

# JMC Projects (India) Limited

**ENGINEERS & CONSTRUCTORS**  
**(A Kalpataru Group Enterprise)**

Corporate Office : 6th Floor, Kalpataru Synergy, Opp. Grand Hyatt, Santacruz (East), Mumbai - 400055  
Phone : +91-22-3005 1500 • Fax : +91-22-3005 1555 • www.jmcprojects.com



December 2, 2015

|  |   |
|--|---|
| Corporate Service Department<br><b>BSE Limited</b><br>25 <sup>th</sup> Floor, Phiroze Jeejeebhoy Towers,<br>Dalal Street, Mumbai 400 001 | The Listing Department<br><b>National Stock Exchange of India Ltd</b><br>Exchange Plaza, Plot no. C/1, G Block,<br>Bandra-Kurla Complex, Bandra (E)<br>Mumbai 400 051 |
| Fax No. 022 2272 3121 / 3719   | Fax No. 022 2659 8237 / 38 / 8238   |
| Scrip Code: 522263   | Trading Symbol: JMCPROJECT – EQ   |

**Ref.: JMC Projects (India) Limited**

Dear Sirs,

Please find attached the presentation, that may be made by the Company to the analysts/institutional investors, enclosed in terms of Regulation 46 (2) (o) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You.

Yours faithfully  
For JMC Projects (India) Limited

*Tarak Shah*  
for Tarak Shah  
Sr. Manager - Secretarial



Encl.: As above



# JMC Projects (India) Limited

## Investor Presentation



# Disclaimer

---

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures and financial results are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward looking statements.

The information contained in these materials has not been independently verified. None of the companies, its Directors, Promoters or affiliates, nor any of its or their respective employees, advisors or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document and makes no representation or warranty, express or implied for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them or on behalf of them and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current and if not stated otherwise as of the date of this presentation. The company undertakes no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of JMC Projects (I) Ltd (the “Company”), nor shall it, or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. Any person/party intending to provide finance/invest in the shares/business of the company should do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

JMC Projects (India) Limited proposes, subject to receipt of requisite approvals, market conditions and other considerations, to make a rights issue of its equity shares and has filed a Draft Letter Of Offer (“DLOO”) with the Securities and Exchange Board of India (“SEBI”). The DLOO is available on the website of the SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) as well as on the website of the lead manager at [www.ingacapital.com](http://www.ingacapital.com)



# Contents

---

- Company Overview
- Business Areas
  - Construction Business
  - Road BOOT Business
- Financial Highlight
- Industry Outlook, Challenges & Strategy
- Awards & Recognitions
- Completed Projects



# Company Overview

---



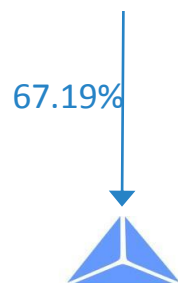
# Group Overview



- Leading EPC player in power transmission and oil & gas infrastructure sector
- Experience of over 3 decades
- FY15 Turnover of Rs 72 Bn (consolidated)
- Net worth of Rs 22 Bn on 30<sup>th</sup> Sept'15
- Market cap of Rs 43 Bn (listed on BSE & NSE) as on 30<sup>th</sup> Nov'15



- 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 30<sup>th</sup> Nov 2014)



JMC Projects (India) Ltd.

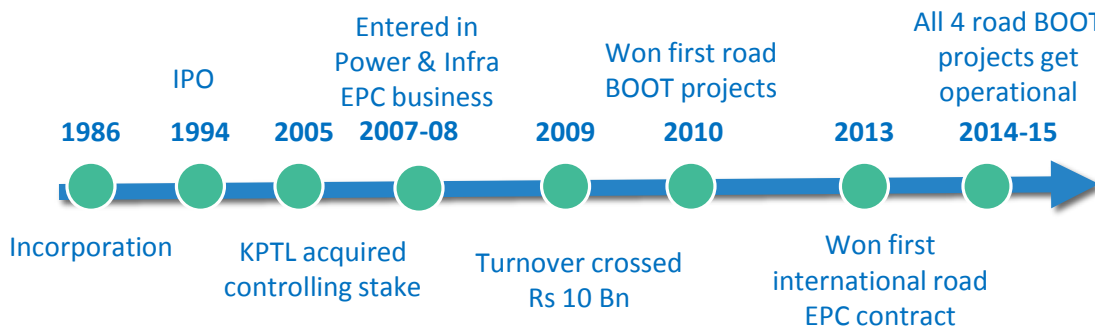
- EPC player in civil construction and infrastructure
- Experience of approximately 3 decades
- FY15 Turnover of Rs 25 Bn
- Net worth of Rs 5 Bn as on 30<sup>th</sup> Sept'15
- Market cap of Rs 7 Bn (listed on BSE & NSE) as on 30<sup>th</sup> Nov'15



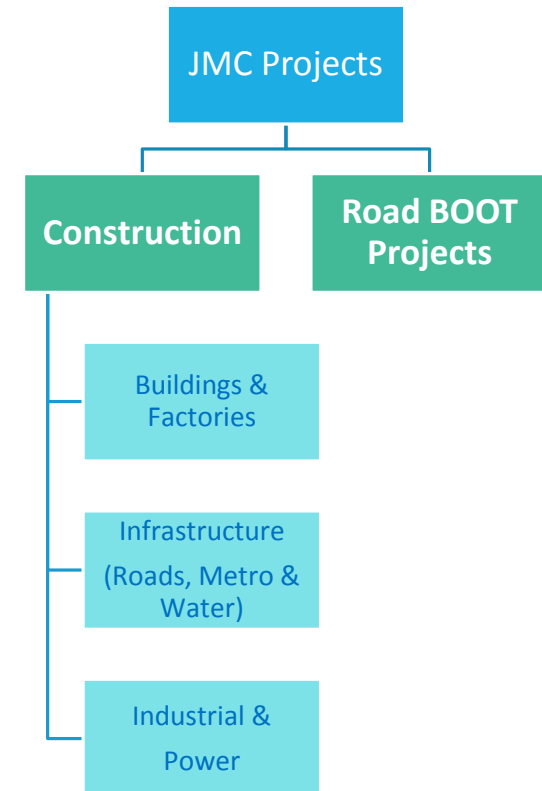
# Company Snapshot

- One of the leading infra EPC Player in India
- Experience of approximately 3 decades
- Presence across infrastructure sectors viz. Buildings & Factories, Roads, Bridges, Water pipelines, Metro, Power, Railways etc.
- Manpower Strength of over 3,500 people as on March'15
- Turnkey service provider involving civil, mechanical, electrical, HVAC, fire fighting, architectural and landscaping works
- Developed 4 road BOOT projects

## Key Milestones



## Business Structure





# Management

---



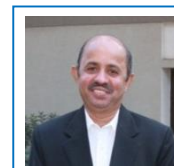
**Mr Mofatraj P. Munot (Group Chairman)**

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 Manish Mohnot (Non-Executive Director)**

CA and a certified SAP R/3 application consultant (accounting and controlling). He has completed an advanced management program from the Harvard Business School. He has about 20 years of experience in the finance and management consultancy. He was associated with KPMG and Standard Chartered Bank.



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

Mr. Tripathi holds a bachelor's degree in civil engineering from Rani Durgavati Vishwavidhyalaya, Jabalpur. He has worked in major Infrastructure companies like Gammon India, Larsen & Toubro Limited and Oriental Structural Engineers Private Limited



**Mr Kamal Jain (Non-Executive Director)**

He is an associate member of Institute of Chartered Accountant of India and holds a bachelor's degree in commerce from Rajasthan University and has experience of 28 years in the field of finance, accounts, taxation, logistics and administration.



**Mr. Manoj Tulsian (Director Finance & CFO)**

CA, CS and ICWA with experience of over 2 decades in taxation, accounts, system and process implementation. He has rich experience of M&A, business restructuring and strategic tie-ups with several corporates





# Business Overview

---



# Construction Business

## 1 – Industrial & Power

- Agrochemicals, Chemical/ Petrochemical/ Paint etc.
- Automobiles
- Cement
- Electronics Consumer Goods
- Pharmaceuticals/ Sugar / Food/Textiles
- Thermal / Gas Fired Power Plants
- Material Handling Facilities



## 2 – Buildings & Factories

- Commercial Complexes
- Institutional Buildings
- IT Parks
- Hospitals & Health Centre's
- R&D Complexes
- Hotels & Hostels
- Housing & Residential Buildings



## 3 – Infrastructure

- Roads / Highways/ Expressways
- Bridges & Flyovers
- Metro Rail, Bus Terminus
- Railways
- Water Projects, Pipelines
- Reservoir. Processing Units etc.
- Special Projects : Tourism etc.



## 4 – International Business

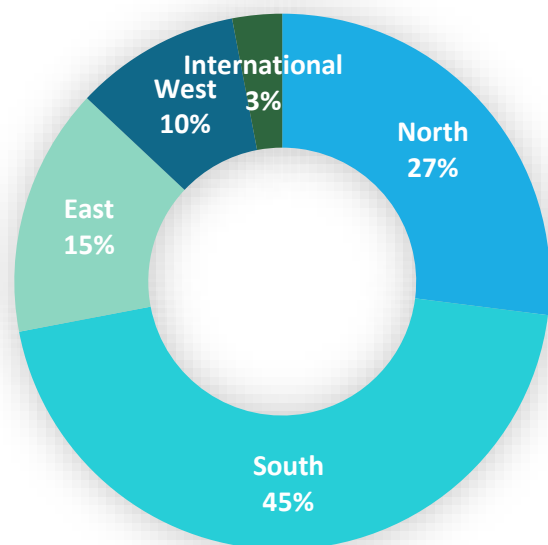
- Select Geographies : African & SAARC Nations
- Highways
- Structures
- Water Projects etc.





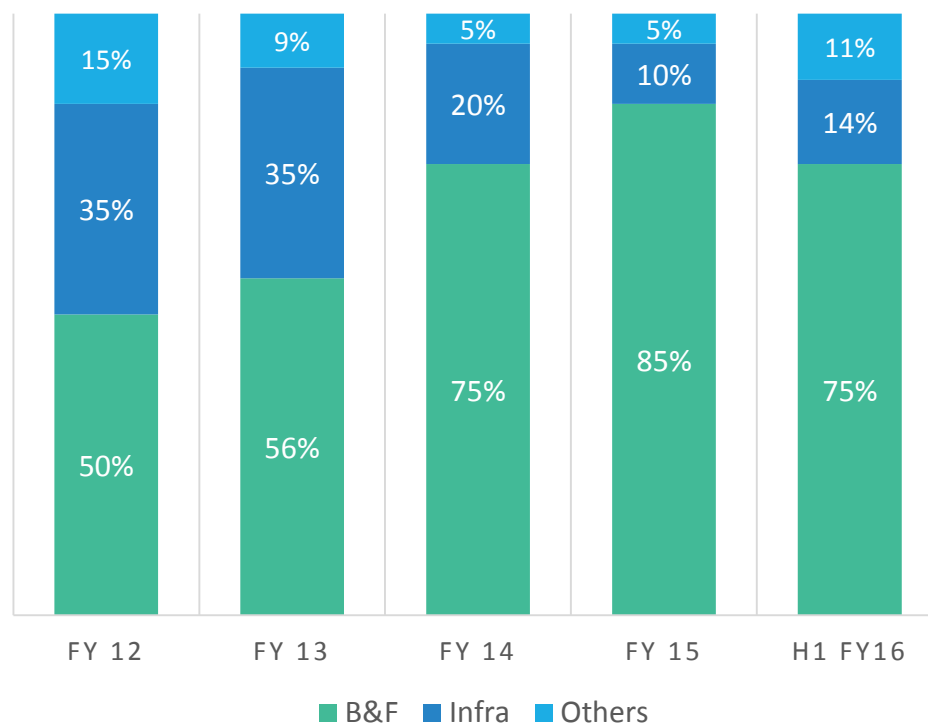
# Orderbook Profile

## Order Book as on 30<sup>th</sup> Sept'15 – INR 56 Bn



\* Domestic order book is divided into 4 geographical regions i.e. North, East, West and South

## Segment-wise Order Book (in %)



Well spread order book – currently more than 60 live projects



## Road BOOT Projects... (1/2)

| 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>-</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                    |      |



## Road BOOT Projects....(2/2)

| 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 very soon   |      |
| Current Status    | Generating revenue on full stretch  |      | Generating revenue on partial COD basis  |      |



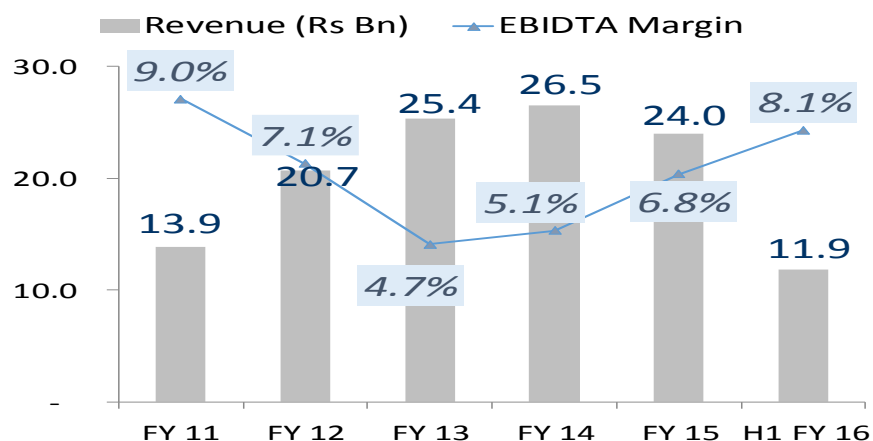
# Financial Highlights

---

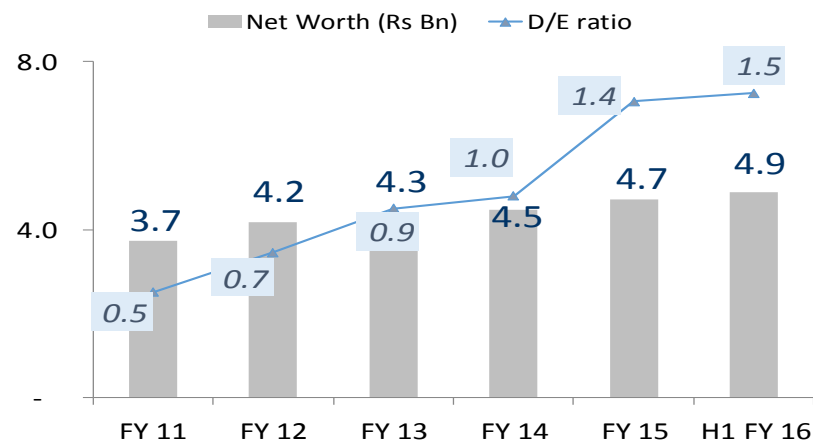


# Financial Highlights

## P&L highlight



## Balance Sheet highlight



## Outlook and Strategy

- Topline Consolidation with margin improvement
- De-leveraging balance sheet by fund raising and cash accruals
- Strategic disinvestment in road BOOT projects



# Industry Overview

---





# Investment Potential in Infrastructure

## Projected Investment in Infrastructure – 12<sup>th</sup> Five Year Plan (In INR Bn)

| Sector                    | Investment in 11 <sup>th</sup> Plan | Planned During 12 <sup>th</sup> Plan |
|---------------------------|-------------------------------------|--------------------------------------|
| Roads & Bridges           | 4,531                               | 9,145                                |
| Water Supply & Sanitation | 1,207                               | 2,553                                |
| Electricity/Power         | 7,284                               | 15,016                               |
| Railways                  | 2,012                               | 5,192                                |
| Airports                  | 363                                 | 877                                  |
| MRTS                      | 416                                 | 1,241                                |

Source: GOI, Planning Commission



# Major Developments/Policy Actions

---

Capital inflows  
improving liquidity

Front ended govt.  
planned expenditure



Re-engineering of PPP  
contracts

Reversing interest rate  
cycle

Govt. push for private  
Industrial capex

Softening of  
commodity prices



# Major Challenges

---



Lack of single-window clearances

Shortage of skilled & semi-skilled labor

Intense competition

Sluggish Private industrial capex

Downward trend in real estate markets



# Strategy

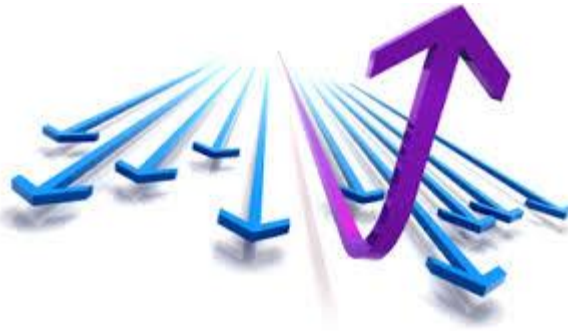
---

Repeat business from private clients

Grow international business

Limit commodity prices risks

Target high priority government projects



Consolidate Topline – Selective approach

Focus on IT, Automation, Process and systems



# Awards & Recognitions

---



# Awards & Citations

---

- ❖ Award for “**Best Professionally Managed Company**” by CIDC (2015)
- ❖ CW Award For India’s **Fastest Growing Construction Company** (2010)
- ❖ Award for “**500,000 accident free manhours**” on Dupont’s Project
- ❖ Citation for “**Excellence in Construction in High Rise Buildings**” presented by Association of Consulting Civil Engineers (India) for JMC House at Ahmedabad
- ❖ Award for “**Perfection in Time & Quality**” presented by Ahmedabad Management Association – AMA.
- ❖ Award for “**achieving 2 million safe manhours**” from GE Capital International Service
- ❖ Citation for “**Exemplary Service**” from Prestige group for Intel India Design Centre
- ❖ Safety Award for “**Exceptional Work Done**” by Bovis Lend Lease



# Completed Projects – Photo gallery (1/4)

## Automobiles



Bajaj Auto, Pune



Hindustan Motors, Chennai

## Commercial Complex



Power Grid Corp., Gurgaon



MindSpace, Mumbai

## Chemical Industries



Asian Paints, Ankleshwar



E.I Dupont, Baroda

## Hospitals & Hotels



Asian Heart Care, Mumbai



Udaivillas/Oberoi Hotels, Udaipur

## Electronics and R&D Centres



Carrier Refrigeration, Bangalore.



GE Capital, Uppal

## Retail (Malls & Multiplexes)



Inorbit Mall, Mumbai



Vaswani - Matrix Mall, Bangalore



# Completed Projects – Photo gallery (2/4)

## Institutional Buildings



Indian Institute of Management, Ahmedabad



National Institute of Fashion Technology (NIFT), Delhi

## Info-tech Software Parks



Infosys Technologies, Bangalore



Digital Equipment / Hewlett Packard, Bangalore

## Residential Township



Gujarat Powergen Energy, Paguthan /Bharuch



Mantri Developers, Bangalore



Infosys Technologies, Hinjewadi, Pune



Syntel International, Pune

## Pharmaceuticals



Cadila Healthcare, Ahmedabad



J. B. Chemicals & Pharmaceuticals, Panoli



Wipro, Hyderabad



Vanenburg I.T Park, Hyderabad





## Completed Projects – Photo gallery (3/4)



Elevated Metro Stations, DMRC, Delhi



Central Mofussil Bus Terminal, Chennai



Heliport, Lonavala



Multilevel Car Parking, Bangalore



Velodrome, CG, New Delhi



## Completed Projects – Photo gallery (4/4)



Multipurpose A/c Indoor Stadium “Thyagaraj Sports Complex” Commonwealth Games 2010, New Delhi



“Indira Gandhi Cycling Velodrome” Commonwealth Games 2010, New Delhi



JMC Projects (India) Ltd.

# Thank You

---