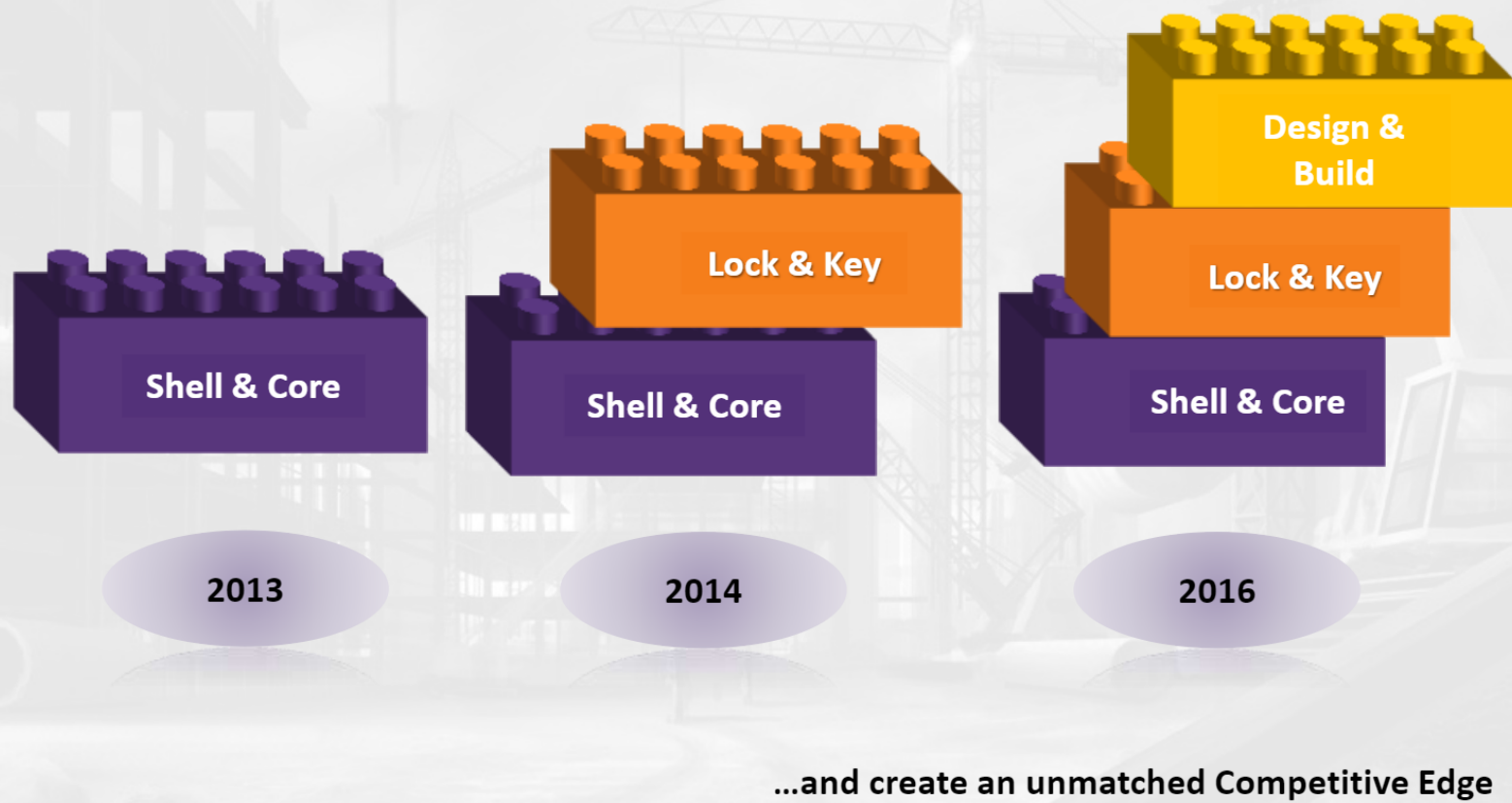


...and a happy customer + repeat orders



New Clients + Repeat Wins from existing Clients

- ...strengthens Customers confidence in our Capabilities & Delivery
- ...enhances project execution capabilities building a high degree of specialization
- ...build pre-qualification levels allowing us to bid for larger projects
- ...leads to consistent growth in Orderbook





Integrated Management System



Quality Management System
 ISO 9001:2008



Environmental Management System
 ISO 14001:2004



Occupational Health and Safety
 Management System
 OHSAS 18001:2007



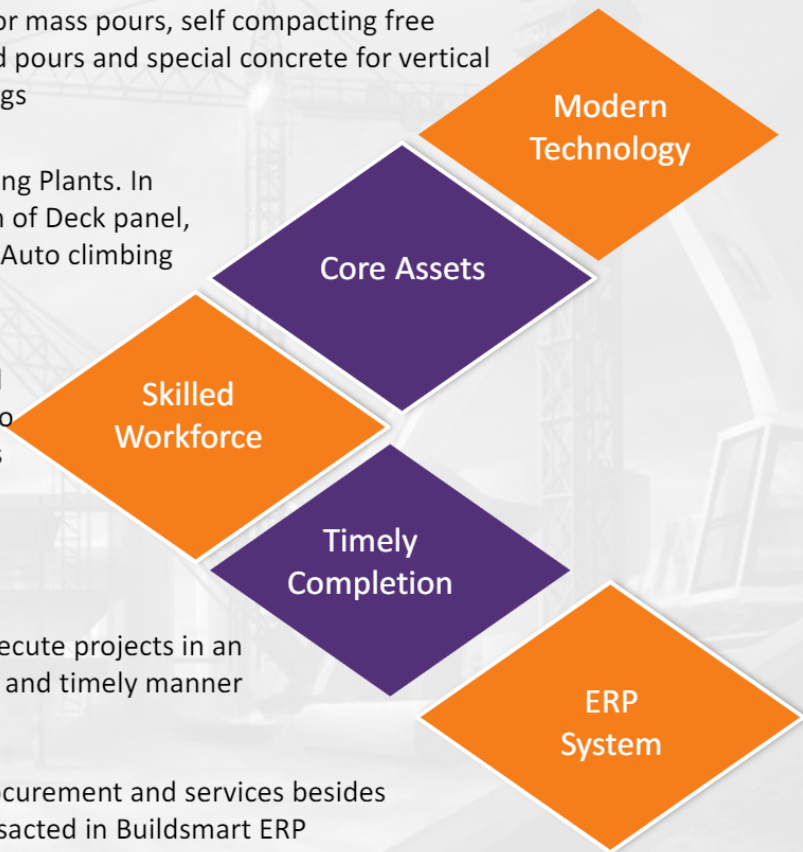
Temperature controlled concrete for mass pours, self compacting free flow concrete for heavily reinforced pours and special concrete for vertical pumping in Super High Rise Buildings

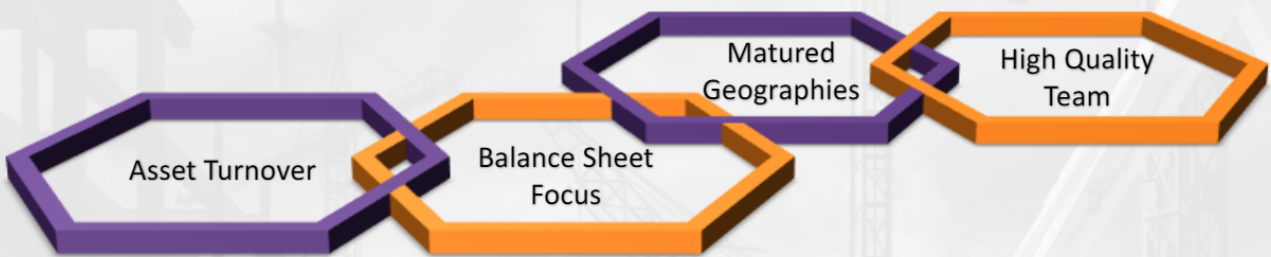
We own 67 tower cranes, 8 Boom Placer, 4 Batching Plants. In addition to ~41,000 sqm of Wall panel, 5,000 sqm of Deck panel, ~83,400 sqm of Aluminium monolithic, 3 units of Auto climbing formwork & 2 units of Auto climbing screen

We have over 1,250 employees comprising of specialized technicians and engineers and ~1,000 contract workers to deliver world class projects on time. Our current projects are also employing over 20,000 sub contract workers

We follow well established processes to execute projects in an efficient and timely manner

Entire business process of procurement and services besides accounting functions are transacted in Buildsmart ERP



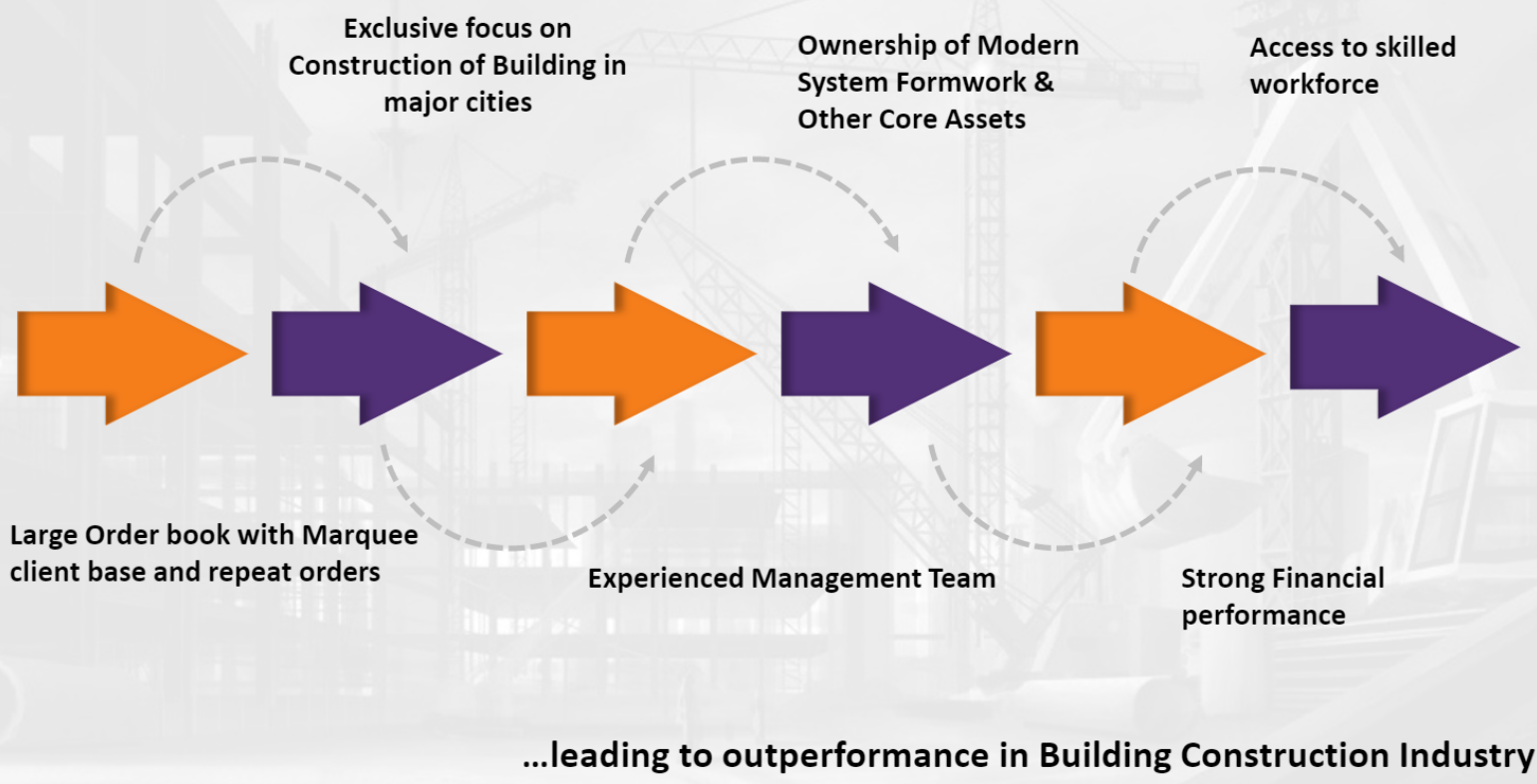


Focus on improving Asset Turnovers by efficient deployment of resources and growing orderbooks

Manageable Debt/Equity levels which stems from our ethos of building relationships with credible organized players thereby ensuring cash flow security and timely completion along with closure of projects

Focus on Matured Geographies will ensure efficient utilization of our resources and thereby improving stakeholder value

High quality team of engineers and technicians to execute challenging and complex projects in timely manner





01

Focus on Building Construction

Focus on Maximizing Utilization of Technologies; to grow Orderbook & improve Asset Turnover Ratio

02

Expand in Affordable Housing Segment

Benefit from 'Housing for All by 2022' which envisages to build 20mn houses in India

03

Grow Order book on Lock-and-key basis

Build Orderbook of Lock-and-key Projects including MEP, finishing and interior services

04

Bid for Design-Build & Public Projects

Focus on relatively limited competitive space of Design-Build Projects which are margin accretive. To increase focus on Government Projects in the Educational & Healthcare Infrastructure Development space

05

Capitalize on RERA implementation

Organized Players with a credible track record of timely execution are likely to gain & grow exponentially

06

Expand presence in Matured Cities

Enhance presence in high growth & mature geographies



Mr. Rohit R. Katyal
Executive Director & CFO

- Has a vast experience of ~25 years
- Currently focused on **Finance, Commerce and Accounts** functions at **Capacit'e Infraprojects Ltd.**



Mr. Rahul R. Katyal
Managing Director

- Has a vast experience of ~23 years
- Currently looks after the **Operations** and **Business Development** domains at **Capacit'e Infraprojects Ltd.**



Mr. Subir Malhotra
Executive Director

- Has a vast experience of ~28 years
- Currently focused on **Business Development & Operations** in **North zone** for **Capacit'e Infraprojects Ltd.**



Mr. S.B. Mainak
Chairperson (Independent)

- Has more than 30 years of exp.
- Previously, was **MD** at LIC of India, Served on the Board of NSE & Stock Holding Corporation of India, Independent Director appointed by GOI with Satyam Computers for restructuring post fraud, Prof. & Head of Finance of National Insurance Academy (NIA)



Mr. Arun Karambelkar
Independent Director

- Has ~37 years of exp.
- Previously President & CEO at Hindustan Construction Company (HCC)



Mr. Siddharth D. Parekh
Non-Executive Director

- Has ~ 16 years of exp.
- Previously, worked at IFC in **Washington DC** and **BCG** in **New York**
- **Currently, Partner at Paragon Advisors Partners, LLP**



Ms. Farah Nathani – Menzies
Independent Director

- Is an MBA from Harvard Business School and B.A.-B.Sc. from the University of Pennsylvania's Wharton School
- Previously worked at Bain & Company, Godrej Consumer Products & Godrej Industries and is currently Co-Founder of The Mumum Company



Mr. Sumeet S. Nindrajog
Non-Executive Director

- Has ~ 16 years of exp.
- Previously, worked at **Ares Management** in **LA**, and **UBS** investment banking
- **Currently, Partner at Paragon Advisors Partners, LLP**

Our Creations



Oberoi Enigma, Mulund



Rustomjee Seasons BKC



**Lodha Altamount
Altamount Road**



The Park by Lodha, Lower Parel



**Four Seasons Private
Residences, Worli**



**Bishop Gate,
Breach Candy**



Beaumont, Sion



Provident Housing



Century Breeze



Purva Coronation Square



Ozone Hyatt



Bharti Worldmark, Gurgaon



Godrej Summit, Gurgaon, NCR



Emaar Imperial Garden, NCR



Paras Buildtech, Gurgaon



Sir Gangaram Hospital, Multi level Car Parking, Delhi



Saifee Burhani Upliftment Project, Mumbai





- **W-54**, a Residential project located in Dadar, constructed for Wadhwa Group
- Vertical height of the building is ~169 m
- Project scope included tower with 3 basement, 4 podiums, a service floor, 2 fire check floors & 37 typical floors and terrace

- **Splendora**, a Residential project located at Thane, constructed for Lodha Developers
- Vertical height of the building is ~100 m
- Four different typologies of residential towers i.e. 1 & 1.5 Bhk, 2 Bhk, 2.5 Bhk & 3 Bhk and multilevel car parking, swimming pool, underground water tanks, club house, etc



- **Auris Serenity I**, a Residential building located at Malad, constructed for Transcon-Sheth Creators
- Vertical height of the building is ~220 m
- Project scope included a tower with 7 podiums, eco-deck, 54 typical floors and 3 fire check floors



- **Godrej Central**, a Residential project located at Chembur, constructed for Godrej Properties
- Vertical height of the building is ~50 m
- Project scope was divided into 5 segments from demolition & site clearance to construction of new sale and rehab towers



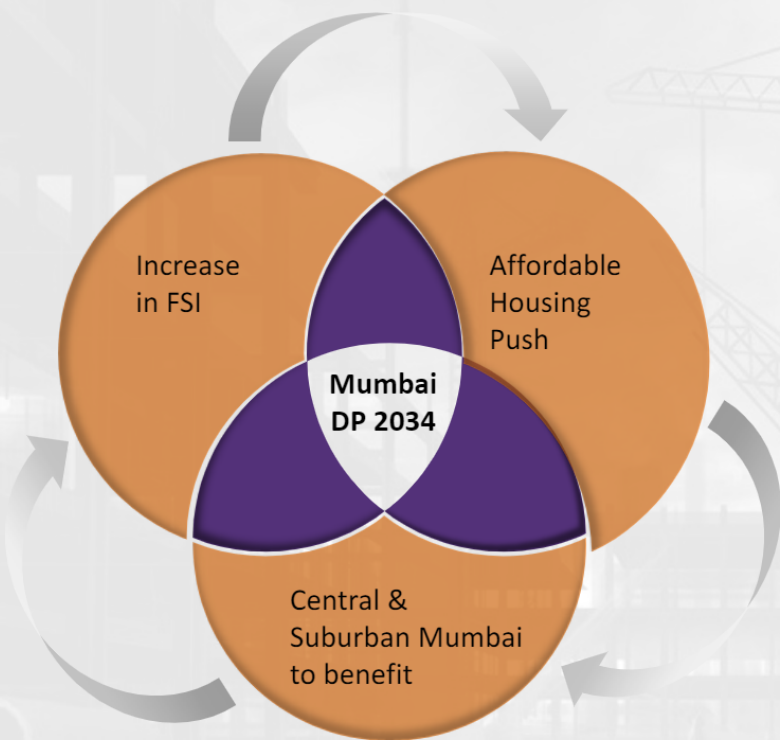
- **The Walk – Hiranandani**, a Residential project, constructed for Hiranandani, at Thane
- Vertical height of the building is ~54 m
- Scope of work included construction of 6 buildings with 2 basements, stilt and 18 typical floors



- **T-Series** is a Commercial Project located at Andheri, constructed for T-Series Supper Cassettes Industries Ltd
- Vertical height of the building is ~50 m
- Scope of work included construction of Office building having a basement, ground and 15 typical floors

Our Industry





Increase in FSI

- Government has increased the Floor Space Index, for both commercial and residential buildings

Affordable Housing Push

- The authorities have approved to release 3,355 hectares of land previously designated as no-development zone for building apartments and commercial complexes in Mumbai of which 2,100 hectares of it will go for affordable housing under the Development Plan 2034
- Some of the key highlights of this plan are target of 1 million affordable homes, Theme gardens, pay and park zones, old-age homes, walking provision, farmers market, etc.

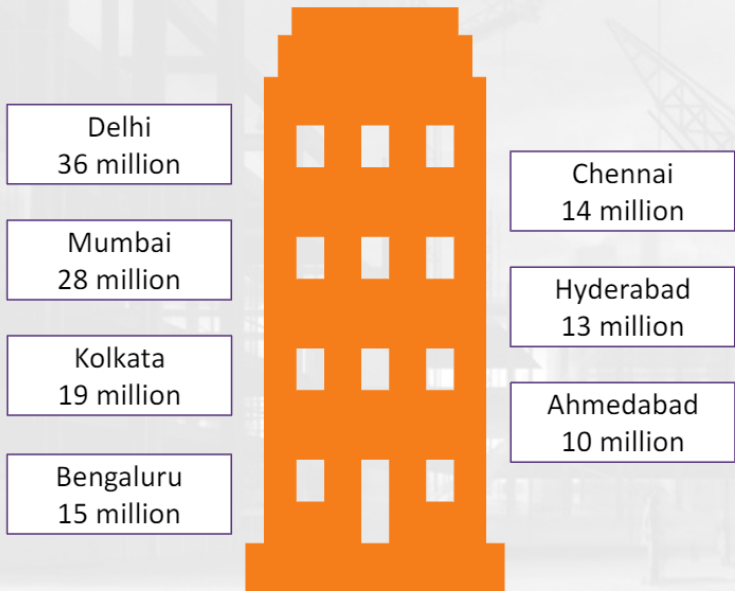
Central & Suburban Mumbai to benefit

- The non-development zones proposed to be unlocked for affordable homes are located in parts of central and suburban Mumbai like:
 - Wadala, Sewri and Cotton Green in Central Mumbai
 - Bhandup & Mulund in North-eastern suburbs and
 - Gorai & Manori in the North-western suburbs



India's largest urban agglomeration by 2030

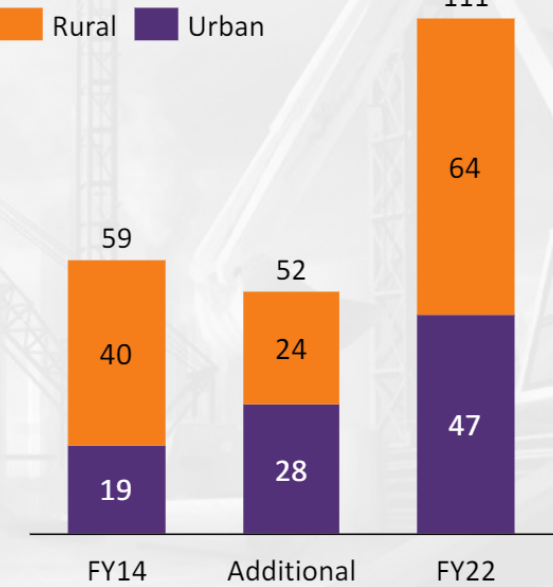
In units



Source: KPMG Urban Indian real estate

Shortfall of Housing units in India

In million units

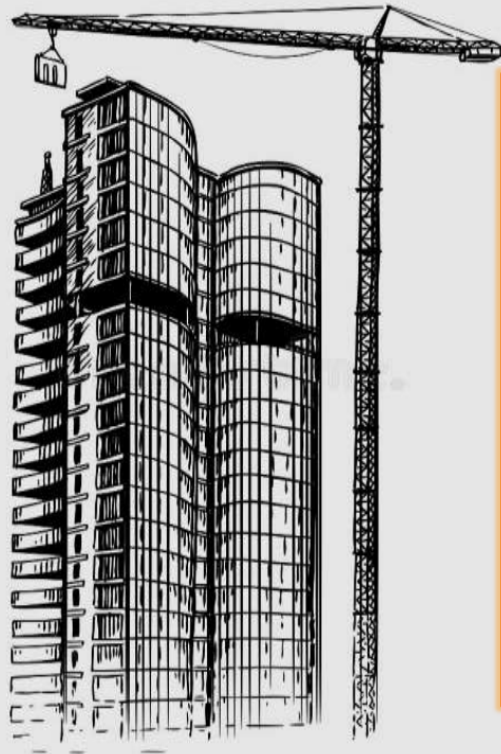


Source: KPMG Decoding housing for all by 2022



Government Programmes

- Pradhan Mantri Awas Yojna (Affordable housing)
- Smart Cities
- AMRUT (urban renewal)
- Make In India (Manufacturing)
- Digital India
- Skill India, Start-up India
- HRIDAY (Heritage City Preservation)
- Industry status accorded to 'Affordable Housing'



Policy Reforms

- RERA
- GST
- REIT
- Ease of doing business
- Relaxation of FDI and ECB norms





FDI in Real Estate

- 100% FDI for townships & settlements development projects
- Provision for reduction in minimum capitalisation for FDI investment US\$ 10mn to US\$ 5 mn

Investment Trend

- Private debt and bank lending have emerged as the most important source of real estate finance in India, accounting for 60% of the total money being spent on new construction activities

RERA & REIT

- The sector has been witnessing enhanced interest from institutional capital owing to greater transparency in the organised sector
- This is expected to boost orderbook of organized players in the industry

Our Historical Performance

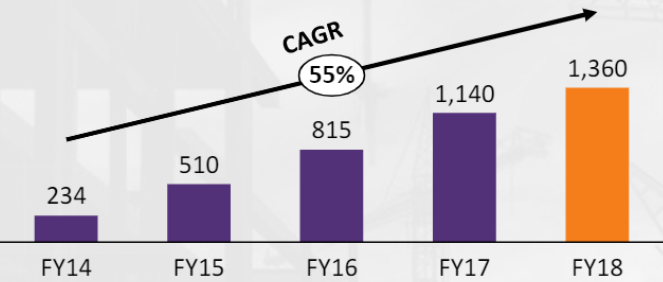




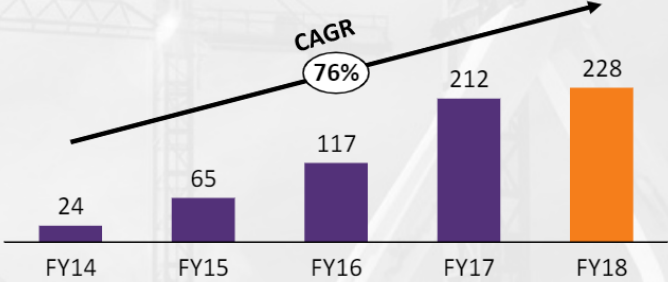
Client	Project	Location
RESIDENTIAL PROJECTS		
Kalpataru	Magnus MIG V	Bandra, MMR
Oberoi Constructions	Tardeo	Tardeo, MMR
Kalpataru	Kalpataru Immensa	Thane, MMR
Oberoi Constructions	Enigma	Mulund, MMR
T Bhimjyani Reality	Neelkanth Woods - Phases I & II	Thane, MMR
Saifee Burhani Upliftment	Saifee Burhani Upliftment Project – Sub cluster 03	Bhendi Bazaar, MMR
Prestige Estates	Prestige Hillside Gateway	Kochi
Rustomjee	Rustomjee Seasons	BKC, MMR
Godrej Properties	Godrej Central	Chembur, MMR
The Wadhwa Group	H Mill	Prabhadevi, MMR
Puravankara Projects	Purva EVOQ	Chennai
DB – Radius	One Mahalakshmi	Mahalakshmi, MMR
Puravankara Projects	Purva Silver Sands	Pune
Lodha Group	The Park – Towers 3 and 4	Worli, MMR
Godrej Properties	Godrej Summit, Phase II	Gurugram, NCR
Arihant Abode	Arihant Aspire	Panvel, MMR
COMMERCIAL & INSTITUTIONAL PROJECTS		
Tata Trust	Varanasi Univeristy	Varanasi
Oberoi Constructions	Worli	Worli, MMR
Oberoi Constructions	Skycity Mall	Borivali, MMR
Seaview Developers	Candor TechSpace	Noida - SEZ, NCR
IGIMS	Medical College	Patna
Brigade Enterprises	WTC	Chennai



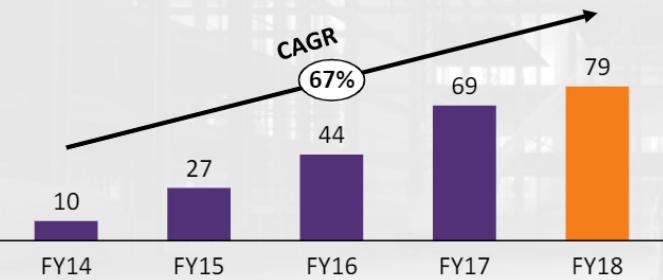
Total Income (₹ in Cr.)



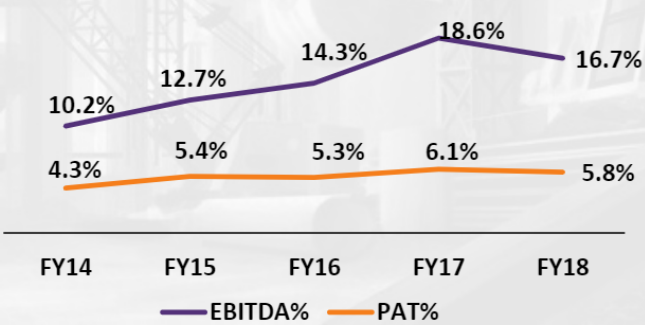
EBITDA (₹ in Cr.)



PAT (₹ in Cr.)



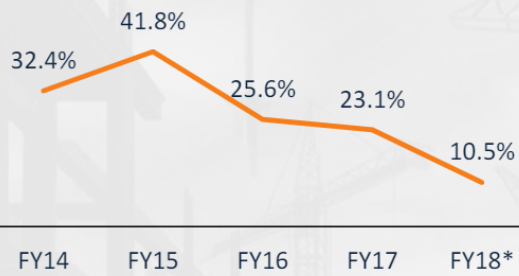
Margins



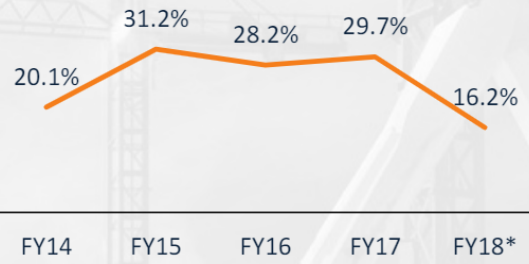
Standalone Financials



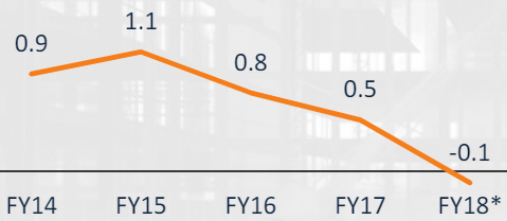
ROE



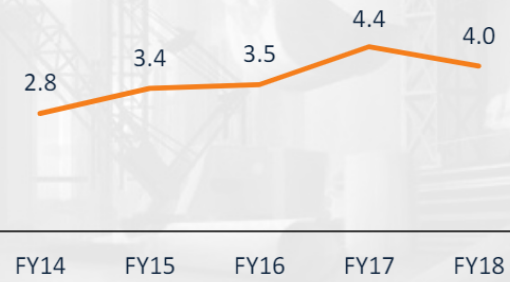
ROCE



Net Debt : Equity (x)



Core Fixed Asset T/O (x)



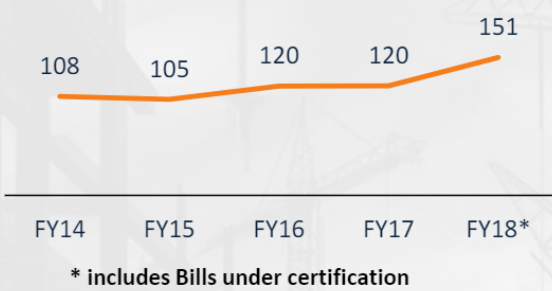
* Company raised ₹ 372 Crores via IPO (net of Issue expenses) of which ₹ ~230 Crores is free cash

Standalone Financials

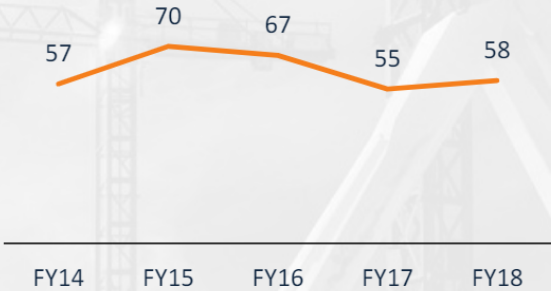
Ratios for FY14 to FY17 are as per I-GAAP



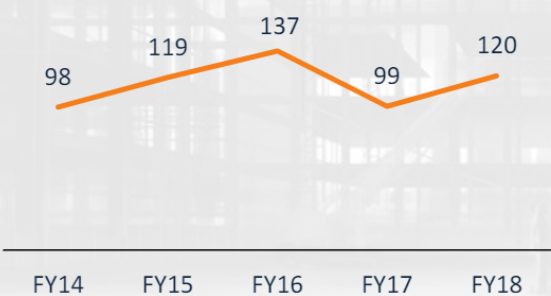
Debtors turnover days



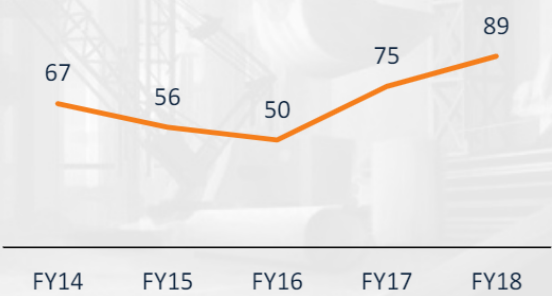
Inventory turnover days



Creditors turnover days



Working Capital turnover days



Standalone Financials Ratios for FY14 to FY17 are as per I-GAAP



Particulars (₹ In Crs)	FY18	FY17	FY16*
Revenue from Operations	1,336	1,125	802
Other Income	24	15	13
Total Income	1,360	1,140	815
Cost of Material Consumed (Incl. Construction Expenses)	966	796	591
Employee Expenses	117	87	69
Other Expenses	49	46	37
EBITDA	228	212	117
EBITDA Margin (%)	16.7%	18.6%	14.3%
Depreciation	67	65	15
Finance Cost	40	42	29
Prior Period Item	0	0	4
Profit before Tax	121	105	68
Tax	42	36	24
Profit After Tax	79	69	44
PAT Margin (%)	5.8%	6.1%	5.3%
Cash PAT	161	135	62
Cash PAT Margin (%)	11.8%	11.8%	7.6%

* As per I-GAAP



ASSETS (₹ In Crs)	Mar'18	Mar'17
NON-CURRENT ASSETS	543	381
Property, plant & equipment	409	324
Capital work-in-progress	0	7
Intangible assets	1	2
Investments	19	0
Trade receivables	50	16
Loans	2	3
Other Financial Assets	29	13
Current tax assets (Net)	0	1
Other Non - current assets	32	16
CURRENT ASSETS	1,190	697
Inventories	216	170
Investments	0	0
Trade receivables	415	358
Cash & Cash Equivalents	13	11
Bank balances other than cash & cash equivalent	311	39
Loans	52	30
Other Financial Assets	128	31
Current tax assets (Net)	-	3
Other Current assets	56	54
Assets held for sale	-	1
TOTAL ASSETS	1,734	1,078

EQUITY AND LIABILITIES (₹ In Crs)	Mar'18	Mar'17
EQUITY	749	299
Equity Share capital	68	44
Other equity	682	255
NON-CURRENT LIABILITIES	192	203
Borrowings	48	67
Other financial liabilities	29	33
Provisions	1	2
Deferred tax liabilities (Net)	40	26
Other Non-Current Liabilities	73	74
CURRENT LIABILITIES	792	577
Borrowings	139	97
Trade Payables	447	310
Other Financial Liabilities	77	47
Current tax liabilities (Net)	5	4
Provisions	18	2
Other current liabilities	107	116
TOTAL EQUITY & LIABILITIES	1,734	1,078



For further information, please contact



SGA Strategic Growth Advisors

Company :

Capacit'e Infraprojects Ltd.

CIN - L45400MH2012PLC234318

Mr. Damodar Aash, Sr. Vice President

ir@capacite.in

www.capacite.in

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shogun Jain/Mr. Pratik R. Shah

shogun.jain@sgapl.net / pratik.shah@sgapl.net

+91 77383 77756 / +91 9769260769

www.sgapl.net