



## MAN INFRACONSTRUCTION LIMITED

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Date: 6<sup>th</sup> July, 2020

To,  
The Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051

To,  
The Corporate Relationship Department  
**BSE Limited**  
P. J. Towers, Dalal Street,  
Mumbai - 400 001

**CM Quote:** MANINFRA - EQ

**Script Code:** 533169 (MANINFRA)

Dear Sir / Madam,

Sub: **Man Infraconstruction Limited- Revised "Investor Presentation - FY2020"**

Dear Sir/Madam,

Please find attached the revised "Investor Presentation - FY2020" for your information and records. The same shall also be uploaded on the Company's website.

Request you to take the same on your records.

Thanking you,

Yours faithfully,  
For Man Infraconstruction Limited

**Ashok Mehta**  
Director  
DIN: 03099844



**Encl.: as above**



CONSTRUCTION



REAL ESTATE

## **MAN INFRACONSTRUCTION LIMITED**

## ABOUT COMPANY //

- Incorporated in 2002; **Man Infraconstruction Limited** has two **Business Verticals**; **EPC and Real Estate**
- **Promoter Mr. Parag Shah** has 25+ years of industry experience
- Leadership of young and dynamic **Managing Director, Mr. Manan Shah**
- **Vast expertise and experience in civil construction** of port infrastructure, Residential, Commercial, Industrial & Institutional Buildings across India
- **Delivered over 25 million sq.ft.** of construction area across segments; Executed Onshore **Port Infrastructure work for 7 Ports** in India
- **Order Book of Rs. 8,005 million** (As on 31<sup>st</sup> March, 2020)
- Recognized for its superior quality construction and timely project delivery; Man Group has **delivered 7 Residential projects in Mumbai**
- About **3.3 million sq. ft. (RERA Carpet)** of **ongoing and upcoming** Residential Development Projects in Mumbai/MMR
- An **ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018** certified Company

## EXPERIENCED MANAGEMENT //



**PARAG SHAH**

**Non-executive Chairman  
& Promoter**

- Promoter of Man Infraconstruction Limited; he has experience of over 25 years in the construction industry
- Under his leadership, the Company won the prestigious contract for construction of the first private port in India at Nhava Sheva, JNPT



**MANAN SHAH**

**Managing Director**

- Joining the Company in 2013, he was instrumental in growing the Group's Real Estate Business
- At the helm, he leads the EPC and Real Estate Business Development
- With passion for design and eye for detail, he is deeply involved in the design & planning of the projects
- He has tremendous foresight which enables him to take strategic decisions at every stage of the Company's development



**SUKETU SHAH**

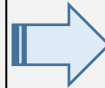
**Joint Managing Director**

- Leads the project execution team with a technical eye towards detail and successful engineering and resource planning
- Associated with the Company for more than 25 years; his leadership skills have enabled the company to execute complex projects successfully

## PROFESSIONAL & INDEPENDENT BOARD //

### **Berjis Desai**

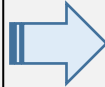
Independent Director



A Master of Law from the University of Cambridge, he is an independent legal counsel engaged in Private Client Practice. Retired as Managing Partner of J Sagar Associates, a National Law Firm; he guides the company towards strong corporate governance and culture of compliance

### **Kamlesh Vikamsey**

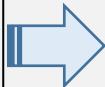
Independent Director



Former President of the Institute of Chartered Accountants of India and a Member of the Audit Advisory Committee to The United Nations and UNICEF; he guides the company in the areas of tax policies, audit & accounting

### **Dharmesh Shah**

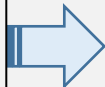
Independent Director



Guides the company in overall financial planning and asset allocation

### **Kavita Upadhyay**

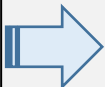
Independent Director



A Chartered Accountant, practicing in the name of Kavita B Upadhyay and Associates. She has over a decade of experience in the field of Accounting, Direct and Indirect Taxation, Transfer Pricing and Tax Compliance.

### **Ashok Mehta**

Director & CFO



A qualified Chartered Accountant, he has over 34 years of experience both in India and abroad in finance, accounts, systems and commercial aspects of the business in trading and manufacturing organizations. He is responsible for looking after finance, accounts, auditing, income-tax, GST and property related matters.

## EPC DIVISION //



- ➔ Order Book of **Rs. 8,005 million** (As on 31<sup>st</sup> March, 2020)
- ➔ New orders worth **Rs. 2,821 million** received in FY20 in Residential & Commercial Buildings and Port Infrastructure Segment

### KEY STRENGTHS :

- ➔ Team Size of about **430 employees**, Qualified and well-trained workforce
- ➔ **Owned Plant & equipment** and **limited subcontracting** result in better execution
- ➔ Experience in executing high-rise buildings and mass housing developments; **significant investment** in Formwork systems like **MIVAN**
- ➔ Efficient **project monitoring and cost control**
- ➔ Commitment to **quality and timely delivery** resulting in repeat business from clients

# MARQUEE CLIENTELE //

Excellent Client Relations with no Arbitration & no Litigation track record

**DP WORLD**

**PSA**  
The World's Port of Call

Lifting Global Trade.  
**APM TERMINALS**

**TATA HOUSING**

**Sunteck**

**PARANJPE**  
SCHEMES  
The Spirit Of New India

**NEELKANTH**  
Building Trust Since 1938

**adani**

**DB REALTY**  
THE NEXT LEVEL

**godrej** | PROPERTIES

**Kohinoor**

**ELCOME**  
INTEGRATED SYSTEMS

**VIRAJ**  
Viraj Profiles Limited

**PIMPRI CHINCHWAD**  
MUNICIPAL CORPORATION

**bharti**  
**Airtel**

**GPI**  
**GODFREY PHILLIPS**  
— INDIA LIMITED —

**ACME**  
Housing happiness, since 1976

rohan  
**Lifescapes**

**SIMPLEX**  
INFRASTRUCTURES LTD.

**praj**  
Innovate • Integrate • Deliver

# COMPLETED RESIDENTIAL PROJECTS //

*..... to name a few*



**Godrej Anandam City, Nagpur**



**Atmosphere, Mulund, Mumbai**



**Tata Housing, Mulund, Mumbai**



**Blue Ridge, Pune**



**Acme Ozone, Thane**



**Orchid Woods, Goregaon, Mumbai**

## COMPLETED PORT INFRASTRUCTURE PROJECTS //



**Nhava Sheva International  
Container Terminal (NSICT),  
Navi Mumbai**



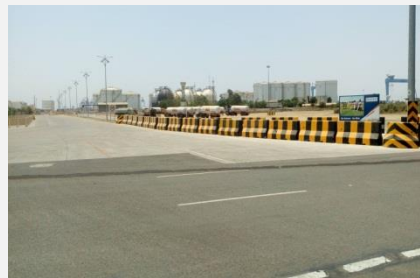
**Gateway Terminals of India  
(GTI), Navi Mumbai**



**Bharat Mumbai Container  
Terminal (BMCT) – PHASE 1,  
Navi Mumbai**



**International Container  
Transshipment Terminal  
(ICTT), Kochi**



**Port Pipavav, Gujarat**



**Mundra International  
Container Terminal (MICT),  
Mundra**



**Chennai Container Terminal,  
Chennai**

# COMPLETED COMMERCIAL PROJECTS //

*..... to name a few*



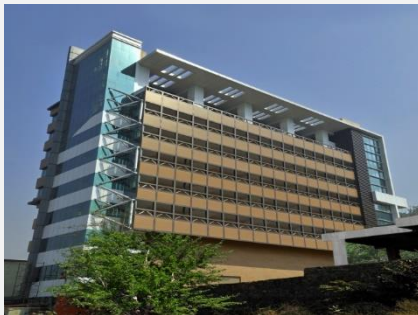
**Kohinoor Hospital**  
Kurla, Mumbai



**Kohinoor Commercial Complex**, Kurla, Mumbai



**Godfrey Philips Factory Building**, Navi Mumbai



**Airtel Switching & Data Centre**, Navi Mumbai



**Viraj Steel Section Rolling Mill**, Boisar



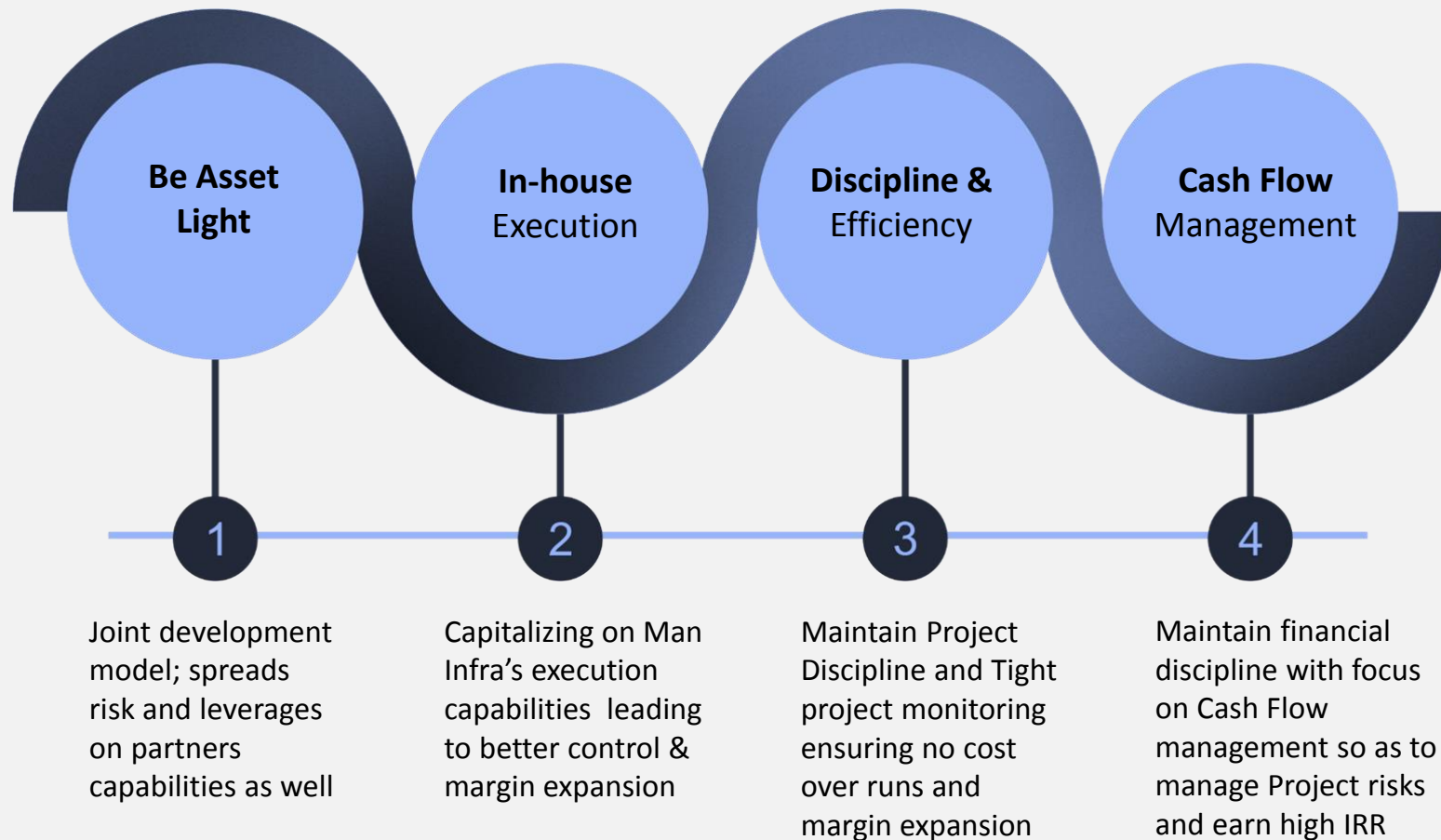
**Gigaplex I.T Park Tower**, Navi Mumbai

## REAL ESTATE DIVISION //



- ➔ Proven track record of quality and timely delivery; **7 Residential projects delivered - all before the scheduled delivery date.**
- ➔ **As on 31<sup>st</sup> March, 2020 approximately 82% inventory of 4 towers from total 6 towers of Phase 1 of the Group's Flagship Project 'Aaradhya HighPark' have been sold. Towers E and F planned to be launched in FY20-21.**
- ➔ **Completed execution and received Occupation Certificate (OC) for project 'Aaradhya Nine' in December 2019.**
- ➔ **Launched Phase II of project 'Atmosphere' in Mulund in November 2019. The project is being developed in joint venture with The Wadhwa Group and Chandak Developers.**
- ➔ **'Aaradhya One Earth' - MHADA Redevelopment project in Ghatkopar East, Mumbai planned to be launched soon; project registered with RERA and all necessary approvals received.**
- ➔ **Man Infra (through its SPVs) has invested approximately Rs. 5,000 million in own Real Estate Development Projects as on 31<sup>st</sup> March, 2020.**
- ➔ **About 3.3 million sq. ft. (RERA Carpet) of ongoing and upcoming Residential Development Projects.**

## REAL ESTATE CORE PRINCIPLES //



## ONGOING & UPCOMING REAL ESTATE PROJECTS //

Project	Project Size RERA Carpet Area (sq.ft.)	Location	Subsidiary/SPV	Man Infra's Stake in SPV	Project Status
Aaradhya HighPark – Phase 1	~639,000	Near Dahisar, Thane	Man Vastucon LLP	99.99%	Ongoing
<i>*Aaradhya HighPark (Phase 2 and 3) has a potential sale area of 1.3 million sq.ft.</i>					
Aaradhya Eastwind	~102,000	Vikhroli, Mumbai	MICL Developers LLP	99.99%	Ongoing
Atmosphere O2 (Phase II)	~605,000	Mulund, Mumbai	Atmosphere Realty P.L.	17.50%	Ongoing
The Gateway (Commercial)	~137,000	Mulund, Mumbai	Atmosphere Realty P.L.	17.50%	Project registered with RERA; launch expected soon
Aaradhya One Earth	~518,000	Ghatkopar, Mumbai	Man Realtors & Holdings P. Ltd.	66.00%	Project registered with RERA; launch expected soon

~ Approximate, \* Estimated

# ONGOING REAL ESTATE PROJECTS //



## Project: Aaradhya HighPark – Phase 1

Location: Near Dahisar, Thane

Details: 6 towers of 30 storey each



## Project: Aaradhya EastWind

Location: Vikhroli, Mumbai

Details: 1 tower of 34 storey



## Project: Atmosphere O2 (Phase 2)

Location: Mulund, Mumbai

Details: 3 Residential towers of 47 storey each

# REAL ESTATE PROJECTS DELIVERED //

aaradhya|tower



Carpet Area : 46,900 Sq.ft.

aaradhya|residency



Carpet Area : 30,200 Sq.ft.

atmosphere  
lives it



Carpet Area : 517,700 Sq.ft.



2015

2017

2019

2016

2018

2020

aaradhya|saphalya



Carpet Area : 4,200 Sq.ft.

aaradhya|nalanda



Carpet Area : 8,400 Sq.ft.

aaradhya|signature  
SION - WEST



Carpet Area : 32,500 Sq.ft.

aaradhya|nine  
GHATKOPAR-EAST



Carpet Area : 109,000 Sq.ft.

## STANDALONE FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
<b>Total Income</b>	<b>2,033</b>	<b>2,740</b>	<b>2,831</b>	<b>2,250</b>	<b>2,642</b>
Income from Operations	1,070	1,665	1,929	1,584	2,117
Other Income	963	1,075	902	666	525
<b>EBITDA (excluding Other Income)</b>	<b>(18)</b>	<b>408</b>	<b>177</b>	<b>284</b>	<b>211</b>
<b>EBITDA Margin</b>	-	24.5%	9.2%	17.9%	10.0%
<b>Profit After Tax (PAT)</b>	<b>687</b>	<b>1,085</b>	<b>737</b>	<b>596</b>	<b>431</b>
<b>PAT Margin</b>	35.8%	39.6%	26.0%	26.5%	16.3%
<b>Earning Per Share</b>	<b>2.78</b>	<b>4.38</b>	<b>2.98</b>	<b>2.41</b>	<b>1.74</b>
<b>Dividend Per Share</b>	0.55	1.26	0.54	0.54	1.53

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
<b>Total Debt</b>	-	104	-	-	-
<b>Networth</b>	8,607	8,061	7,280	6,832	6,233
<b>Debt : Equity</b>	0.00x	0.01x	0.00x	0.00x	0.00x

*Note: Above Results are in accordance with Indian Accounting Standards (IND AS)*

## STANDALONE FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Cash & Cash Equivalent + Mutual Funds	610	603	1,414	2,195	1,774
Loans (given to SPVs for own Real Estate Projects)	5,211	5,363	4,239	2,727	1,876

*...leading to generation of healthy other income*

**Note:** The above details are part of Standalone Financials

## CONSOLIDATED FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Income	2,942	4,028	6,957	4,992	2,630
Income from Operations	2,670	3,713	6,516	4,517	2,264
Other Income	272	315	441	475	366
EBITDA (excluding Other Income)	(27)	997	1,994	1,059	350
EBITDA Margin	-	26.8%	30.6%	23.4%	15.5%
Profit After Tax (PAT)	(71)	418	665	530	176
PAT Margin	-	10.4%	9.6%	10.6%	6.7%
Earning Per Share	(0.29)	1.69	2.69	2.14	0.71
Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Debt	3,964	4,502	4,365	2,956	2,830
Long Term Debt	3,632	4,028	3,888	2,485	2,314
Short Term Debt	332	474	477	471	516
Networth	6,698	6,940	6,884	6,544	6,011
Debt : Equity	0.59x	0.65x	0.63x	0.45x	0.47x

*Note: Above Results are in accordance with Indian Accounting Standards (IND AS)*

## WAY FORWARD //

### EPC

#### Capture the Infra Growth Story

- Opportunity driven by Govt. schemes like PMAY to provide 'Housing for All'
- Investment of Rs. 1.42 trillion by 2035 under the Sagarmala Programme for modernisation of ports.
- Huge investment outlay for Roads, Highways & Bridges to support the growing urbanization.

### REAL ESTATE

#### Expand Real Estate Outlay

- Seek Real Estate Opportunities in Mumbai through Asset Light Model to minimize risks, benefit from Partner Capabilities & develop multiple projects; aiding future growth.
- In-house construction capabilities ensuring timely completion and maximizing returns.

**THANK  
YOU //**



**Corporate Office: Man Infraconstruction Limited,  
12th Floor, Krushal Commercial Complex, GM Road,  
Chembur (W), Mumbai – 400089**

**T: +91 22 4246 3999**

**Construction: [www.maninfra.com](http://www.maninfra.com) | Real Estate: [www.miclgroup.in](http://www.miclgroup.in)**

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**For further information, please contact company:**

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**Investor Relations : Ms. Shruti Udeshi  
[shruti@maninfra.com](mailto:shruti@maninfra.com)**

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