

Date: 02<sup>nd</sup> December 2022

To,

The Manager,

Department of Corporate Services,

**Bombay Stock Exchange Limited** 

P. J. Tower, Dalal Street,

Mumbai - 400 001.

Dear Sir,

Subject: Investors' Presentation on Unaudited Financial Results for the Half-year and

financial year ended 30th September 2022

Ref: Regulation 30 SEBI (LODR) Regulations, 2015 BS

BSE Scrip ID: 543325

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the presentation on Unaudited Financial Results of The Markolines Pavement Technologies Limited ('Company') for the half-year and financial year ended on 30<sup>th</sup> September 2022, to be made to investors and analysts.

The same is also being uploaded on the Company's website at https://www.markolines.com in compliance with Regulation 46(2) of the Listing Regulations.

We request you kindly take the above on record.

Thanking You,

Yours Sincerely,

For Markolines Pavement Technologies Limited

(Formerly known as Markolines Traffic Controls Limited)

Parag Jagdale

Company Secretary & Compliance Officer

Membership No. A52205

Encl.: As above

Markolines Pavement Technologies Limited CIN: U99999MH2002PLC156371

Registered Office: 502, Wing-A, Shree Nand Dham, Sector 11, CBD Belapur, Navi Mumbai - 400614 Maharashtra, India Corporate Office: 6th Floor, Wing A, Shree Nand Dham, Sector-11, CBD Belapur, Navi Mumbai - 400614, Maharashtra, India.



## Markolines Pavement Technologies Ltd

(Formerly Markolines Traffic Controls Ltd)

India's Leading Highway O&M Company

PAVING THE PATH TOWARDS AN INNOVATIVE FUTURE

INVESTOR PRESENTATION
DECEMBER 2022



### Contents

#### **About Us**

- Markolines in Numbers
- Business Rationale | At a glance
- Winning culture
- Our journey
- Core Services
- Leadership Team
- Employee strength
- Our Projects
- Our Clientele
- Competitor Analysis
- Key Drivers

#### **Industry Overview**

- Industry Overview (India) (2022)
- Opportunities
- National Highway Developments
   Project (NHDP)
  - Bharatmala Pariyojana

#### **Financial Performance & Overview**

- Performance highlights (FY22)
- Half Yearly Profit & Loss
- Annual Profit & Loss
- Annual Balance Sheet
- Order book Summary
- Detailed order book
  - Maintenance and Repairs
  - Highway Operations
- Shareholding Pattern

3 - 25 26 - 30 31 - 42



### Markolines in Numbers

20400+

Lane Kilometres managed till date

4180+cr

Toll collected till date

168400

Vehicles processed per day

81 Lac

Sqm of

Microsurfacing

work in India

197

Lane KM
CIPR Work
Experience in
India

Rs 5.8 bn

Order book as on 30<sup>th</sup> Sep 2022



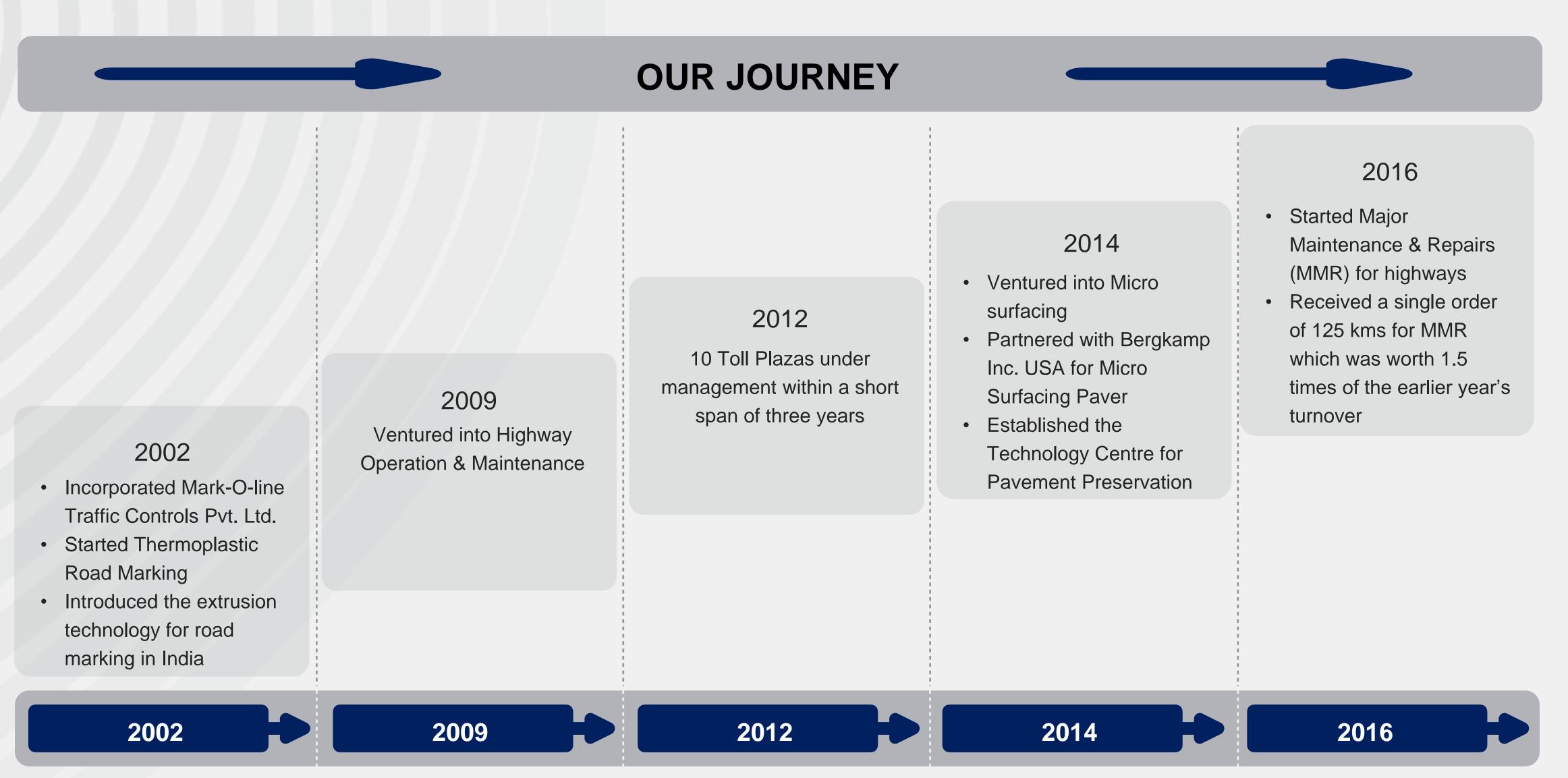
#### **Business Rationale**

- Strengthening & Widening of Road Network is must for handling the growing needs of Indian economy
- With Various Government schemes such as HAM, TOT Highway business moving to Private Sector requiring Professional players to operate and maintain the Highways
- Estimated Potential of O&M business in Highway Sector is about INR 10,000 Crs over next 5 years with Recurring potential of INR 10,000 Crs every five years.
- Markolines foresees a great business growth opportunity in these segments

### Markolines at a glance

- 1 Founded in 2002 with single product: Road Marking
- Transformed into India's Largest O&M Company in highway sector
- 3 Operated Highest number of outsourced Toll Projects
- Only Company in India with a Technology Centre for pavement preservation
- **5** PAN India presence
- Only company in India which is present across all the facets of Highway O&M







#### **OUR JOURNEY** 2022 Company achieves 2021 highest ever revenue with order book offering Company name changed 2020 visibility of 2 years from to Markolines Pavement FY22 levels. Experience Of Executing **Technologies Limited** 2018 64 Lakh SQM Listed on BSE SME Ventured in Bitumen Microsurfacing Work In Platform 2017 Stabilised Material / Cold India In Place Recycling – CIPR Became India's largest Executed India's Largest and bagged first order. O&M Company BSM/CIPR Of 152 Lane Successfully Executed first • 300% growth in Orderbook Kms /6.35 Lakh SQM airport maintenance over last year in highway project of resurfacing @ O&M Ahmedabad Airport Introduced Microsurfacing with fiber in India runway. 2017 2018 2020 2021 2022



## Winning culture to take us forward

Excellent
Regional & cultural
understanding

Efficient
Contingency & Risk
management

Customer Centric and Proactive approach

Strict adherence to SOPs and Ethical practices

100% Compliance of statutory requirements

Focus on
Health, Safety,
Security and
Environment (HSSE)

Paving the path towards innovative future. CIPR for highway sector

Establishing latest
Technology
Introduced Micro
Surfacing with Fiber in
India.

Strong, Integral & Experienced Executive Team

### **Core Services**





#### HIGHWAY MAINTENANCE

Routine Maintenance

Preventive Maintenance

Major Maintenance & Repairs (MMR)

#### SPECIALIZED MAINTENANCE SERVICES

**MICROSURFACING** 

COLD IN PLACE RECYCLING (CIPR)





# Toll Operations

- ☐ Ensure 24\*7 operations to maintain smooth traffic flow and faster toll tax collection
- ☐ Collect maximum revenue by catering to maximum traffic
- ☐ Avoid leakages by minimizing exemptions and violations
- ☐ Offer services to address safety, effective traffic management and minimum vehicle processing period
- ☐ Impart soft skills and TMS training to Toll Collectors to boost efficiency and save time

#### **Activities covered under Toll Operations:**

- ☐ Traffic Management
- ☐ Revenue Management
- ☐ Tolling Strategy Studies
- ☐ Staff Recruitment and Training
- ☐ Surveillance and Audit Systems
- ☐ Housekeeping Service
- ☐ MIS Reporting





# Route Patrolling





- ☐ Keep Highway under round-the-clock surveillance
- ☐ Monitor routes for encroachment, blockages, and unlawful activities
- ☐ Keep an eye for any condition that can potentially disrupt services
- ☐ Take adequate measures to limit and eliminate the impact
- ☐ Help in quick assessment of situations based on the inputs provided by Route Patrolling Team

#### **Activities covered under Route Patrolling:**

- ☐ Highway Patrol
- ☐ Control Room & HTMS Operations
- ☐ Prevention & Removal of Obstruction / encroachment along the corridor
- ☐ Highway Asset Monitoring and Reporting
- ☐ Security Service





Incident Management

- ☐ Secure incident scene in minimal time
- □ Provide emergency medical aid and immediate evacuation of injured to hospital
- □ Safeguard personal property, conduct accident investigations and supervise scene clearance
- ☐ Reduce effects of incident-related congestion by decreasing time to detect incidents, emergency vehicles arrivals, and resuming smooth traffic movements

#### **Activities covered under Incident Management:**

- □ Accident Management
- ☐ Ambulance Service Management
- ☐ Crane Service Management
- ☐ Fire Fighting Service Management







## Routine Maintenance

- ☐ Preserve safety of roads, protect adjacent resources and provide efficient and convenient travel along the route.
- ☐ Undertake meticulous planning for correct assessment of the road conditions.
- ☐ Employ experienced team to be the preferred partners.
- ☐ Deliver preventive maintenance and efficiently undertake scheduled maintenance.

#### **Activities covered under Routine Maintenance**

- ☐ Corridor cleaning
- ☐ Horticulture: watering and maintenance of median and avenue plantation
- ☐ Highway structures and asset cleaning
- ☐ Repair and rectification of highway assets
- ☐ Electrical equipment maintenance

## Highway Maintenance



## Preventive Maintenance

- Preventive maintenance is **performed in response to triggers of deteriorating road condition** that requires action before the problem gets out of hand.
- □ Roads are among the most important public assets involving massive investment. We help keep the roads to the extent possible in its original condition, thus preserving the investments made on road assets.

#### **Services managed under Preventive Maintenance:**

- ☐ Micro surfacing
- ☐ Crack Sealing
- ☐ Slurry Sealing
- ☐ Fog Sealing
- □ Pothole Filling
- ☐ Patch Repairing
- ☐ Rut Filling



## Highway Maintenance



# Major Maintenance & Repairs



It involves removing one or more layers of the existing road and replacing them. Being Major Projects, it requires meticulous planning and careful execution.

- ☐ A detailed study of the project is undertaken by an experienced team
- ☐ A tailor-made plan is designed with stringent timelines to minimize disruption time
- ☐ Faster turnaround time is ensured with:
- □ Accurate planning of resources
- Mobilization of advanced machinery
- ☐ Proper coordination with all stakeholders

#### Services managed under Major Maintenance & Repairs:

- ☐ Pavement Milling
- ☐ Bituminous Overlay / Resurfacing
- ☐ Repair and Rehabilitation of Pavement
- ☐ Cold In Place Recycling (CIPR)
- ☐ Repair / Replacement of Road Furniture like MBCB, RPM, Blinkers, and Pavement Markings etc.

### Specialised Maintenance Services





# Micro surfacing

Micro surfacing is an eco-friendly surface treatment for preservation and corrective maintenance of roads.

Micro surfacing is a mix of polymer modified asphalt emulsion, graded aggregate, cement, water and additives and is of two types:

- i. 4 mm to 6 mm thick (Type II)
- ii. 6 mm to 8 mm thick (Type III)

#### Advantages of Microsurfacing

- ☐ Cost Effective
- ☐ Green Technology (Cold Mix)
- ☐ Less Downtime, traffic can resume within 2 hours of laying
- ☐ Restores and Preserves surface characteristics

#### Our expertise in Micro surfacing:

- ☐ Own fleet of Micro surfacing Pavers
- ☐ Adherence to World-class Standards of Quality.
- ☐ Captive Technology Centre for QA/QC
- ☐ Tie-up with international organisations such as Bergkamp Inc, Ingevity and Owens Corning for technical back-up

### Specialised Maintenance Services



# Cold In Place Recycling (CIPR)

CIPR involves removing and reusing the existing asphalt surface. It involves **grinding off** the top layer (up to 200mm) of the existing asphalt surface and mixing the crushed asphalt with foamed bitumen and placing it back down with a recycler and allied machinery.

As described in the ARRA (Asphalt Recycling and reclaiming Association) Basic Asphalt Recycling Manual, CIR "consists of recycling asphalt pavement without the application of heat during the recycling process to produce a rehabilitated pavement.

The cold-in-place process is **typically performed using a "train" of equipment**, which includes a water tanker, bitumen tanker, recycler, graders and rollers. We own the complete set of machinery used in the Cold-in-Place Recycling (CIPR) process.





## Advantages of C.I.P.R

CIPR can correct deep asphalt defects such as rutting, fatigue (alligator) cracking, and utility cuts that cannot be addressed by a surface treatment or an overlay, and allows minor corrections to the profile of a road surface, reduces reflective cracking, and results in a minor inconvenience to traffic.

- CIPR overlay lasts 10-15 years as compared to 5-8 years of traditional overlay (Subject to traffic and overloading)
- Shorter construction period, due to high production capacity of recycling machines
- Cost effective due to reuse as well as on site execution Conserves raw materials and natural Resources.
- Conserves energy
  Reduces greenhouse gas emissions
- Work is performed with minimal traffic disruption

Binder Water tanker Bitumen tanker Recycler Pad Foot Roller Grader Tandem Pneumaticspreader truck truck + Single-drum comp Roller roller

**CIPR Train** 



### Leadership Team



Mr. Sanjay B Patil Founder, Chairman and Managing Director

- Founded Markolines as a road marking company in 2002.
- Backed by a rich experience of over 25 years, he successfully transformed Markolines from a single product company to a leading player with large number of services in road infrastructure.
- A proven, detail-oriented and hands-on leader who delivers high performance within stipulated deadlines.
- Areas of expertise include Operation & Maintenance and Allied Services.
- Credited for forging partnerships that not only benefits the company but also takes the sector to a different level of expertise.
- · Mechanical engineer by qualification and a member of Assocham's National Council on Roads and Highways.



Mr. Karan Bora Director

- · A new entrant in the management to assist in the field of Business Development and Finance.
- Karan is a young and energetic leader with high integrity. His knowledge of Engineering helps him to understand the business at core. His excellent communication and entrepreneurial skills give him an advantage in Business Development.
- His proven ability to quickly analyze key business drivers and develop strategies helps company in growing the business.
- His soft-spoken language and humble nature help him build long lasting relationships. With understanding and interest in the field of finance, He has helped company in raising funds.
- He holds a bachelor's degree in Civil & Environmental Engineering from the prestigious Cardiff University, Wales, UK.



### Leadership Team



Mr. Vijay R Oswal Founder & Chief Financial Officer

- Oversees operations of all divisions at Markolines. His knowledge of several business domains is beneficial in designing and implementing strategies and processes that keeps the company focused on its vision.
- Vijay Oswal's sharp business acumen, innovative mind set has helped Markolines to move forward at a rapid pace. He brings with him three decades of experience in the field of infrastructure, construction, finance, manufacturing, automobiles and international business.
- · He's a qualified 'Business Performance Coach' with accreditation from International Coach Federation.
- · He is a chemical engineer by qualification and holds a management degree.



Mr. S P Nagarkar Director - Technical

- · Leads the company's technology innovation and ecosystem at Markolines.
- Having worked on several prestigious projects over a career span of three decades, he has travelled around the globe to study
  new developments in the sector and apply the latest systems / processes in India.
- His areas of expertise include construction, asset management of 2/4/6/ lane State and National Highways, Major and Routine Road Maintenance, Viaducts, ROBs among others.
- His previous stints include leadership positions at Gayatri Projects Ltd., IJM India/Malaysia, Pink City Expressway, Chetak Enterprises.
- He is a Bachelor of Science and holds a Post-Graduate Diploma in Business Administration.



## **Employee Strength**

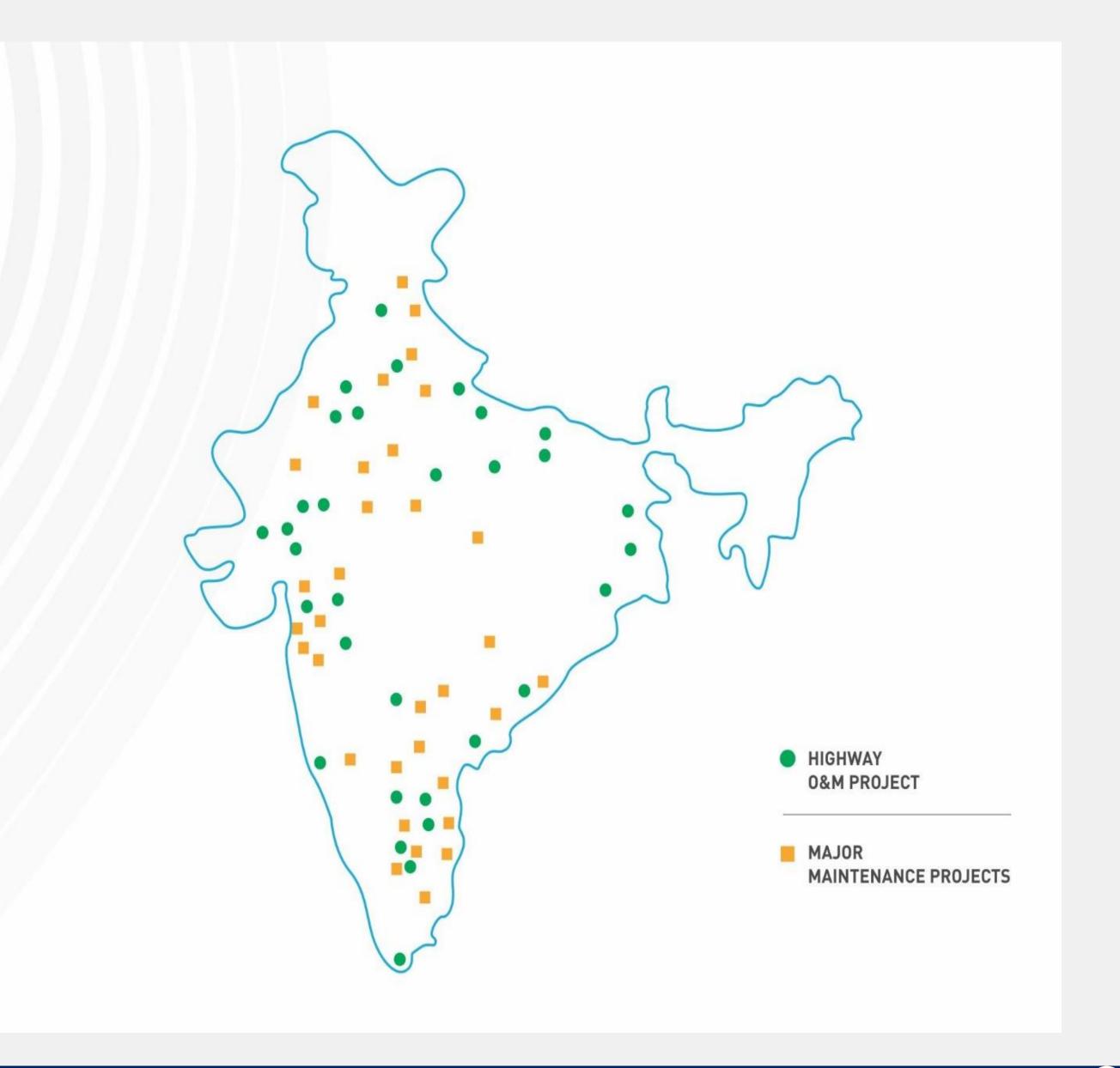
OPERATION	Line & Support Staff (Nos.)
O&M	1143
MMR	115
Specialized Maintenance Services (MS/CIPR/FDR)	105
Head Office	90
Total	1453

as on 30 September, 2022



## **Our Projects**

Founded in 2002 with single product: Road Marking, the company is today running several projects across the length and breadth of the country.





### **Our Clientele**































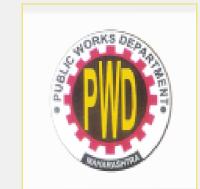
HCC

infrastructure



G

GAMMON Builders to the Nation





















## **Competitor Analysis**

<b>Key Activities</b>	Markolines	Competitor 1	Competitor 2	Competitor 3	Competitor 4	Competitor 5
Services	Complete Spectrum Of O&M Services	Only Toll operations, Incident Management and Routine Maintenance	Only Toll operations, Incident Management & Routine Maintenance	Toll Operations and Incident Management	Incident Management & Routine Maintenance	Toll Operations and Incident Management
<b>Toll Operations</b>	✓	✓	$\checkmark$	✓	*	✓
Incident Management	✓	✓	✓	✓	✓	✓
Routine Maintenances	✓	✓	✓	X	✓	✓
Major Maintenances	✓	✓	X	X	✓	X
Specialized Maintenances	✓	X	X	X	x- Only Microsurfacing	X
Consultancy	X	$\checkmark$	$\checkmark$	X	*	X
<b>Professional Team</b>	$\checkmark$	$\checkmark$	$\checkmark$	×	*	*
Pan India Presence	$\checkmark$	✓	Partial	Partial	Partial	Partial
Stable Operative Management	✓	*	×	×	✓	*
Outsourcing	All activities are managed in-house	Mostly outsourced	Outsourced	Partial	Partial	Partial
Core Competency	Operations, Maintenance of Highways	Consultancy	Consultancy	Security Services	Microsurfacing	Toll Operations



1

#### **Market Leadership**

Markolines enjoys the clear leadership in the Market having about 30-35% of Market share. It is the only Company in India providing exclusive and complete array of services in Highway O&M.

2

#### **Track Record**

Markolines have a strong track record of Operation and Maintenance of Highway assets. Their growth in turnover over last few years is a proof that they are preferred vendor and contractor for their clients. Their clientele includes all the major players in the industry.

3

#### **Experienced Team**

The founders/Directors are active in the business. They are the driving force, giving leadership and direction to the business. Markolines has a very stable Operation / Execution team. The Attrition in the team is very low. Most of the team members have been with Markolines since long time.

4

#### **Robust Business Model**

Markolines is a largest and only O&M company offering one-stop solution for complete range of Highway Operations & Maintenance Services. Markolines has an experience of managing more than 20000 lane kms of National Highway in India.

### **Key Drivers**



5

#### **First Mover Advantage**

One of the key growth drivers for Markolines has been it's ability to foresee new trends in the sector and explore new technology. They have ventured into specialized maintenance services such as Micro surfacing (MS), Cold In Place Recycling (CIPR) and Soil Stabilization. Markolines already enjoying leading position in India for MS & CIPR in terms of Quality and Volume.



#### **Changing trends – international funds entering**

Changing Indian market
International Funds entering Indian highway O&M business.
Markolines is a preferred vendor with all Multi National/Domestic
Funds/InvIts



#### **Strong Order Book**

Markolines current Order Book is **Rs.+578 Crore** as on 30-09-2022 and another **Rs. 805 Cr** is in Pipeline at various stages of Finalization.

Existing roads are going for renewal after every 5-7 years hence pipeline of work is very strong and due to Market Leader position of Markolines it helps to convert pipeline to actual order.

## **Key Drivers**





# **Growing Private Sector Involvement**

Rs 30,000 Cr Expected in 2021-22 PPP such as TOT/HAM

# Rapid Growth in National Highways

1.3 to 2.0 Lakh km in last 5 yrs

#### **Rising Budget Allocation**

Rs 108,230 Cr (\$14.85Bn) for 2021-22

**2022** 

INDUSTRY OVERVIEW (INDIA)

# Overseas Investments for Infrastructure

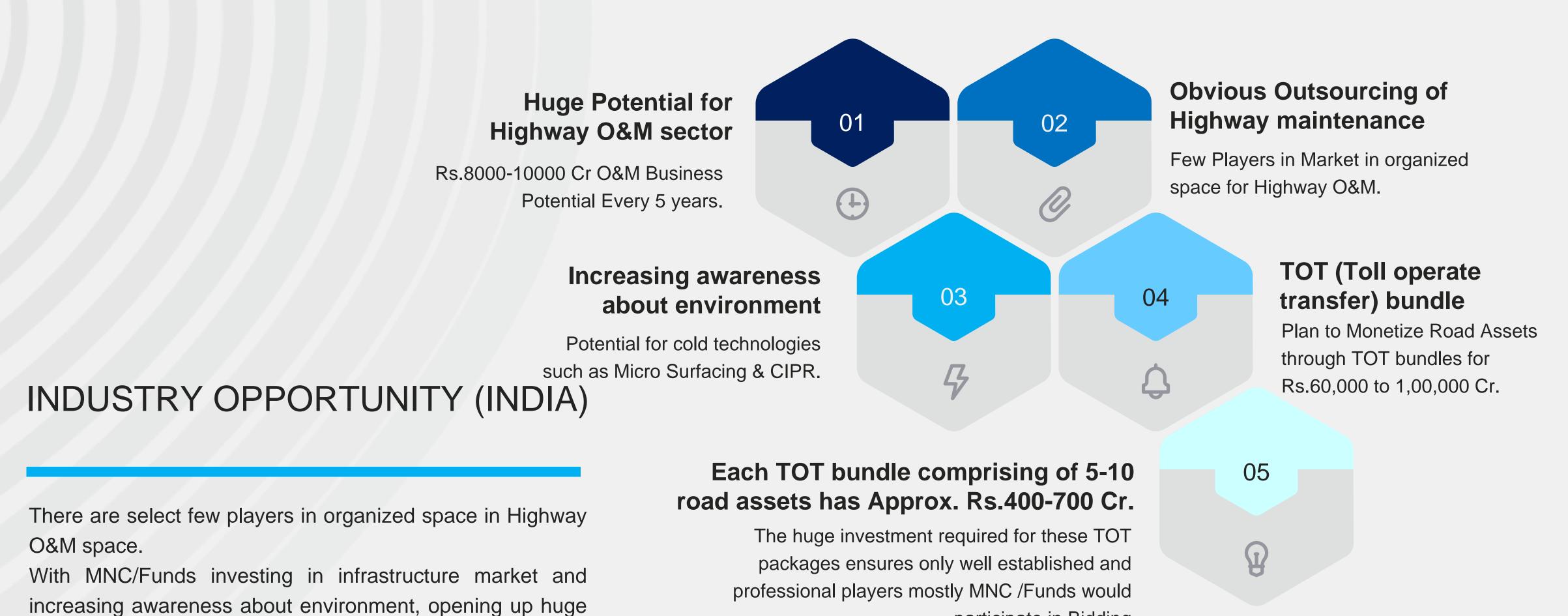
Rs 30,000 Cr Expected in 2021-22 MNC/Funds

#### 2nd Largest Road Network in the World

6.21 Mn. Kms







potential for cold technologies such as Micro Surfacing &

Apart from this state governments have come up with

business models such as HAM for development of state

highways which adds further to the highway O&M potential.

CIPR.

participate in Bidding



### National Highways Development Project (NHDP)

The National Highways have a total length of 1,40,995 km, which in totality serve as the arterial network of the country. The development of National Highways is the responsibility of the Government of India. The Government of India had launched major initiatives to upgrade and strengthen National Highways through various phases of the National Highways Development Project (NHDP) and is taking the initiative forward through the umbrella program of Bharatmala Pariyojna, Phase-I and other schemes and projects. The status of various components of Bharatmala Pariyojna, Phase-I and other schemes up to 31.12.2021 are as under:

Components / Scheme	Total Length in km	Cost (Rs. crore)	Length completed up to 31.03.2021 in km	Length completed during 01.04.2021 to 31.12.2021 in km	Length Completed up to 31.12.2021 in km			
	Bharatmala Pariyojana Phase-I							
Economic Corridors	9000	120,000	1167	390	1557			
Inter Corridors & Feeder Roads	6000	80,000	348	214	562			
National Corridor Efficiency Improvement	5000	100,000	774	238	1012			
Border & International Road Connectivity	2000	25,000	901	219	1120			
Coastal & Port Connectivity Roads	2000	20,000	29	23	52			
Expressways	800	40,000	267	182	449			
Subtotal	24800	385,000	3486	1266	4752			
Balance road works under NHDP	10000	150,000	1782	462	2244			
Grand Total	34800	535,000	5268	1728	6996			

Source - morth/AR-21-22



### Bharatmala Pariyojana

Bharatmala Pariyojana envisages 60% projects on Hybrid Annuity Mode, 10% projects on BOT(Toll) Mode and 30% projects on EPC mode respectively. Total of 604 numbers of road projects with an aggregate length of 20,965 km have been approved and awarded under Bharatmala Pariyojana including 131 numbers of residual NHDP works of aggregate length of 5,529 kms) with Total Capital Cost of Rs. 6,41,713 cr.

Out of the total approved 604 nos. projects, 389 nos. of projects covering an aggregate length of 11,710 kms have been approved on EPC mode, 209 nos. of projects covering an aggregate length of 8,781 kms on HAM mode and 6 Nos. of projects covering an aggregate length of 473 kms on BOT (Toll) mode [EPC: HAM: BOT:: 56%:42%:2%].

S. No.	Mode of Implementation		Bharatmala & Residual NHDP – Awarded		Bharatmala & Residual NHDP - Approved - To be Awarded		Residual NHDP - Approved -  Bharatmala & Residual NHDP - Awarded and Approved		NHDP – Awarded and		% Length
		No. of Projects	Length (km)	No. of Projects	Length (km)	No. of Projects	Length (km)	(Rs. Cr.)			
1	EPC	373	11,288	16	423	389	11,710	299,548	56%		
2	HAM	197	8,298	12	483	209	8,781	329,564	42%		
3	BOT Toll	4	341	2	133	6	473	12,600	2%		
	Total	574	19,926	30	1,038	604	20,965	641,743	100%		

Source - morth/AR-21-22





### Performance Highlights for H1FY2023

100%

Growth in Revenue

50%

Growth in EBITDA

131%

Growth in PBT

157%

Growth in Net Profit

+141bps

Improvement in PBT Margin YoY to 6.68%

4158bps

Improvement in PAT Margin to 4.99%

Rs 5.8 bn

Unexecuted Order book

0.4x

Debt\*:
Equity

<sup>\*</sup>Debt: Long term + Short Term

<sup>\*\*</sup> Excluding extra ordinary items



## Half Yearly Profit & Loss Statement

Particulars	H1FY23 (Half Year end Sep'22)	H2FY22 (Half Year end Mar'22)	H1FY22 (Half Year end Sep'21)	YoY (%)	FY22 (Full Year end Mar'22)	FY21 (Full Year end Mar'21)	YoY (%)
Total Income from Operations	1523.8	1107.3	761.6	100.07	1869.0	1579.7	18.3
Cost of Materials Consumed	173.3	198.8	148.1	16.99	347.0	554.6	(37.4)
Employees Expenses	200.7	206.1	194.9	2.94	401.0	319.4	25.5
Other Expenses	1030.5	551.7	339.1	203.92	890.8	571.2	55.9
Total Expenses	1404.4	956.6	682.1	105.89	1638.7	1445.2	13.4
EBITDA	119.3	150.8	79.5	50.15	230.3	134.4	71.3
Depreciation	9.3	10.7	15.8	(41.28)	26.5	24.6	7.7
Interest	17.6	31.3	23.6	(25.72)	55.0	43.8	25.4
PBT	92.5	108.8	40.1	130.79	148.9	66.0	125.4
Provision for Tax	25.8	31.5	14.1	82.04	45.7	24.4	86.9
PAT (excl extra ord items)	66.8	77.2	25.9	157.37	103.2	41.6	148.0
PAT (incl extra ord items)	66.8	75.1	25.9	157.37	101.1	40.2	151.7
PBT Margin (%)	7.83	13.62	10.44	+141 bps	7.98	4.19	+378 bps
PAT Margin (%)	4.99	6.98	3.41	+158 bps	5.53	2.64	+289 bps



### Annual Profit & Loss Statement

Particulars	2018-19	2019-20	2020-21	2021-22	YoY(%)
Revenue from Operations	732.02	1,711.05	1,577.06	1866.4	18.3
Other Income	2.84	4.40	2.59	2.55	-1.5
Total Income from Operations	734.85	1,715.45	1,579.65	1869.0	18.3
EBITDA	92.94	181.21	132.99	227.7	71.2
Profit before Tax	49.01	99.92	64.60	148.9	130.4
Provision for Tax	14.64	30.00	24.43	45.7	86.9
Reported Profit (incl. extra. ord.)	34.37	69.92	40.17	101.1	151.7



### Annual Balance Sheet - Assets

Particulars	2018-19	2019-20	2020-21	2021-22
Non-Current Assets				
Property, Plant & Equipment				
- Tangible Assets	132.88	107.96	98.92	88.79
- Intangible Assets	0.28	0.23	0.17	0.26
Non-Current Investment	0.08	0.08	0.08	0.08
Deferred Tax Assets (Net)	-2.62	1.40	4.27	8.00
Long Term Loans and Advances	1.80	1.80	1.80	1.80
	132.42	111.47	105.24	98.93
Current Assets				
Inventories	74.18	169.61	189.33	140.45
Trade Receivables	381.71	380.69	444.61	584.13
Cash and Cash Equivalents	4.43	3.20	3.24	16.04
Short-Term Loans and Advances	1.53	22.38	14.65	50.53
Other Current Assets	146.48	221.64	322.82	465.49
	608.33	797.51	974.65	1256.64
TOTAL	740.74	908.98	1,079.89	1355.57



### Annual Balance Sheet - Liabilities

Particulars	2018-19	2019-20	2020-21	2021-22
Shareholders Funds:				
Share Capital	8.74	8.74	8.74	191.07
Reserves & Surplus	129.39	199.31	239.48	519.23
	138.12	208.05	248.21	710.30
Non-Current Liabilities				
Long-Term Borrowings	195.84	194.55	163.93	141.29
Long-Term Provisions	-	4.31	7.46	11.79
	195.84	198.86	171.39	153.08
<b>Current Liabilities</b>				
Short-Term Borrowings	131.00	115.78	191.35	127.10
Trade Payables	139.50	163.34	223.58	104.61
Other Current Liabilities	92.17	90.66	74.17	57.15
Short-Term Provisions	44.11	132.29	171.19	203.33
	406.78	502.07	660.29	492.19
TOTAL	740.74	908.98	1,079.89	1355.57



## Order Book Summary

As on 30 <sup>th</sup> September, 2022							
Sr. No.	Segment	Pending Contract Value					
1	Major Maintenance & Repairs*	4,999.41					
2	Highway Operations	783.88					
	Total	5783.29					

<sup>\*</sup> Includes Specialised maintenance services including Micro Surfacing and CIPR



### Maintenance and Repairs Order Book

	As on 30 <sup>th</sup> Septemb	per, 2022					
Sr. No.	Name of work	SPV	Principle Company	End Date	Work Order In Rs.	Work Completed	Pending Contract KM Value
1	IKM 295+UUU to KM 395+UUU ON NH-34 IN the state of West Bengal	Farakka Raiganj Highways Limited	Cube Highways	31-12-22	852.25	538.57	313.68 100.00
2	Conventional Dense Bituminous Macadam works of Farakka-Raiganj Section from km 295+000 to km 395+000 on NH-34 in the state of West Bengal -Additional WO PPO/21-22/00129 & Ammendment -1 (PPO/22-23/00013)	Farakka Raiganj Highways Limited		31-12-22	52.36	41.30	<b>11.06</b> 100.00
3	Construction of Earthen Shoulder with RAP from 295+000 to km 395+000 on NH-34 in the state of West Bengal	Farakka Raiganj Highways Limited		31-12-22	19.45	17.78	1.67
4	Milling and DBM (with RAP)Work at Farakka-Raiganj Section from km 295+000 to km 395+000 on NH-34 in the state of West Bengal.	Farakka Raiganj Highways Limited		31-12-22	66.13	0.00	66.13
5	Renewal of Main Carriageway & Service Road with Bitumen Treatments from Sion Junction (CH 584+750 km) to Golden Dyes		Government of Maharashtra	31-03-23	1326.23	663.52	<b>662.71</b> 23.55
6	Work order for Execution of Rehabilitation, Bitumen Overlay & Micro Surfacing works at Dhule Palasner Tollway Limited on MP/MH border - Dhule Section of NH-3 from 168.500 to Km 265.000 in the state of Maharashtra under NHDP Phase - III on DBFOT basis.	Dhule Palasner Tollway Limited	Sadbhav Infrastructure Project Ltd,	31-10-22	190.58	3.10	<b>187.48</b> 97.00
7		Surat Muncipal Corporations, Muglisara, Surat- 395003	Surat Muncipal Corporations, Muglisara, Surat- 395003	19-10-22	16.98	5.59	<b>11.39</b> 15.00
8	Detailed Design, Preparation of Drawing, Construction, Commissioning & performance of Intake well of 5.00 m diameter & 10.00 m high with Raw water pump house and approach bridge. The work shall include Supply, Installation & Commissioning of Raw water & Clear water Pumps with necessary substation. Providing Laying, jointing & Commissioning of DI K-9/DI K-7 class Pipe for Raw/Clear water pumping Feeder main. Construction of Raw Water Treatment Plant along with clear water sump well and Clear water pump house Overhead tanks, distribution network and HT Feeder for 33KV power supply complete along with providing house Service Connection for 840 households.	f Nagar Parishad, Rampur Baghelan, Dist.: Satna	Nagar Parishad, Rampur Baghelan, Dist.: Satna	30-09-22	82.24	22.74	59.50
9	Execution of Rehabilitation and Bitumen Overlay works at Delhi-Agra section (Package – 3) from km 147+000 to km 200+000 on NH - 19 (old NH - 2) in the state of Uttar Pradesh	DA Toll Road Priviate Limited Address: 6, n 2nd Floor, Plot No. 134, Birla Mansion, Nagindas Master Lane, Kala Ghoda, Fort, Mumbai - 400001	Cuhe Highways	30-09-22	419.25	296.90	<b>122.35</b> 53.00
10	Construction of Earthen Shoulderworks at Delhi-Agra section (Package – 3) from km 147+000 to km 200+000 on NH - 19 (old NH - 2) in the state of Uttar Pradesh	DA Toll Road Priviate Limited Address: 6, 2nd Floor, Plot No. 134, Birla Mansion, Nagindas Master Lane, Kala Ghoda, Fort, Mumbai - 400002		10-09-22	4.19	1.89	2.31



### Maintenance and Repairs Order Book

		As on 30 <sup>th</sup> September, 2022						
Sr. No.	Name of Work	SPV	Principle Company	End Date	Work Order In Rs.	Work Completed	Pending Contract Value	KM
11	Construction of Earthen Shoulderworks at Delhi-Agra section (Package – 2) from km 94+000 to km 147+000 on NH - 19 (old NH - 2) in the state of Uttar Pradesh	DA Toll Road Priviate Limited Address: 6, 2nd Floor, Plot No. 134, Birla Mansion, Nagindas Master Lane, Kala Ghoda, Fort, Mumbai - 400002		10-09-22	4.13	1.89	2.25	
12	Construction of Road Under Full Depth Reclamation/ In-Situ Stabilization with Cement and Additive of Group No UPFDR-18 in district Maharajganj (4793, 4796, 4797, 47131)	Rural Engineering Department, Gorakhpur, Circle-Gorakhpur	UPRRDA	25-04-23	286.90	0.00	286.90	30.20
13	Balance work of Khambataki Ghat Section of NH-4 and its approaches from Ch. 771.730 to 782.00	Gayatri Projects Limited, B-1, T.S.R. Towers, 6-3-1090, Raj Bhavan Road, Somajiguda, Hyderabad – 500 082 Andhra Pradesh	UPRRDA	31-12-23	3250.00	182.72	3,067.28	10.27
14	Annual Maintenance Work of Thane Belapur Road	Navi Mumbai Municipal Corporation	Navi Mumbai Municipal Corporation	22-02-23	80.44	29.87	50.58	15.10
1 1 7	5-Year Maintenance of Road Under Full Depth Reclamation/In-Situ Stabilization with Cement and Additive of Group No UPFDR-18 in district Maharajganj (4793, 4796, 4797, 47131)	Rural Engineering Department, Gorakhpur, Circle-Gorakhpur	UPRRDA	25-04-28	24.88	0.00	24.88	30.20
16	Soil Stabilization works at Wada Bhjiwandi Road, Tal. Bhiwandi , Dist - Thane	Jijayu Constructions Road Builder Pvt Ltd		31-08-22	39.15	0.00	39.15	
1 1	Soil-Stabilization for Main Carriageway at the selected locations along the Project Highway between km 261+720 to Km 379+878 on NH-3.	Ircon Soma Tollway Private Limited		10-12-22	76.03	0.00	76.03	
18	applying of Tack Coat & providing and laying of Micro Surfacing type III in a single layer for your "Road Over Bridges of Udhana – Jalgaon section at LC no. 112/A located at Sindkheda in the state of Maharashtra".	Mahavir real Space Pvt Ltd		29-09-22	1.63	0.00	1.63	
19	Supply of Material - Purchase order Work order for Incidental Work for Km 0.00 to 32.27 Km of Gorakhpur Bypass of NH-28 in the State of Uttar Pradesh	Gorakhpur Infrastructure Co Ltd	Peak Infra	31-03-23	7.36	0.59	6.77	32.00
20	Rigid pavement repair/maintenance for CGRG & GSY projects	Welspun Enterprises		07-10-22	5.68	0.00	5.68	
			Total		6,805.87	1,806.46	4,999.41	



### Highway Operations Order Book

		As on 30 <sup>th</sup> September, 2022					
Sr. No.	Name of Work	SPV	Principle Company	End Date	Monthly Billing	Pending Contract	KM
1	Cleaning and Maintenance of Toilet block at MHPL.	DBL MANGLOOR HIGHWAYS PRIVATE LIMITED	KNR Tirumala Infra Private Limited	20-06-23	1.10	9.9	
2	Work order for Cleaning and Maintenance of Toilet blocks at SPPL.	KNR SHANKARAMPET Project	KNR Tirumala Infra Private Limited	20-06-23	1.37	12.4	
3	Toll Operation Services at Hazaribagh-Ranchi section KM 41+500 to KM 115+290 of NH-20 (old NH 33)in the state of Jharkhand	Hazaribagh Tollway Limited	Cube Highways	12-10-24	2.71	67.6	73.79
4	Agreement for Route Patrolling Services at the highway of Mahua to Jaipur section of National Highway 21 (Old NH 11) from KM 120.000 to KM 228.000 in the state of Rajasthan	Jaipur Mahua Tollway Pvt. Ltd.	Cube Highways	31-03-25	1.51	30.2	109.00
5	Agreement for Toll Operations at the highway of Mahua to Jaipur section of National Highway 21 (Old NH 11) from KM 120.000 to KM 228.000 in the state of Rajasthan	Jaipur Mahua Tollway Pvt. Ltd.	Cube Highways	31-03-25	3.19	63.8	109.00
6	Route Patrolling & Ambulance Services at Madhurai to Kanyakumari section KM 52+300 to KM 116+500 of NH - 44 (Old NH 7) in the state of Tamilnadu	Kanyakumari Etturavattam Tollway Limited	Cube Highways	12-10-24	1.11	27.7	64.20
7	Route Patrolling, Ambulance Services at Bijiya Village to Muzaffarpur section KM 440+000 to KM 520+000 of NH 27 (old NH 33) in the state of Bihar	Kotwa-Muzaffarpur Tollway Limited	Cube Highways	12-10-24	2.11	52.8	80.00
8	Toll Operation, at Bijiya Village to Muzaffarpur section KM 440+000 to KM 520+000 of NH 27 (old NH 33) in the state of Bihar	f Kotwa-Muzaffarpur Tollway Limited	Cube Highways	12-10-24	1.58	39.6	80.00
9	Toll Operation Services at Lucknow-Raebareli section KM 12+700 to KM 82+700 of NH 24B (Old NH 30) in the state of Uttar Pradesh	Lucknow- Raebareli Tollway Limited	Cube Highways	12-10-24	1.74	43.5	70.00
10	Route Patrolling & Ambulance Services at Madhurai to Kanyakumari section KM 0+000 to KM 52+300 of NH - 44 (Old NH 7) in the state of Tamilnadu	Madhurai Kanyakumari Tollway Limited	Cube Highways	12-10-24	1.50	37.6	52.30



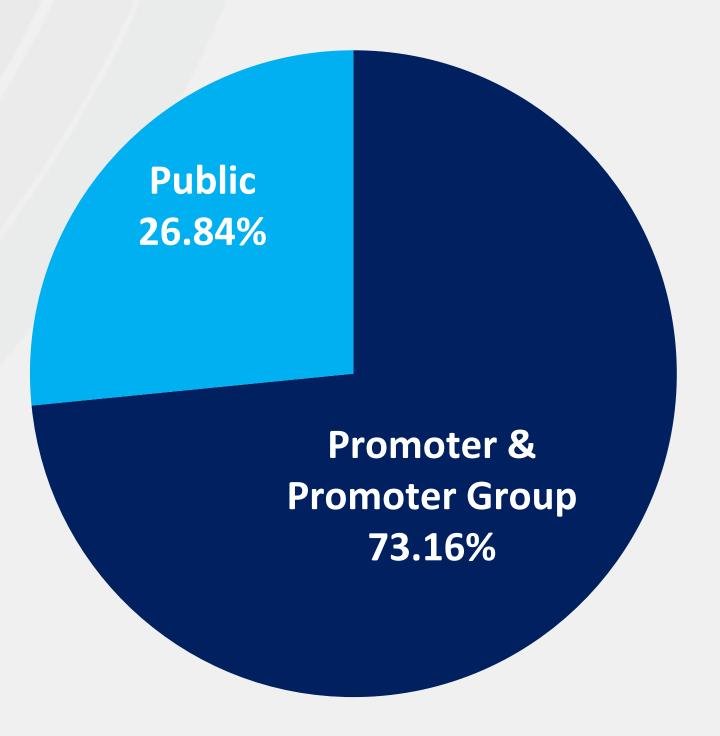
### Highway Operations Order Book

As on 30 <sup>th</sup> September, 2022							
Sr. No.	Name of Work	SPV	Principle Company	End Date	Monthly Billing	Pending Contract	KM
	Agreement for Route Patrolling Services and manpower supply services at the highway of Mahua to Bharatpur section of National Highway 21 (old NH 11) from KM 62.295 to KM 119.600 in the state of Rajasthan	Mahua Bharatpur Expressways Limited (Formerly known as Madhucon Agra Jaipur Expressway Ltd)	Cube Highways	31-03-25	1.57	31.5	57.31
12	Agreement fod Toll Operations, Lane Assistant and manpower supply services at the highway of Mahua to Bharatpur section of National Highway 21 (old NH 11) from KM 62.295 to KM 119.600 in the state of Rajasthan	Mahua Bharatpur Expressways Limited (Formerly known as Madhucon Agra Jaipur Expressway Ltd)	Cube Highways	31-03-25	3.25	65.0	57.31
13	Ambulance Services, Route Patrolling at Madhurai to Kanyakumari section KM 180+000 to KM 243+470 of NH - 44 (Old NH 7) in the state of Tamilnadu	Nanguneri Kanyakumari Tollway Limited	Cube Highways	12-10-24	2.09	52.3	63.47
14	Toll Operations of Four Laning of pune-Solapur Section of NH -65 (old NH-9) in the State of Maharashtra under NHDP Phase III on DBFOT Basis from KM 40+000 to KM 144+400 (Project Length = 110 km)	Pune Solapur Expressway Pvt. Ltd.	TRIL	15-11-22	4.66	144.5	110.00
15	Route Patrolling & Ambulance Services at Madhurai to Kanyakumari section KM 116+500 to KM 180+000 of NH - 44 (Old NH 7) ii the state of Tamilnadu	Salaipudhur Kanyakumari Tollway Limited	Cube Highways	12-10-24	1.11	27.7	63.50
	Labour Supply for Routine Maintenance at Western UP Tollway Ltd. From KM 52.250 to KM 131.000 of Nh 334 (Old NH-58) (Meerut -Muzaffarnagar Section) in the state of Uttar Pradesh	Western UP Tollway Ltd.	Cube Highways	31-03-25	1.49	29.7	78.75
17	Toll Operations at Western UP Tollway Ltd. From KM 52.250 to KM 131.000 of Nh 334 (Old NH-58) (Meerut -Muzaffarnagar Section) in the state of Uttar Pradesh	Western UP Tollway Ltd.	Cube Highways	31-03-25	2.40	48.0	78.75
				Total	34.50	783.88	



# Shareholding Pattern

As on 30<sup>th</sup> September, 2022





### Safe harbor statement

This presentation may contain certain forward-looking statements relating to Markolines Pavement Technologies Limited (hereinafter referred to as "Markolines" or "Company") and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. 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. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. 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.

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 and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person



#### For more information, Please contact

#### **Markolines Pavement Technologies Limited**

Parag Jagdale, Company Secretary & Compliance Officer

- +91 22- 6266 1111 (30 Lines)
- company.secretary@markolines.com
- https://www.markolines.com/

### KAPTIFY® Consulting

Strategy & Investor Relations Advisory / Consulting

- +91 845 288 6099
- info@Kaptify.in
- https://www.kaptify.in

BSE: 543364 | BLOOMBERG : MATCL IN | ISIN: INE0FW001016

CIN: U99999MH2002PLC156371 WWW.MARKOLINES.COM