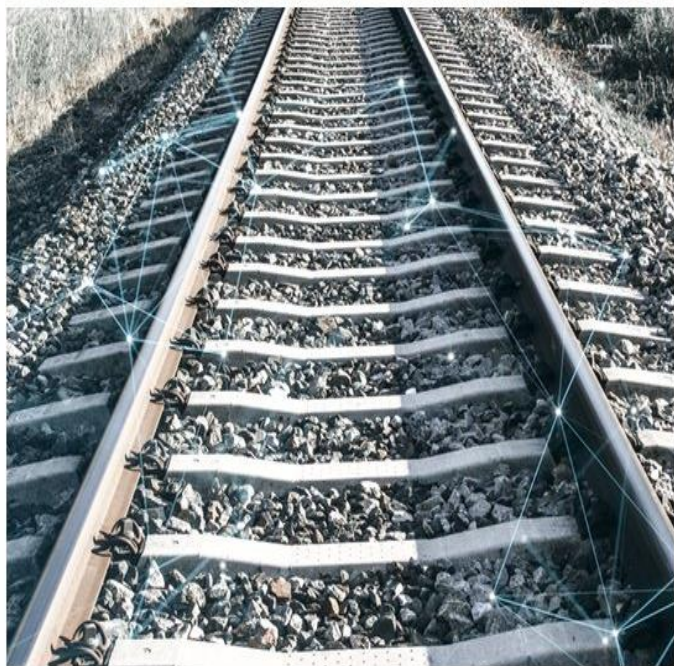
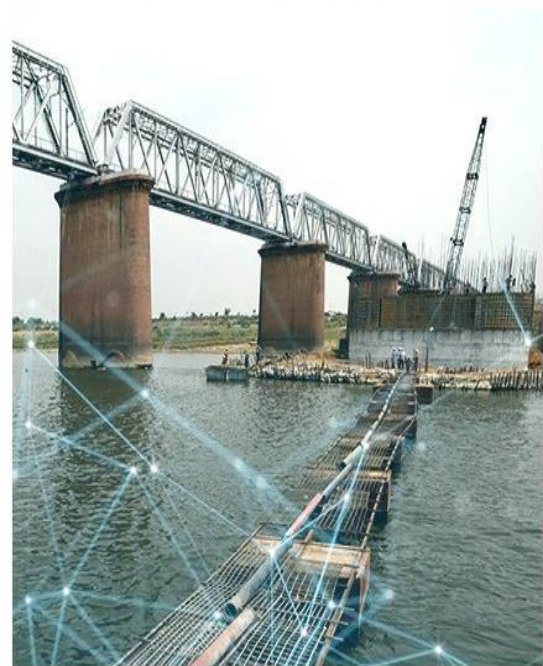


The background of the slide is an aerial photograph of an industrial or construction site. It shows various structures, roads, and green spaces. A large white circle is overlaid on the center of the image, containing the main text. To the right of the circle, there are several yellow dashed lines and a solid orange circle, resembling a stylized sun or a decorative element.

Q3FY22 Investors' Presentation

GPT Infraprojects Limited

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AGENDA

- 1 Key Highlights Form The Quarter
- 2 About The Company
- 3 Detailed Financial Statement
- 4 Details From Order Book

1. Key Highlights - 9M FY 22

Executive Summary

Revenue
Rs. 405 Cr



9.61%

Profit After Tax
Rs. 14.82 Cr



31.36%

PAT Margin
3.63%



62 bps

9MFY22: Order execution gained further momentum during Q3FY22, thereby improving the performance for 9MFY22. Order intake for 9MFY22 stood at Rs. 400 Cr

Outlook: With the momentum maintained in 9MFY22 on account of strong execution and healthy orderbook of Rs.1790 Cr, we look forward to healthy growth this fiscal.

- *Note: Variance is basis same quarter previous year*

EBITDA
Rs. 61.44 Cr



3.74%

EBITDA Margin
15.10%



-7 bps

Order Book
Rs. 1790 Cr

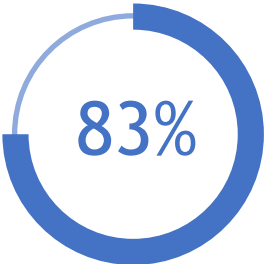
Business Segment Update - 9MFY22

Revenue

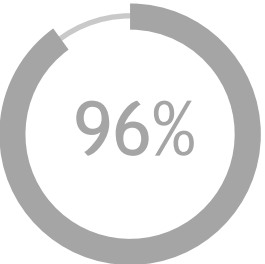
EBIT

Order Book

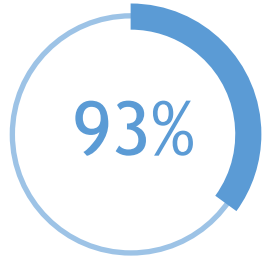
Infrastructure



₹ 336 Cr
Revenue growth led by higher execution of large contracts, 12.9% higher than 9MFY21

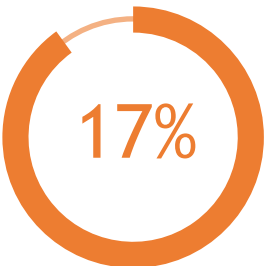


₹ 54 Cr
Margin expansion of 20% led by higher share of large contracts and overall cost optimization

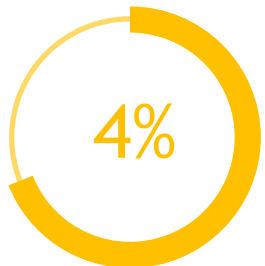


Healthy Order book at ₹ 1,669 Cr; Order intake of ₹ 400 Cr in 9MFY22. Execution in Gazipur, Mathura Jhansi going on well

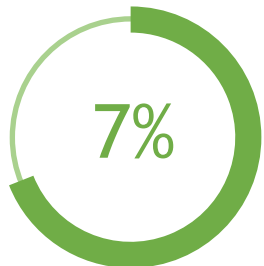
Concrete Sleepers



₹ 69 Cr
Our concrete business has dropped by 6% Y-o-Y and has approximately doubled itself from the previous quarter



₹ 2 Cr
Drop of EBIT witnessed Y-o-Y due to lockdown in South Africa region on account of COVID

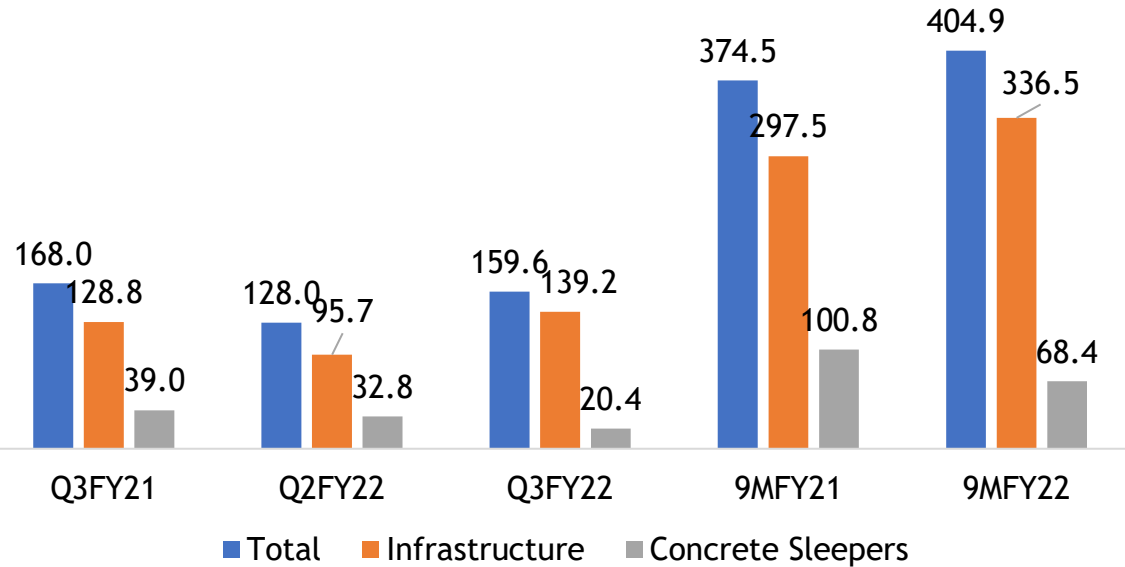


Order book at ₹ 121 Cr. Namibian operations operating at record high utilization; South African operations have started recently

Number shows the percentage of each portfolio

Business Segment Update

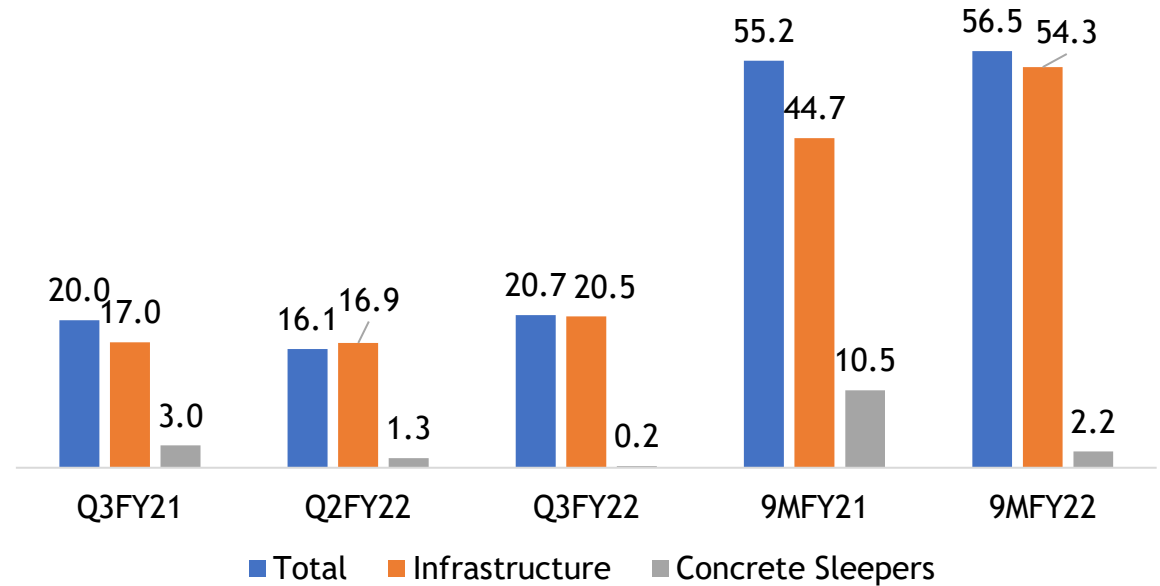
Revenue



The company has marked a 8% Y-o-Y growth in 9MFY22, with 83% of the revenue being generated from the infrastructure portfolio.

Infrastructure segment witnessed a growth in revenue of 13% in 9MFY22. Concrete business was disrupted due to severe impact of COVID in South Africa

EBIT



2.4% growth in the overall EBIT in 9MFY22 for the company, with major contribution coming from Infrastructure segment.

The Total EBIT is adjusted for unallocated expenditure net of income

Figures in ₹ Cr

Robust Order Book - Rs. 1790 Cr as on 31.12.2021

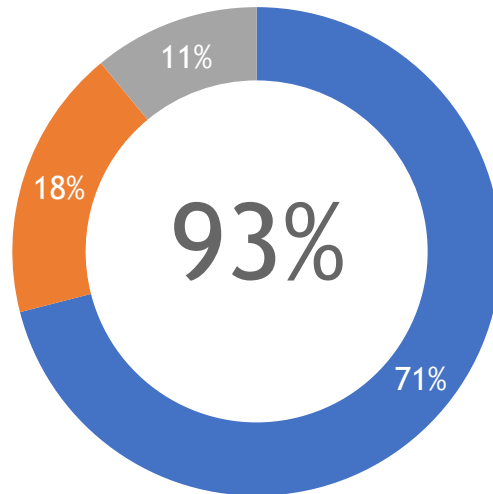


Healthy Order Book of Rs 1790 Cr, forming 3X times FY21 Revenue provides growth visibility.

Detailed Order Book is in annexure

Infrastructure

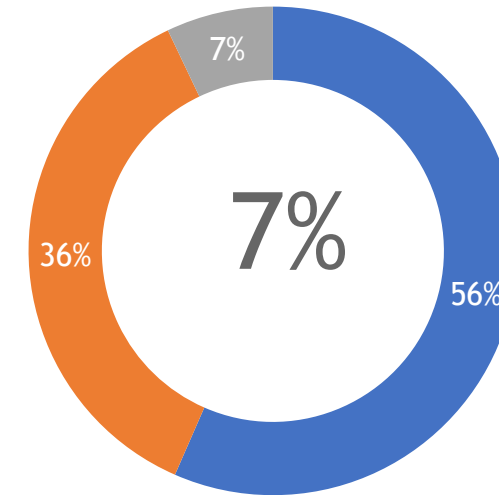
Rs. 1,669 Cr



- Roads, Bridges, Airport and highway
- Steel Bridges
- Industrial

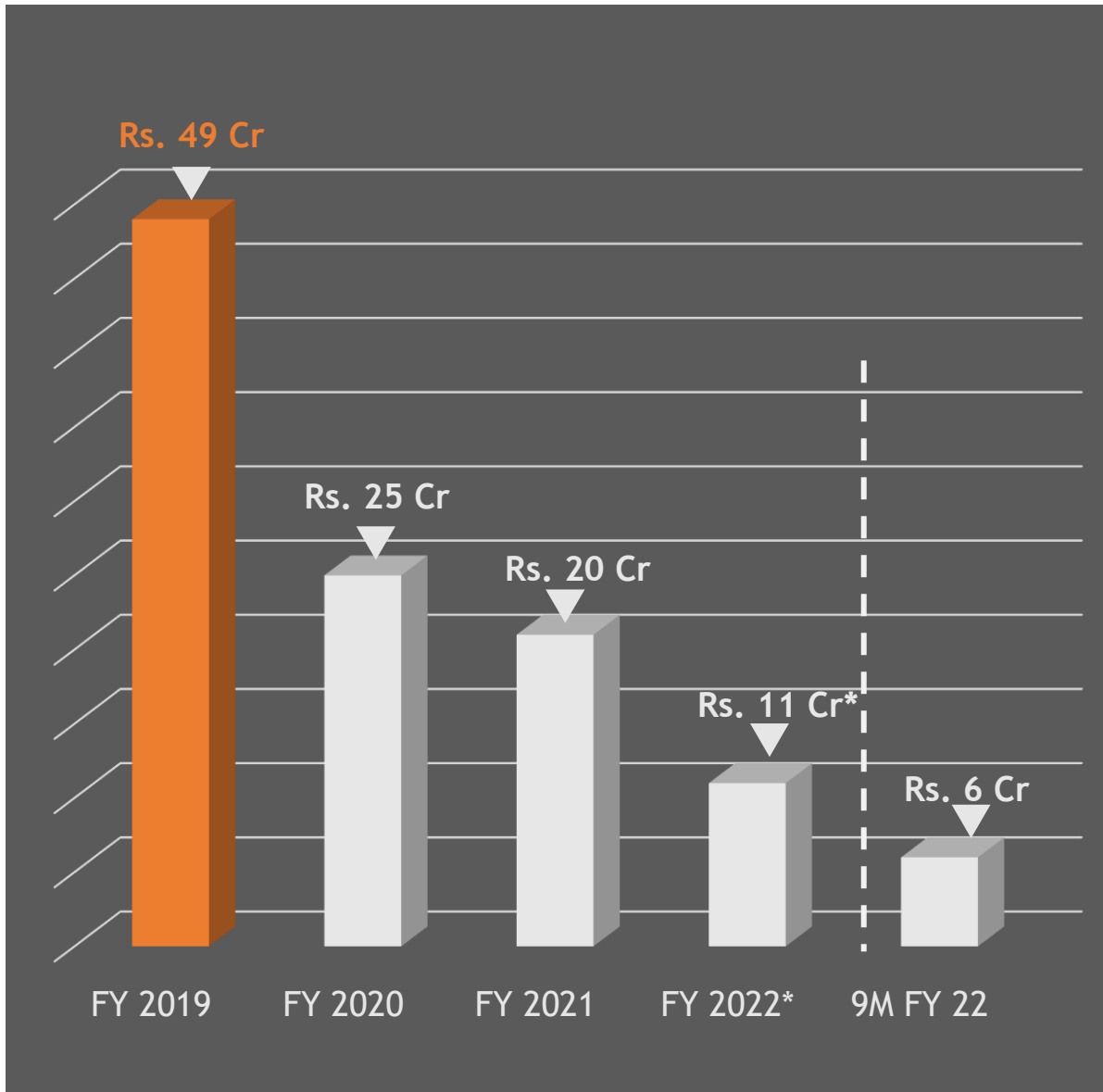
Concrete Sleepers

Rs. 121 Cr



- DFCC
- Indian Railways
- Africa

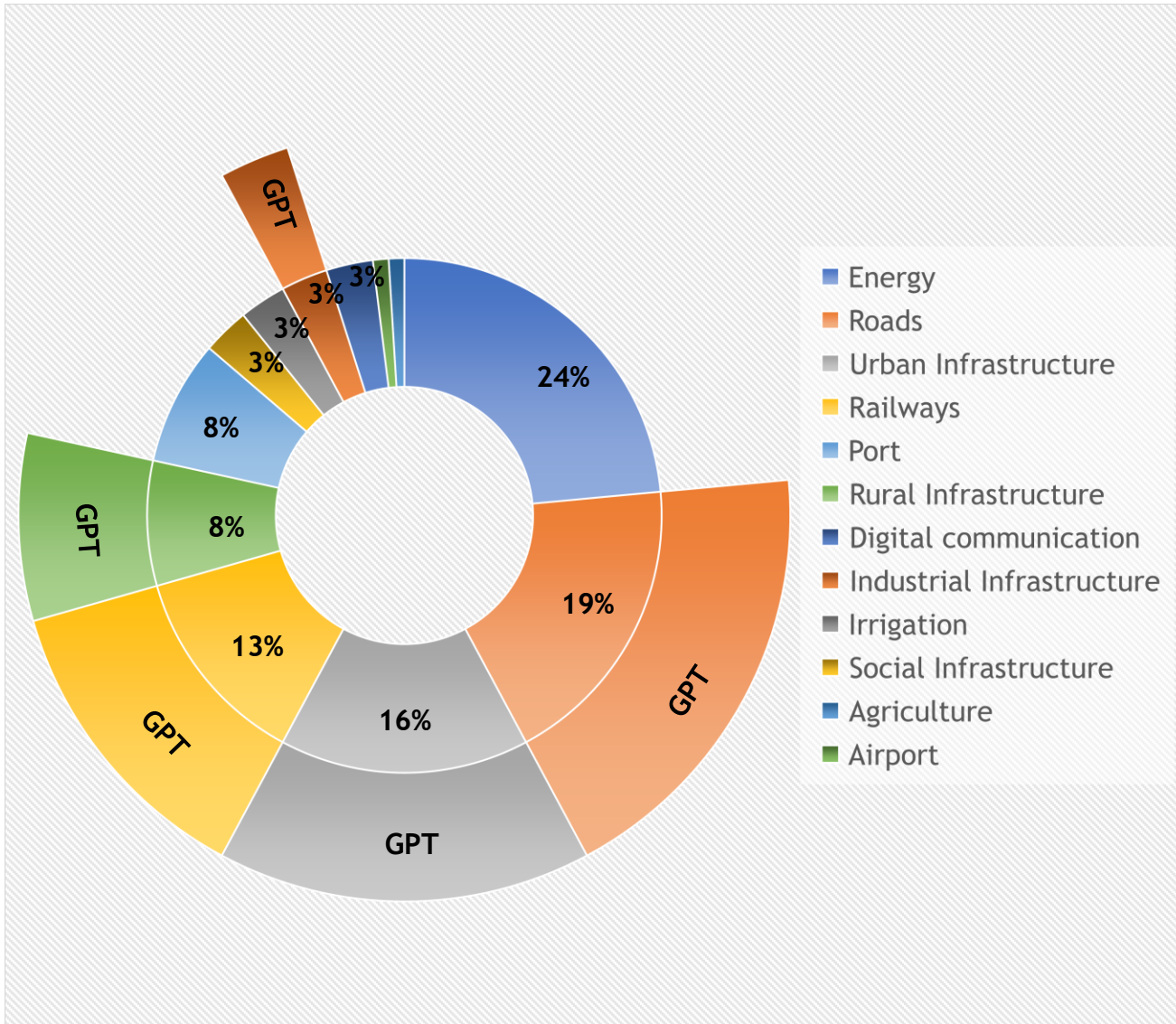
Reducing Debt



- Year on Year improvement on leverage and liquidity position
- We have been optimising our working capital and in addition to pairing old outstanding with various customer
- Significant reduction of some old outstanding from various customer are in place
- We have reduced our old receivables by 6 Cr in 9M FY 22. We are expecting to reduce it further this year by another 3 Cr

FY 2022* is the expected number for this year

Sectoral Update



The total project capital expenditure in infrastructure sectors in India during the fiscals 2020 to 2025 is projected at ~ Rs 102 lakh crore. The sector-wise annual projected capital expenditure is detailed below. During fiscals 2020 to 2025, sectors such as energy (24%), urban (16%), railways (13%) and roads (19%) accounted for ~70% of the projected infrastructure investments in India

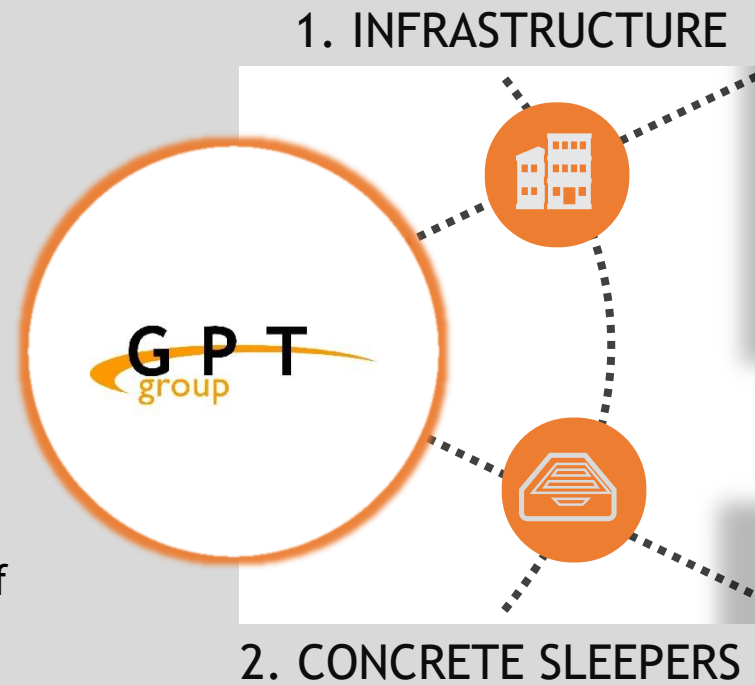
Global Competitiveness Index

1. India is currently ranked 70 out of 140 countries for infrastructure quality in global competitive index.
2. On road connectivity (rank 72), significant work is being done under the BharatMala and PMGSY schemes which are expected to deliver gains in trunk and rural connectivity.
3. Similarly, on quality of road infrastructure (rank 48) adoption of standards in the coming years will deliver better results.
4. Efficiency of transport services (Rank 59) requires attention. Use of technology proposed under the National Logistics Policy is expected to deliver results.

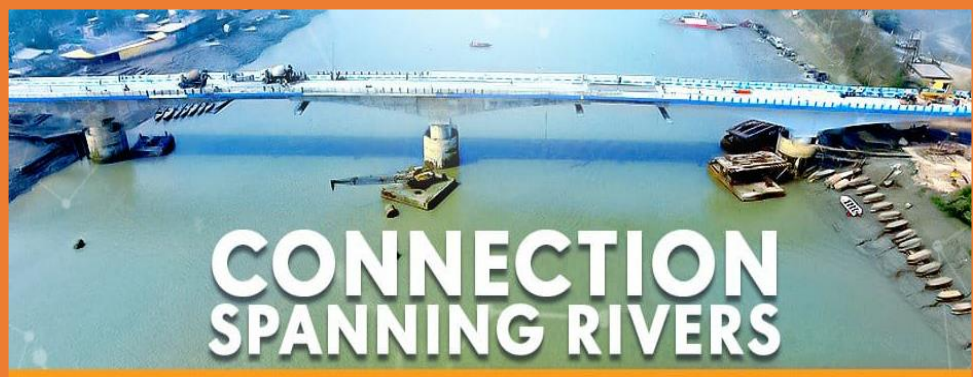
Source: National Infrastructure Pipeline - Report of the Task Force

2. About The Company

- GPT Infraprojects Limited is a mid-sized infrastructure construction company
- The Company is focused on projects related to railways roads, power and industrial sectors
- The Company's operations are spread across three countries
- The Company works with some of the most prominent government companies



1. Infrastructure



Business Commenced in 2004

Roads, bridges & Highways

Construction of bridges elevated metro structures and concrete pavement for airports

Steel Bridges

Building of mega bridges with super steel structures across varies terrains

Railway Tracks

Gauge Conversion of railway tracks including earthwork, blanketing and track lining

Industrial

Construction of railway sidings, merry-go-round railways, roads, industrial parks, factories, etc

2. Concrete Sleepers



Business
Commenced in 1982



Monoblock and pre-
stressed concrete
sleepers manufacturer



One of the first few
companies in India to
manufacture concrete
sleeper



Manufacturing
capacity of
~20,00,000 units
across India & Africa



Also addressing orders
from Bangladesh,
Mozambique, Sri Lanka
any Myanmar



Dwarika Prasad Tantia
Chairman

- With an experience of over 45 years, he leads the Company's growth initiatives
- Responsible for the Company's entry into the sleeper business both in India and internationally. He is the Hony. Consul of Ghana in Kolkata



Shree Gopal Tantia
Managing Director

- 35 years experience in infrastructure
- Possesses strong project execution capabilities and manages the company's diversified customer relationship



Atul Tantia
Executive Director & CFO

- Graduated Magna Cum Laude from Wharton School in Finance and Systems Engineering
- Leads the manufacturing operations, finance and accounts along with managing relationships with banks and financial institutions



Vaibhav Tantia
Director & COO

- Graduated Summa Cum Laude from Wharton School in Finance and Civil Engineering
- Leads the EPC segment including management of projects and business development

Our Independent Board of Directors



Kashi Prasad Khandelwal
Independent Director

Is a fellow member and holds certificate of practice with the ICAI. Has wide knowledge on subjects like Union Budget, Accounting, Corporate Laws, Corporate Governance and Income Tax matters.



Shankar Jyoti Deb
Independent Director

Holds a Bachelor's degree in Science and Bachelor's degree in Civil Engineering. Has completed a financial management programme from IIM, Calcutta. Has wide experience in designing, engineering and implementation of civil projects



Mamta Binani
Independent Director

A fellow member and holds certificate of practice with the ICSI. Was President of ICSI in 2016 and has more than 15 years of experience in Corporate Consultation & Advisory



Sunil Patwari
Independent Director

Holds PGDM degree from IIM, Ahmedabad and is an associate member with ICAI. Has wide experience in the area of Business Management, Accounts, Taxation and Finance

Statutory Auditor: MSKA & Associates (BDO) and SN Khetan & Associates

Our Clientele

Railway & PSU



NHAI, State PWD & Other Departments



Global Customer Base



Other Key Customers



3. Detailed Financial Statement

Profit & Loss - Standalone

Particulars (Rs Cr)	Q3FY22	Q3FY21	y-o-y %	Q2FY22	q-o-q %	9MFY22	9MFY21	y-o-y %
Revenue	159.6	161.1	-0.9%	128.5	24.2%	404.9	369.4	9.6%
Other income	1.2	2.9	-58.6%	1.7	-29.4%	3.9	5.2	-25.0%
Net Sales	160.8	164.0	-2.0%	130.2	23.5%	408.8	374.6	9.1%
Operating expenses	138.4	141.3	-2.1%	110.4	25.4%	347.4	315.4	10.1%
EBITDA	22.4	22.7	-1.3%	19.8	13.1%	61.4	59.2	3.7%
EBITDA margin	13.9%	13.9%	0.0%	15.4%	-1.5%	15.1%	15.8%	-0.7%
Depreciation	3.6	4.0	-10.0%	3.7	-2.7%	11.1	13.0	-14.6%
Interest	9.5	9.3	2.2%	9.5	0.0%	28.1	30.0	-6.3%
PBT	9.3	9.4	-1.1%	6.6	40.9%	22.3	16.2	37.7%
Tax Expenses	3.1	2.7	14.8%	2.2	40.9%	7.5	4.9	53.1%
PAT	6.2	6.7	-7.5%	4.4	40.9%	14.8	11.3	31.0%
PAT margin	3.9%	4.1%	-0.2%	3.4%	0.5%	3.6%	3.0%	0.6%

Margins are in lines with 9M FY 2021 despite COVID disruptions.
Company is constantly focusing on reducing cost related to depreciation and financing

Profit & Loss - Consolidated

Particulars (Rs Cr)	Q3FY22	Q3FY21	y-o-y %	Q2FY22	q-o-q %	9MFY22	9MFY21	y-o-y %
Revenue	159.6	170.6	-6.4%	128.4	24.3%	409.5	397.0	3.1%
Other income	1.3	0.6	116.7%	0.6	116.7%	2.8	4.2	-33.3%
Net Sales	160.9	171.2	-6.0%	129.0	24.7%	412.3	401.1	2.8%
Operating expenses	139.5	144.9	-3.7%	111.9	24.7%	354.2	335.7	5.5%
EBITDA	21.3	22.8	-6.6%	17.1	24.6%	58.2	65.4	-11.0%
EBITDA margin	13.3%	13.4%	-0.1%	13.3%	0.0%	14.1%	16.3%	-2.2%
Depreciation	4.9	5.5	-10.9%	5.1	-3.9%	15.1	17.0	-11.2%
Interest	9.6	9.6	0.0%	9.7	-1.0%	28.5	30.6	-6.9%
PBT	6.8	7.7	-11.7%	2.3	195.7%	14.5	17.8	-18.5%
Tax Expenses	2.3	2.9	-20.7%	1.2	91.7%	5.3	5.7	-7.0%
PAT	4.4	4.8	-8.3%	1.1	300.0%	9.1	12.1	-24.8%
PAT margin	2.8%	2.8%	-0.0%	0.8%	2.0%	2.2%	3.0%	-0.8%
Share of Associate Profit & Minorities Interest	1.5	0.1	1400.0%	2.0	-25.0%	4.4	-0.3	-1566.7%
PAT after Minorities	5.9	4.9	20.4%	3.1	90.3%	13.5	11.8	14.4%

South Africa business has witnessed lockdown due to COVID variants, which has resulted in drop in margins.

4. Details From Order Book

Details of Order Book

Key Projects Bagged during 9MFY22

Scope of Work	Segment	City/State	Value (Rs Cr)
Construction of Cable Stayed Road over Bridge (ROB) at Byculla Station	Infra	Maharashtra	187.8



Total order inflow as on December 2021 - Rs. 400 crores

Key Projects Under Execution in the Current Fiscal

Scope of Work	Client	Value (Rs Cr)
Infrastructure		
Rail-cum-Road bridge in Ghazipur	RVNL	216.8
Steel Structures at Mathura-Jhansi 3 rd Line	RVNL	180.2
Construction of ROB and its approaches	PWD	152.4
Rehabilitation of 2 nd Hooghly Bridge	HRBC	161.2
Concrete Sleeper		
Sleeper for Eastern DFC Project	GMR	98.1
Supply of Concrete Sleepers	Transnet (SA)	124.1

Details of Order Book

Key Projects Bagged during FY21 Additional Order Inflow in 9MFY22 - Rs. 400 Cr

Scope of Work	Segment	City/State	Value (Rs Cr)
Construction of Important bridge No. 1367/2 on Yamuna river	Infra	Jhansi, Uttar Pradesh	245.0
Widening of 2-lane with hard shoulder on NH 102B (two orders - section wise)	Infra	Manipur	172.3
Construction of Metro Railway Viaduct	Infra	Kolkata, West Bengal	160.2
Repair and Rehabilitation of 2nd Hooghly Bridge	Infra	Kolkata, West Bengal	161.2
Construction of Superstructure of bridges over River	Infra	Guwahati, Assam	49.3
Supply, fabrication, assembling & erection of new Bridge on Yamuna river	Infra	Agra, Uttar Pradesh	15.4

Key Projects Under Execution in the Current Fiscal

Scope of Work	Client	Value (Rs Cr)
Infrastructure		
Rail-cum-Road bridge in Ghazipur	RVNL	216.8
Steel Structures at Mathura-Jhansi 3 rd Line	RVNL	180.2
Construction of ROB and its approaches	PWD	152.4
Rehabilitation of 2 nd Hooghly Bridge	HRBC	161.2
Concrete Sleeper		
Sleeper for Eastern DFC Project	GMR	98.1
Supply of Concrete Sleepers	Transnet (SA)	124.1

Project Sites



Kalpi Project
Constructing railway bridge



Dhaulpur Project
Executed Caissons for Double - D well foundation in a perennial river Condition



Superintending Engineer,
National Highway Construction
of ROB at Topsi - Pandeswar



Rail Vikas Nigam Limited - Construction of Roadbed,
Viaduct, Major & Minor Bridges, RUBs, Track Linking &
General Electrical Works at both approaches of Rail
cum Road Bridge at Ghazipur



Rail Vikas Nigam Limited -
Construction of Metro Railway
Viaduct including Mominpur
Station and Majerhat Station
and Ramp at Joka depot end in
connection with Joka-Esplanade
Metro Railway Project in
Kolkata, West Bengal



GPT Infraprojects Limited (BSE / NSE CODE: 533761 / GPTINFRA)

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