



KALPATARU
POWER TRANSMISSION LIMITED



JMC Projects (India) Limited
a Kalpataru Group Enterprise

Investor Presentation

June 2015



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Shree Shubham Logistics Limited a subsidiary of Kalpataru Power Transmission Limited, is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its equity shares and has filed a draft red herring prospectus (“DRHP”) with the Securities and Exchange Board of India. The DRHP is available on the website of the SEBI at www.sebi.gov.in as well as on the websites of the BRLMs at www.ingacapital.com, www.idfccapital.com and <http://www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm> . Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, see the section titled “Risk Factors” of the offer document. Investors should not rely on the DRHP filed with the SEBI.



Contents

- **Group Overview & Milestones**
- **Business Segments**
 - **Power Transmission & Distribution**
 - **JMC Projects**
 - **Infrastructure - Oil & Gas Pipeline & Railways**
 - **Shree Shubham Logistics**
 - **PPP Projects – Power Transmission & Roads**
 - **Development Projects**
- **Financial Highlights**
- **Sectors Outlook**
- **Key Challenges**
- **Key Growth Drivers**

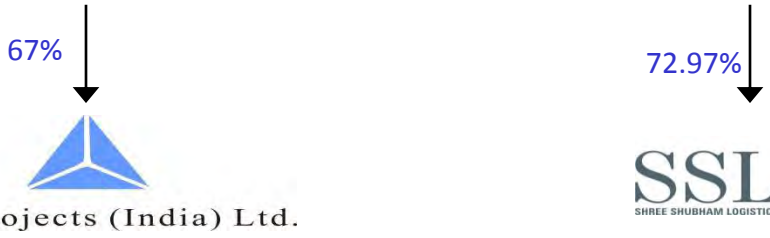
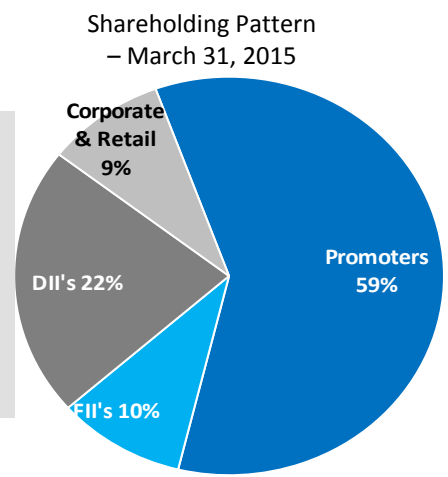


Kalpataru Group

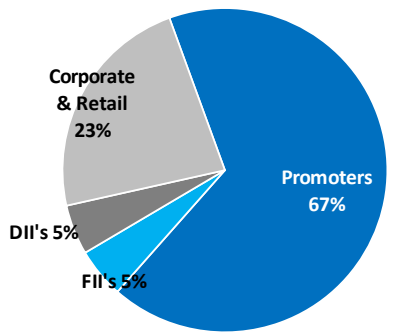


- Established in 1969
- Amongst the largest real estate developers in India
- Over 1,000 professionals

- Leading EPC player in power transmission and oil & gas infrastructure sector
- Experience of over 3 decades
- FY14 Turnover of Rs 72 Bn
- Net worth of Rs 21 Bn
- Market cap of Rs 35 Bn *(listed on BSE & NSE)*



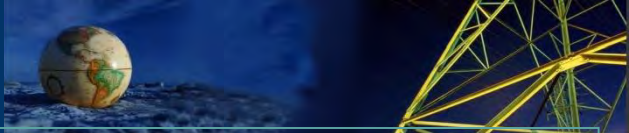
Shareholding Pattern – March 31, 2015



- Leading EPC player in civil construction and infrastructure
- Experience of over 3 decades
- FY15 Turnover of Rs 25 Bn
- Net worth of Rs 5 Bn
- Market cap of Rs 5 Bn *(listed on BSE & NSE)*

- Integrated business model focused on the midstream segment of agri-commodity value chain
- Wide network of 149 warehouses across Rajasthan, Gujarat, Madhya Pradesh and Maharashtra *(as on 30th Nov 2014)*

Key Milestones



Setup new plant of 55,000 MT's at Raipur
 Entered into 2 new countries – Bhutan & Tajikistan
 JMC won first international road EPC contract in Ethiopia
 PE fund (Tano India Pvt Equity Fund II) invested in SSL

Entered into 3 new countries for turnkey contracts – Ukraine (CIS), DR Congo & Tanzania
 Ventured into railway EPC contract – won Rs 5 Bn orders
 Consolidated order book crossed Rs 100 Bn

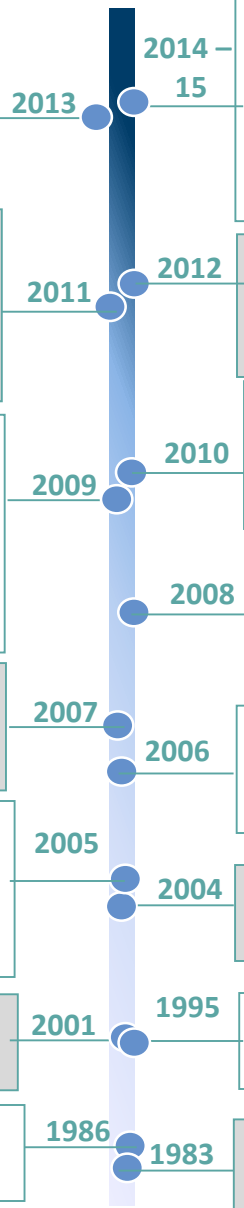
Won first BOOT transmission project in Haryana
 Single largest pipeline laying order – 550 kms from HPCL-Mittal
 Won largest international transmission contract of India – MEW Kuwait US\$ 250 Mn

Ventured into warehousing & logistics sector – acquired SSSL

Diversified into civil construction – acquired 46% in JMC projects
 Expanded fabrication capacity with EOU of 30,000 MT pa

First overseas turnkey contract – 380KV Turkey

First turnkey transmission line project - 400 KV from NTPC



Executed second transmission line BOOT project in MP
 Entered into 2 new countries – Poland & Botswana, Expanded reach to over 40 countries
 All 4 road BOOT projects of JMC started commercial operations

Entered into 4 new countries – Srilanka , Thailand, Uganda & Armenia
 Commissioned first transmission BOOT project

JMC won 2 road BOOT projects
 Won first EHV lines order from Kenya – 500 kms
 Raised over US\$ 100 Mn through QIP Issue

Expanded fabrication capacity to 108,000 MTs

2006 Maiden QIP Issue – Raised US\$ 75 Mn
 Issued 1:1 bonus to reward shareholders





First 765 KV turnkey EPC contract

First 800KV tower supply

Established tower manufacturing plant

Key Business Segments






Divisions / Subsidiaries	Business Presence	FY15 Revenue Contribution (Rs 72 Bn)	March'15 Order Book Contribution (Rs 108 Bn)
 <p>Power Transmission & Distribution</p>	<ul style="list-style-type: none"> • Among the top global EPC player in transmission projects • Offers integrated solutions from designs to stringing of upto 1,200 kv tower • Footprints across 40 countries • Installed 14,000 kms transmission lines & supplied 900,00 MT towers • Own two transmission line BOOT* projects on VGF* basis 	56%	40%
 <p>JMC Projects</p>	<ul style="list-style-type: none"> • Leading civil contracting company in India • Execute civil & structural works for factories, buildings, roads and highways, power plants, metro stations across the country • Strong workforce of over 3,000 professionals • Own 4 road BOOT projects on toll basis 	34%	52%
 <p>Oil & Gas Pipelines</p>	<ul style="list-style-type: none"> • Completed laying of over 2,500 km of pipelines across country over last 7 yrs • Clientele include all majors like GAIL, IOCL, HPCL, BPCL, Cairn, Reliance etc • Setup oil pumping stations & terminals, Central gas gathering stations, sub-marine pipelines & offshore well-head platforms 	4%	8%
 <p>Railways</p>	<ul style="list-style-type: none"> • Undertake track laying, signaling & telecommunication, overhead electrifications works for railways in India and overseas • Leveraging synergies of KPTL in electrification work and JMC in civil related work 		

* BOOT – Build, Operate, Own and Transfer
 * VGF – Viability Gap Funding

Other Business Segments



Divisions / Subsidiaries	Business Presence	FY15 Revenue Contribution (Rs 72 Bn)	March'15 Order Book Contribution (Rs 108 Bn)
 <p data-bbox="105 297 292 354">Bio Mass Energy Generation</p>	<ul style="list-style-type: none"> Operating 2 biomass based power generation plants of around 16 MW in Rajasthan Having PPA's with state electricity boards Both plants earns Certified Emission Reductions (CER's) on usage of agriculture residues 	2%	NA
 <p data-bbox="64 565 331 591">Shree Shubam Logistics</p>	<ul style="list-style-type: none"> Integrated business model focused on the midstream agri—commodity value chain Network of 149* warehouses across Rajasthan, Gujarat, Madhya Pradesh and Maharashtra with a capacity of 9.39 mn sq ft * in terms of storable floor plate area Also undertakes activities such as procurement, trading, collateral management and funding facilitation activities besides primary processing 	4%	NA
 <p data-bbox="78 822 327 848">Development Projects</p>	<ul style="list-style-type: none"> Developed an IT Park in Thane, Maharashtra of 0.3 Mn sqft Developing an Residential cum Retail complex at Indore, Madhya Pradesh of 0.4 Mn sqft 	-	NA

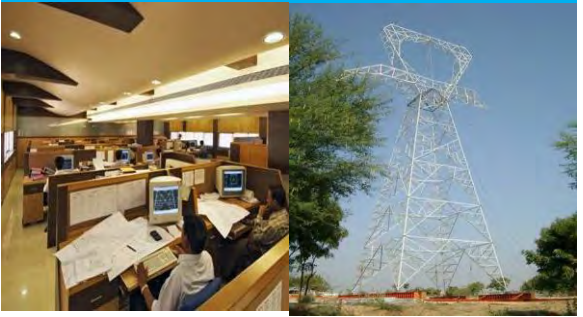
* As on 30th November 2014

Power T&D

Best global practices across value chain..



Designing & Testing



Among the largest tower testing and R&D centre across globe

- Testing capability of upto 1,200 kv tower
- Helicopter simulation facility to test upto 85 mtrs tower

Latest Technologies/Software

- PLS, STADD III, iTower for Tower Design
- PLS CADD for Profiling
- AutoCAD and BoCAD for Drawing/Detailing
- Micro station

Experience of all International standards & specifications

Manufacturing



Integrated manufacturing capacity of over 180,000 MT's in Gujarat & Chhattisgarh

Delivered over 40,000 towers across globe

Strategically located plants

Construction



Undertaking across 18 countries

Workforce of over 15,000

Capable of Helicopter erection facilities

Power Transmission

Global Footprints across 42 countries



Australasia

- Australia
- Bangladesh
- Indonesia
- Laos
- Malaysia
- Nepal *
- Philippines **
- Thailand **
- Vietnam
- India **
- Srilanka **
- Bhutan **
- Ukraine (CIS) **
- Armenia (CIS) **
- Tajikistan (CIS) **

Middle East

- Iraq
- Kuwait **
- Syria
- UAE **
- Qatar **
- Saudi Arabia **

Europe

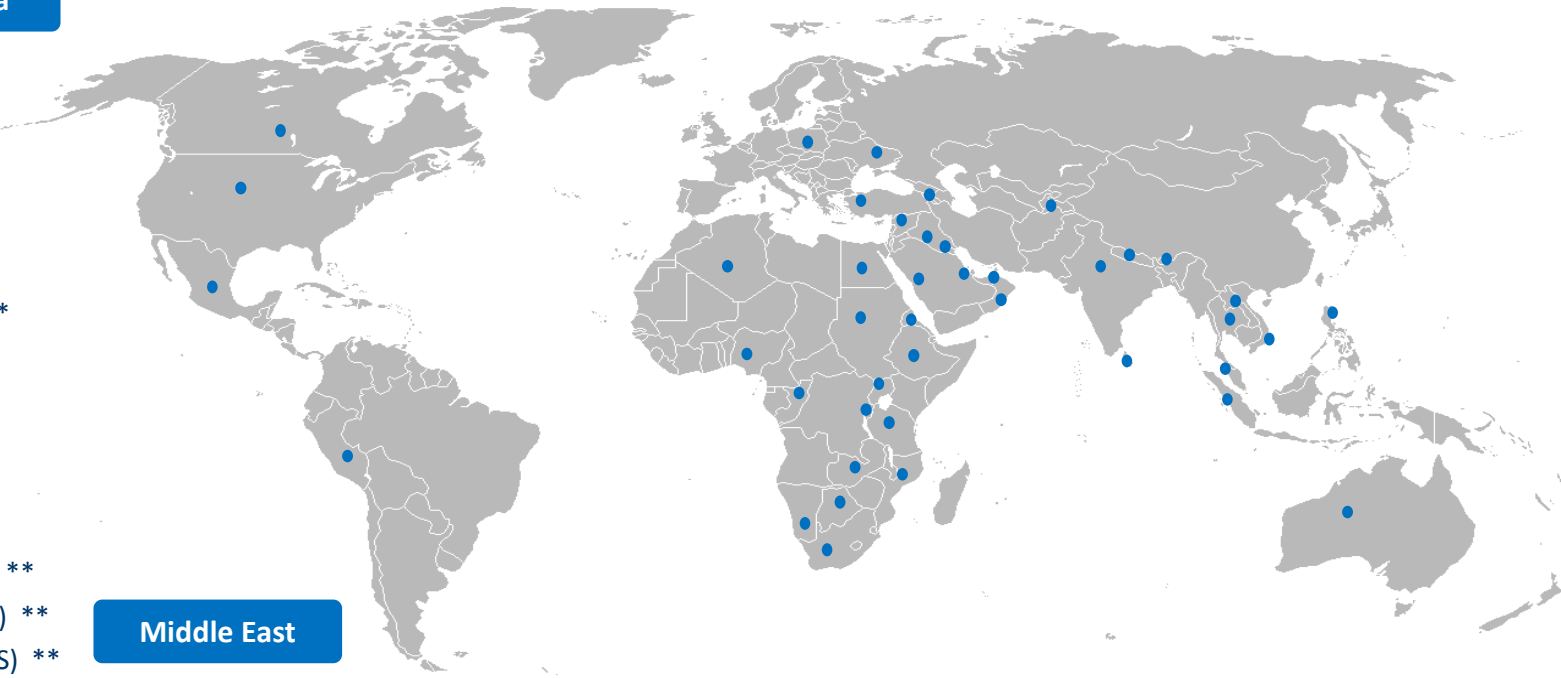
- Turkey *
- Poland

Africa

- Algeria **
- Congo **
- Djibouti *
- Ethiopia **
- Kenya **
- Mozambique
- Namibia
- Nigeria
- S. Africa *
- Tanzania *
- Uganda **
- Zambia **
- Egypt **
- Rwanda **
- Botswana **

Americas

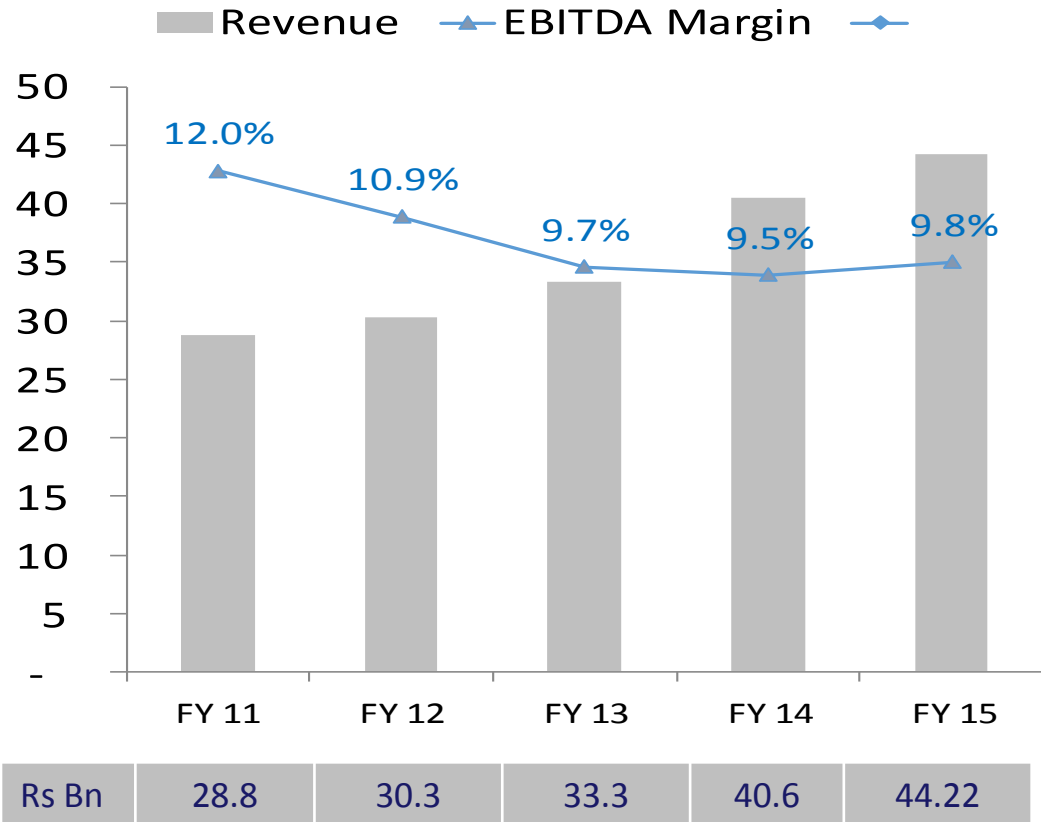
- Canada
- Mexico
- Peru
- USA



* Projects executed on Turnkey basis
 ** Projects under execution on Turnkey basis in 21 countries

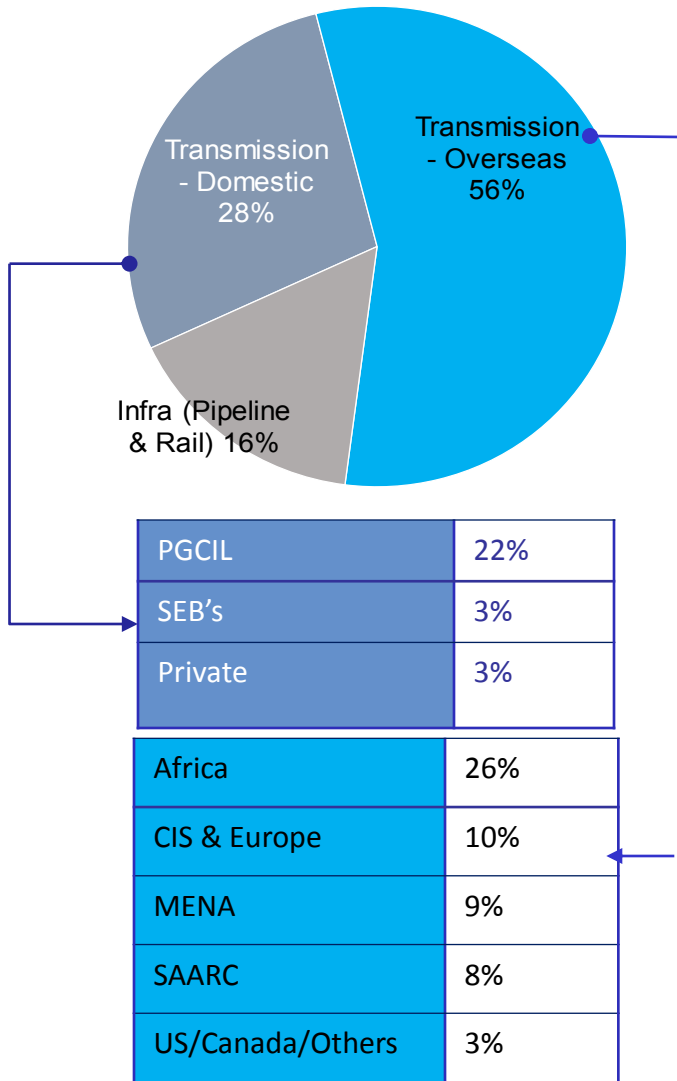
Major Turnkey Projects under execution

Location	Congo I & II (Africa)	Ukraine (CIS Country)	Egypt (Africa)	Bhutan (SAARC)	Zambia (Africa)	Thailand (Asia)
Order Size	US\$ 265 Mn	US\$ 170 Mn	US\$ 103 Mn	US\$ 95 Mn	US\$ 84 Mn	US\$ 62 Mn



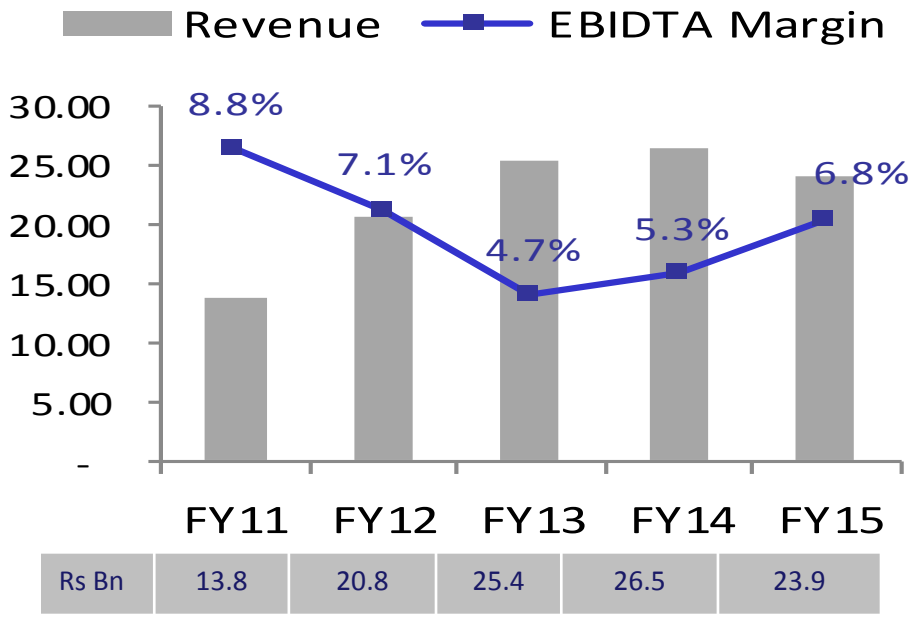
Growth momentum & Margins are maintained despite challenging environment

Order Book of Rs 51.5 Bn (31st March 2015)

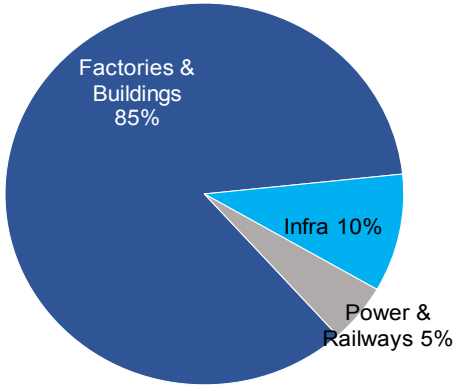


JMC Projects (67% subsidiary)

Consolidation and Turnaround phase



Order Book of Rs 56.5 Bn (31st March 2015)



Turnkey Service Provider

- Civil
- Mechanical
- Electrical
- Firefighting
- High-voltage Air-conditioning (HVAC)
- Landscaping

Strong Clientele

Factories



Buildings



Power BOP



Infrastructure (Roads, Metro, Water)





Currently executing 6 projects of GAIL, IOC & OIL with an order value of around Rs 6 Bn



Leading EPC player in oil & gas infrastructure sector

- Oil & Gas pipeline
- Gas gathering station
- Process plants
- Refineries
- Sub-marine pipelines
- Off-shore well-head platforms

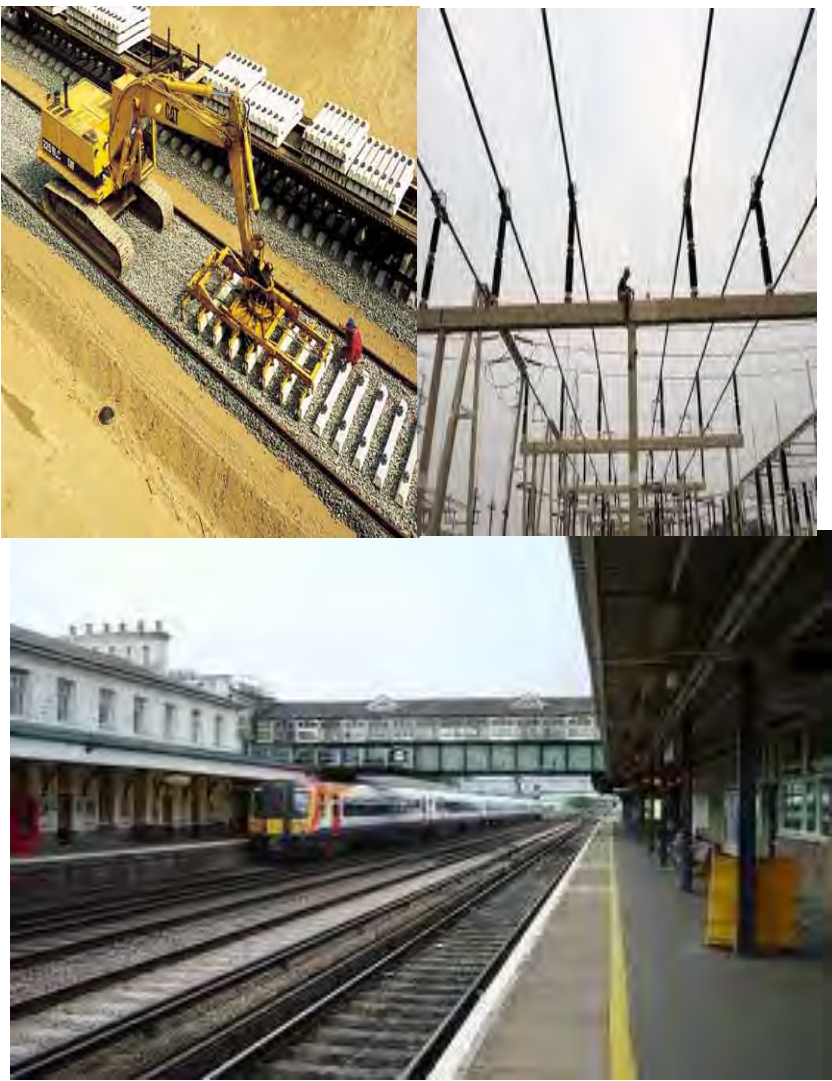
Completed laying of over 2,500 km of oil & gas pipelines

Workforce of over 2,000

Setup more than 70 oil & gas stations

Catering to all major players in the sector





Electrical Expertise



JMC Projects (India) Ltd.

Civil Expertise



Dedicated Railway Division

- New Track laying
- Track Renewal
- Overhead Electrifications (OHE)
- Signaling & Telecommunication(S&T)
- Gauge Conversion
- Bridges
- Station Buildings & Platforms
- Traction sub-station

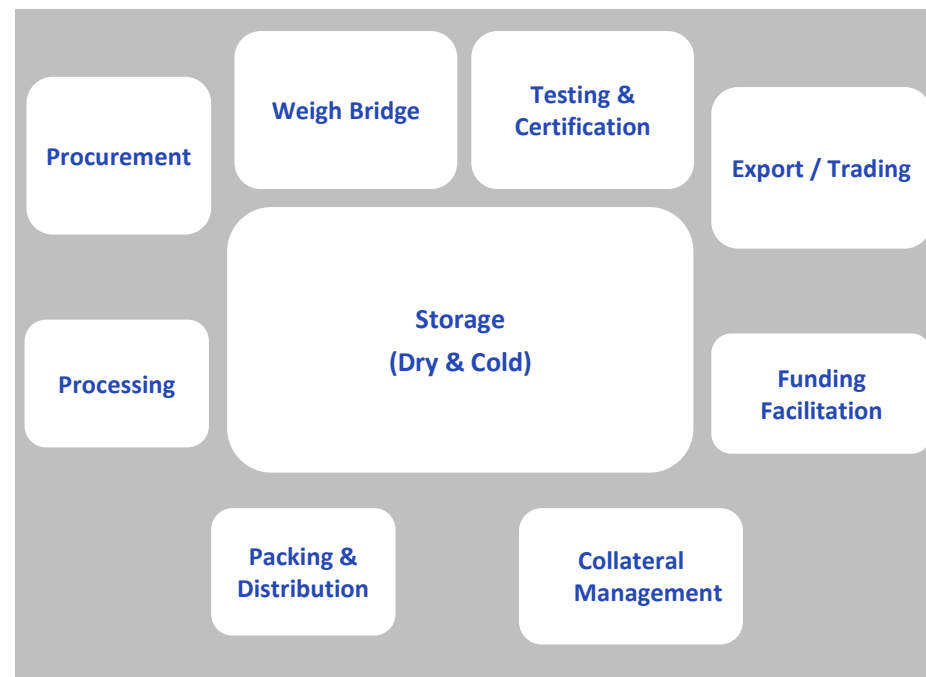
Executing 6 projects of with project value of Rs 2 Bn

Gearing up to cater Dedicated Freight Corridor (DFC) opportunities

Actively looking international projects also - executing a Bangladesh project



Offering One-stop solutions across value chain



ISO 9001:2008 & 22000:2005 certified company
A government recognized star export house

PPP Projects – TL BOOT

Long term assets creation for balanced revenue model



Projects	Jhajjar KT Transco Pvt Ltd		Kalpataru Satpura Transco Pvt Ltd	
Model	Annuity based		Annuity based	
Project Scope	400 kv/220 kv transmission line of 100 kms in Haryana		400 kv Satpura – Ashta DCDS transmission line of 240 kms in MP	
SPV ownership	Kalpataru Power	51%	Kalpataru Power	100%
	Techno electric	49%		
Project Cost	Rs 4.5 Bn		Rs 3.4 Bn	
<i>Debt</i>	<i>Rs 2.7 Bn</i>		<i>Rs 2.12 Bn</i>	
<i>Grant</i>	<i>Rs 0.9 Bn</i>		<i>Rs 0.6 Bn</i>	
<i>Equity</i>	<i>Rs 0.9 Bn</i>		<i>Rs 0.68 Bn</i>	
Premium Payment	-		-	
Concession Period	25 yrs + 10 yrs extendable		25 yrs + 10 yrs extendable	
Completion date	Commenced operation in March 2012		Commenced operation in April'15	
Current Status	Generating revenue of Rs 540 Mn pa		Generating revenue of Rs 380 Mn pa	

PPP Projects – Road BOOT (under JMC).. 1/2

Long term assets creation for balanced revenue model



Projects	Kurukshetra Expressway Pvt Ltd		Brij Bhoomi Expressway Pvt Ltd	
Model	Toll based		Toll based	
Project Scope	Four laning of 83 kms on NH 71 in Haryana under NHDP Phase III between Rohtal to Bawal		2 laning of 79 kms of Agra – Aligarh section on NH 93	
SPV ownership	JMC Projects	51%	JMC Projects	100%
	SREI Infrastructure	49%		
Project Cost	Rs 10.35 Bn		Rs 2.65 Bn	
<i>Debt</i>	<i>Rs 7.9 Bn</i>		<i>Rs 1.6 Bn</i>	
<i>Grant</i>	-		<i>Rs 0.5 Bn</i>	
<i>Equity</i>	<i>Rs 2.4 Bn</i>		<i>Rs 0.5 Bn</i>	
Premium Payment	Rs 0.12 Bn p.a		-	
Concession Period	28 yrs		15 yrs	
Expected COD	Received full COD in Q3FY15		Received Full COD in Q4FY15	
Current Status	Generating revenue on full stretch		Generating revenue on full stretch	

PPP Projects – Road BOOT (under JMC).. 2/2

Long term assets creation for balanced revenue model



Projects	Wainganga Expressway Pvt Ltd		Vindhyachal Expressway Pvt Ltd	
Model	Toll based		Toll based	
Project Scope	4 laning of 45 kms Nagpur – Wainganga section on NH 6, connecting Kolkata & Surat		Four laning of 89 kms on NH 7 from Rewa bypass to hanumana border (MP/UP border)	
SPV ownership	JMC Projects	100%	JMC Projects	100%
Project Cost	Rs 4.5 Bn		Rs 6.9 Bn	
<i>Debt</i>	<i>Rs 3.3 Bn</i>		<i>Rs 5.0 Bn</i>	
<i>Grant</i>	-		-	
<i>Equity</i>	<i>Rs 1.2 Bn</i>		<i>Rs 1.9 Bn</i>	
Premium Payment	Rs 0.3 Bn pa		Rs 0.04 Bn pa	
Concession Period	18 yrs		27 yrs	
Expected COD	Received Full COD in Q4FY15		Expecting full COD by Q2FY16	
Current Status	Generating revenue on full stretch		Generating revenue on partial COD basis	

Developmental Projects

.... facilitate to create BOOT portfolio

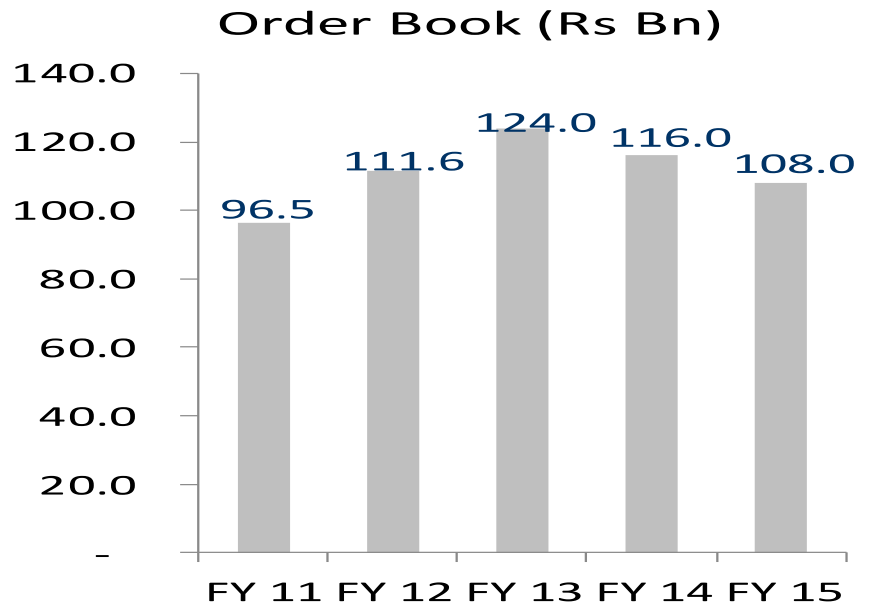
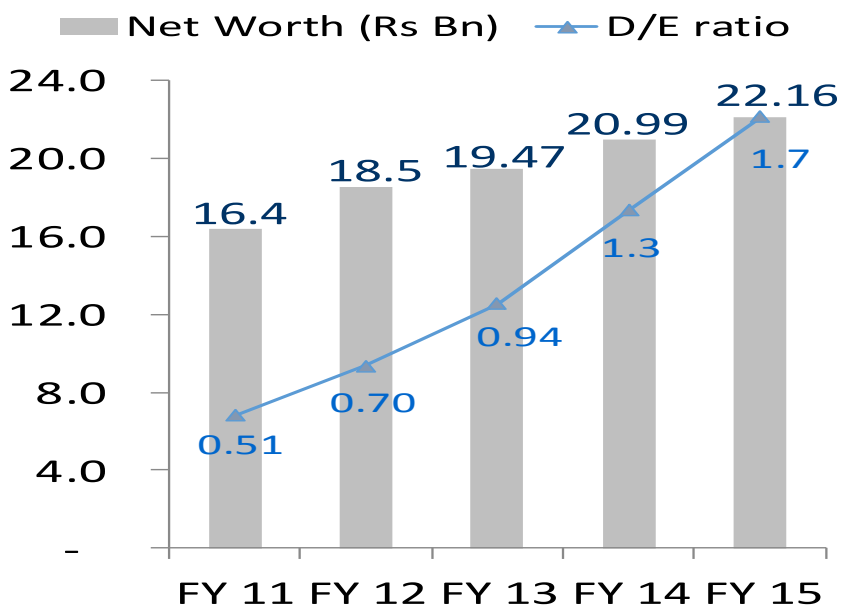
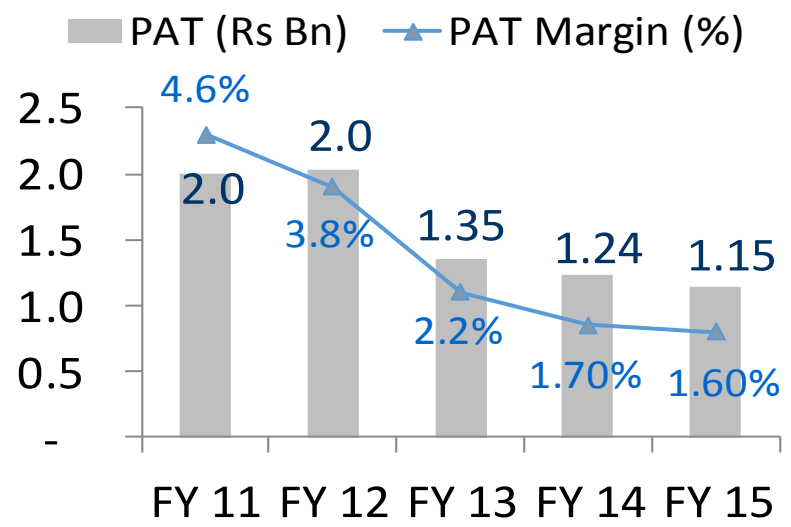
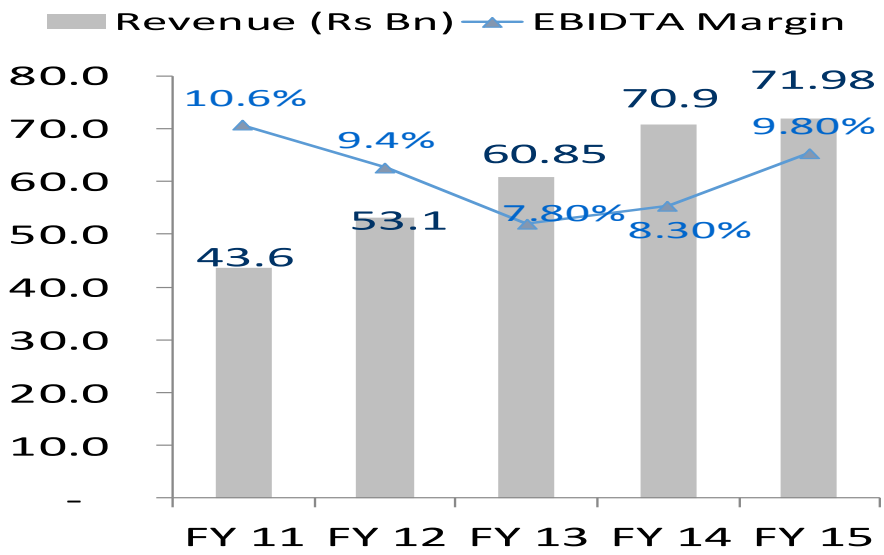


Projects	Thane IT Park	Indore Complex
SPV Name	Amber Real Estate Ltd	Saicharan Properties Ltd
Ownership	100%	100%
Saleable Area	0.32 Mn sq ft	0.42 Mn sqft
End use	100% Commercial	90% Residential, 10% Retail
Model	Lease / Sale	Under evaluation
Project Cost	Rs 1.5 Bn	To be finalized
<i>Debt</i>	<i>Rs 0.8 Bn</i>	<i>To be finalized</i>
<i>Equity</i>	<i>Rs 0.7 Bn</i>	<i>To be finalized</i>
Expected Completion Date	Completed	FY 18
Current Status	Sale/lease process underway – over 15% of saleable area leased	Planning to launch in Q2 FY16



Financial Highlights

Financials highlights of last 5 yrs – Consolidated basis



Financial highlights – KPTL Consolidated



KPTL Consolidated			
	<i>(Amount in Rs Crs)</i>		
Particulars	FY15	FY14	Growth
Total Income	7,198.2	7,090.3	2%
Core EBIDTA (excl. other income)	704.3	589.7	19%
Finance Cost	337.0	248.8	35%
PBT	224.1	215.3	4%
PAT	115.4	123.9	-7%
Core EBIDTA Margin	9.8%	8.3%	
PBT Margin	3.1%	3.0%	
PAT Margin	1.6%	1.7%	

Particulars	FY15	FY14	Diff.
Loan Funds	3,684.1	2,731.4	952.7
(+) Long Term borrowings	2,473.2	1,727.5	745.7
(+) Short Term borrowings	967.9	811.1	156.8
(+) Current maturities of long term debt	243.0	192.8	50.2

Financial Highlights – KPTL Standalone



KPTL Standalone

(Amount in Rs Crs)

Growth	FY15	FY14	Particulars	Q4 FY14	Q4 FY15	Growth
9%	4,422.3	4,055.3	Total Income	1,152.1	1,071.0	-7%
10%	426.7	386.2	Core EBIDTA (excl. other income)	109.1	104.9	-4%
-3%	140.9	146.0	Finance Cost	31.7	32.8	3%
15%	252.9	219.1	PBT	69.7	61.9	-11%
13%	165.6	146.4	PAT	47.0	40.1	-15%
	9.6%	9.5%	Core EBIDTA Margin	9.5%	9.8%	
	5.7%	5.4%	PBT Margin	6.0%	5.8%	
	3.7%	3.6%	PAT Margin	4.1%	3.7%	

Particulars	Q4 FY15	Q4 FY14	Q3 FY15	y-o-y	q-o-q
Loan Funds	971.4	785.0	799.1	186.4	172.3
(+) Long Term borrowings	294.3	67.7	202.9	226.6	91.4
(+) Short Term borrowings	616.3	631.0	535.4	(14.7)	80.9
(+) Current maturities of long term debt	60.8	86.3	60.8	(25.5)	-

Financial Highlights – JMC Standalone



			JMC Standalone		(Amount in Rs Crs)	
Growth	FY15	FY14	Particulars	Q4 FY14	Q4 FY15	Growth
-10%	2,399.9	2,654.3	Total Income	700.5	662.1	-5%
20%	163.4	135.7	Core EBIDTA (excl. other income)	41.3	53.2	29%
53%	84.1	55.1	Finance Cost	13.1	24.2	85%
44%	43.6	30.2	PBT	16.2	24.7	52%
30%	29.9	23.0	PAT	10.7	16.6	55%
	6.8%	5.1%	Core EBIDTA Margin	5.9%	8.0%	
	1.8%	1.1%	PBT Margin	2.3%	3.7%	
	1.2%	0.9%	PAT Margin	1.5%	2.5%	

Particulars	Q4 FY15	Q4 FY14	Q3 FY15	y-o-y	q-o-q
Loan Funds	668.8	429.4	741.3	239.4	(72.5)
(+) Long Term borrowings	310.8	223.6	334.1	87.2	(23.3)
(+) Short Term borrowings	268.4	134.5	335.4	133.9	(67.0)
(+) Current maturities of long term debt	89.6	71.3	71.8	18.3	17.8



Sectors Outlook & Opportunities



Planned investment in Indian transmission sector

Clients	Amt in Rs Bn
PGCIL	1,200
SEB's	1,000
Private	200
Total	2,400

Focus Areas

Maintain threshold limit for margins

Choose adequately funded projects

Target high margin projects which need fast track execution

KPTL focus states	Expected orders in next 3-5 yrs
Maharashtra	10- 15
Rajasthan	7.5 - 15
Andhra Pradesh/ Telangana	7.5 - 10
Bihar	10-15
Karnataka	15
Tamil Nadu	25
Gujarat	5 - 10
Madhya Pradesh	5
Total	85 - 110

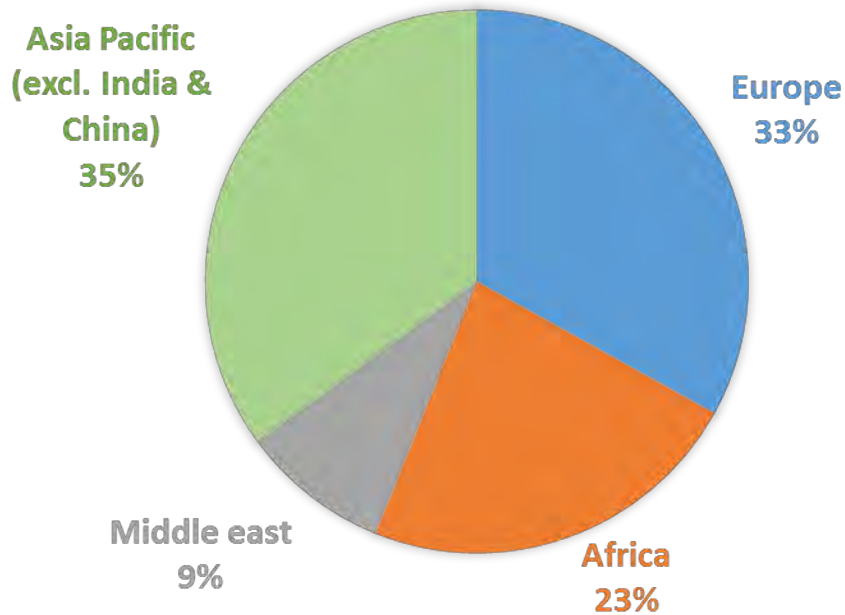
**Opportunity of
over**

**Rs 1,300 Bn* in
next 5 yrs**

* Assuming 55% Transmission line share



Total Transmission Capex of 3 lakh kms over next 5 yrs



Source: Global Transmission Report 2014

Focus Areas

Focus on existing network countries for repeat projects

Expand into new territories

Target funded projects specially in Africa

Opportunity of
over
US\$ 70 Bn* in
next 5 yrs

* Assuming 250,000 USD/per km Transmission line share



Opportunities in India over next 5 yrs

Segments	Orders value (US\$ Bn)	Clients
Pipeline	3.3	<ul style="list-style-type: none"> • ONGC • HPCL • IOCL • BPCL • Gail • GSPL • Tata Steel • CPCL
Plants	7.4	
Total	US\$ 10.7 Bn	

**Opportunity of over
US\$ 30 Bn in next 5 yrs**

Source: International oil and gas journal estimates

Overseas opportunities over next 5 yrs

Regions	Countries	Order Value (US\$ Bn)	Regional Total
Middle East	Iraq	5.0	12.0
	Qatar	1.0	
	UAE	1.5	
	Oman	1.0	
	Saudi	2.0	
	Kuwait	1.5	
South East Africa	Kenya	0.5	5.5
	Uganda	1.0	
	Sudan	1.0	
	Turkey, Azerbaijan	2.0	
	Syria, Algeria, Nigeria	1.0	
South East Asia	Bangladesh	1.0	3.5
	Myanmar	1.0	
	Thailand	0.5	
	Malaysia	1.0	
Total			US\$ 21 Bn



Opportunities in India over next 3 yrs

Clients	Orders value (Rs Bn)
Indian Railways (16 zones), RVNL, IRCON, RITES, KRCL, MRVC, IRFC, CORE	224
Dedicated Freight corridor	95
Metro rail projects	95
Private (<i>Railway sidings tracks</i>)	10
Total	Rs 424 Bn

**Opportunity
of over
Rs 400 Bn in
next 3 yrs**

Goals of Indian Railways

Category	Till FY 20
Doubling (including DFC)	11,000 kms
Gauge conversion	9,500 kms
New line	24,000 kms
Electrification	12,000 kms
World-class stations (<i>Bid out/Concession</i>)	38 stations
High-speed corridors	2,000 kms



Key Challenges

Execution delays due to Right of way (ROW) & Environmental issues

Shortage of skilled & semi-skilled labor

Intense competition

Volatility in raw material prices

High Interest rates

FOREX rate fluctuations



Key Drivers

Experienced Management Team

Existing Clientele

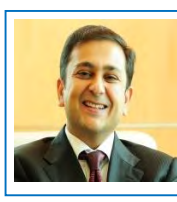
Safety, Environment and Quality

Management Team



Mr Mofatraj P. Munot (Chairman)

Founder, Promoter and Chairman of Kalpataru Group with over 46 years of experience in the field of Real Estate and Property development, Civil Contracting & various industries



Mr Parag Munot (Promoter Director)

Director of the Company since 1991. An M.B.A. from the Carnegie Mellon University and has nearly 18 years of experience in real estate and property development



Mr Manish Mohnot (Managing Director)

CA, ICWA & holder of advanced management program from Harvard University, USA. He is having experience of 2 decades in areas related to power, oil and gas, infrastructure and other sectors related to Infrastructure



Mr Kamal Jain (Director – Finance & CFO)

Chartered Accountant with professional experience of more than 30 yrs in Strategic Finance, Corporate Strategy, Accounts and Taxation



Mr D B Patel (Director - Operations)

Bachelor of Mechanical Engineering with more than 30 yrs of experience in Production, Planning and Engineering of Transmission Line Projects



Mr Sanjay Dalmia (Director – International Business)

CA & CS with over 30 yrs of experience ranging from managing different businesses viz. Textiles, Mining, Diamond & Jewellery and EPC

KPTL Executive Team

Gyan Prakash	President & CEO (Oil & Gas Infrastructure)
S. Mukherjee	President (International)
S. Ayya Durrai Pandian	President (Construction)
M.A. Baraiya	President (HR)
Anil Kumar	Head – Railways
Prasun Dutta	Head – Substations
Rajeev Dalela	Dy President (T&D)

JMC Management Team



Mr. S K Tripathi (Dy. Managing Director & CEO)

Civil Engineer with over 29 yrs of experiences in all major infrastructure sectors including highways and airports. He has worked in major Infrastructure companies like L&T, Gammon India and others under various roles.



Mr. Manoj Singh (Executive Director)

Civil engineer from University of Mysore and M.B.A. (Finance) from IMT, Ghaziabad. He has rich experience of securing and executing Power Projects, Petrochemical & Refinery Plants, Steel Plants, Cement Plants & other major Industrial Projects as well as Infrastructure Projects like Railway Tracks, Bridges and Highways

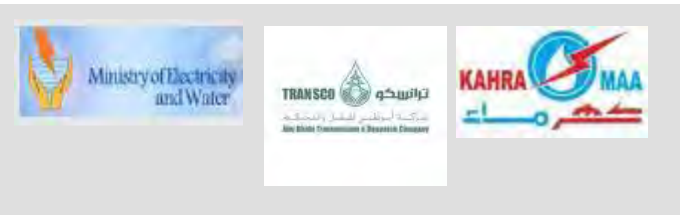
Existing Clientele



Asia / India



Middle East



South East Asia



North America



Africa



And Many More....



ISO 9001:2008 Certified Plants

ISO 14001 Certified Export Unit

ISO 14001 Certified Overseas Construction Units

Green Policy

- **Adopts environment friendly dull finishing of products**
- **Maintains 100% fumigation of export containers**
- **Installed Flux regeneration plants, Acid and white fume extractors, Eco- ventilator fans to maintain desired HSE and Quality levels**
- **Obtained CER for both the Biomass Power Plants**



Thank You