



# PNC Infratech Limited

Result Update Presentation – Q2 & H1 FY20

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## Key Highlights & Financials

# Key Highlights for Q2 FY20



## Revenue

**+111%**

Revenue of Rs. 1,180 crores in Q2 FY20 as compared to Rs. 559 crores in Q2 FY19

## EBITDA

**+245%**

EBITDA of Rs. 257 crores in Q2 FY20 compared to Rs. 75 Crores in Q2 FY19  
EBITDA Margin of 21.8% in Q2 FY20

## PAT

**+489%**

PAT of Rs. 207 crores in Q2 FY20 compared to Rs. 35 Crores in Q2 FY19

# Key Highlights for H1 FY20



## Revenue

**+93%**

Revenue of Rs. 2,502 crores in H1 FY20 as compared to Rs. 1,294 crores in H1 FY19

## EBITDA

**+114%**

EBITDA of Rs. 437 crores in H1 FY20 compared to Rs. 204 Crores in H1 FY19  
EBITDA Margin of 17.5% in H1 FY20

## PAT

**+123%**

PAT of Rs. 307 crores in H1 FY20 compared to Rs. 138 Crores in H1 FY19

## Orderbook

**Rs. 9,877 cr**

Remaining value of contracts under execution as on September 30, 2019

## Net Working Capital

**59 Days**

Net Working Capital Days of 59 Days as on September 30, 2019

# Key Highlights: Early Completion Bonus



## Raebareli - Jaunpur BOT (Annuity) Project

- ✓ Received Rs. 33.73 crore towards the 'Bonus Annuity' by one of its subsidiary company namely PNC Raebareli Highways Private Limited on 8<sup>th</sup> May 2018
- ✓ PNC Infratech being the EPC contractor is entitled for 75% of the bonus amount, which is Rs. 25.30 crore, **has been accounted in Q1 FY19 financials**
- ✓ Project completed 96 days ahead of the scheduled completion

## Aligarh - Moradabad Highway Project

- ✓ Received 'Provisional Completion Certificate' (PCC) for Aligarh - Moradabad Highway Project executed by the Company on EPC mode
- ✓ PCC received on 13th May 2019
- ✓ **Company has become entitled for early completion bonus @ 0.03% of the Contract Price (Rs. 644.5 crore) for each day of early completion**
- ✓ Project completed 73 days ahead of the scheduled completion

# Financial Closure Achieved for all HAM Projects



## Financial Closure Achieved for All 7 Projects of which 6 Project are Under Construction

|   |  |   |   |
|---|--|---|---|
| <b>Jul-16</b>   | <b>Mar-17</b>  | <b>Mar-17</b>   | <b>Mar-17</b>   |
| <b>BPC -<br/>Rs. 881 Crores</b>   | <b>BPC -<br/>Rs. 1,434 Crores</b>  | <b>BPC –<br/>Rs. 1,310 Crores</b>   | <b>BPC -<br/>Rs. 1,410 Crores</b>   |
| 2 laning with paved shoulders of Dausa- Lalsot-Kauthun section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV | 6 laning Chitradurga - Davanagere including Chitradurga bypass, in the state of Karnataka under NHDP V | 4 laning Jhansi-Khajuraho section of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III | 4 laning Jhansi -Khajuraho section of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III |
| <b>Nov-17</b>   | <b>Mar-18</b>  | <b>Jun-18</b>   |   |
| <b>BPC -<br/>Rs. 2,159 Crores</b>   | <b>BPC -<br/>Rs. 1,197 Crores</b>  | <b>BPC -<br/>Rs. 1,157 Crores</b>   |   |
| 6 laning of Chakeri to Allahabad section of NH - 2 in the state of Uttar Pradesh under NHDP Phase-V                           | 4 laning of Aligarh-Kanpur section of NH - 91 in the state of Uttar Pradesh under NHDP Phase-IV        | 4 laning of Challakere to Hariyur section of NH – 150 A in the state of Karnataka under Bharatmala Pariyojna                  |   |

**Appointed Date Awaited for Challakere Hariyur Project**

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## Order-book Details

# Robust Order-book of over Rs. 9,800 crores



■ Remaining value of contracts under execution of Rs. 9,877 crores as on September 30, 2019. **The below order is not included in orderbook as on September 30, 2019:**

- ✓ Financial closure achieved and awaiting appointed date for 4 laning of Challakere to Hariyur section of NH 150 A in the state of Karnataka under Bharatmala Pariyojna on HAM for a Bid Project Cost of Rs. 1157.0 Crore with a EPC cost of Rs. 935 crores
- ✓ Letter of Award received for the Project of Construction of NH-56, 4 –lane bypass connecting NH-56 at Km. 17.400 and terminating near Behta Village Road in the state of Uttar Pradesh under NHDP phase - VII on EPC mode (Package-I) for a contract value of Rs. 1,062.0 crore

| Key EPC Projects Under Construction     | Awarding Authority | Remaining Value (Rs. Crores) |
|---|--------------------|------------------------------|
| Nagpur-Mumbai Expressway                | MSRDC              | 1,743                        |
| Chakeri-Allahabad                       | NHAI               | 1,469                        |
| Purvanchal Expressway, Pkg-V            | UPEIDA             | 1,251                        |
| Purvanchal Expressway, Pkg-VI           | UPEIDA             | 811                          |
| Aligarh-Kanpur                          | NHAI               | 781                          |
| Nagina-Kashipur                         | NHAI               | 704                          |
| <b>Top 6 projects</b>                   |                    | <b>6,759</b>                 |
| Other Projects                          |                    | 3,118                        |
| <b>Total Order Book</b>                 |                    | <b>9,877</b>                 |
| Top 6 projects as % to Total Order Book |                    | 68%                          |

**Road EPC projects constitute 99% of order-book**

# Execution Status of Key Project



| Project                          | Project Type | Execution Status  |
|----------------------------------|--------------|---|
| Nagina-Kashipur                  | EPC          | Appointed Date received and project is under-construction |
| Koliwar-Bhojpur                  | EPC          | Appointed Date received and project is under-construction |
| Bhojpur-Buxar                    | EPC          | Appointed Date received and project is under-construction |
| Varanasi-Gorakhpur               | EPC          | Appointed Date received and project is under-construction |
| Aligarh-Moradabad                | EPC          | Appointed Date received and project is under-construction |
| Varanasi-Gorakhpur               | EPC          | Appointed Date received and project is under-construction |
| Sansarpur-Gobindpur              | EPC          | Appointed Date received and project is under-construction |
| Gobindpur-Mojrapur               | EPC          | Appointed Date received and project is under-construction |
| Nagpur-Mumbai Expressway, Pkg-IV | EPC          | Appointed Date received and project is under-construction |
| Dausa-Lalsot-Kathun              | HAM          | Appointed Date received and project is under-construction |
| Chitradurga-Davanagere           | HAM          | Appointed Date received and project is under-construction |
| Jhansi-Khajuraho (Package I)     | HAM          | Appointed Date received and project is under-construction |
| Jhansi-Khajuraho (Package II)    | HAM          | Appointed Date received and project is under-construction |
| Chakeri to Allahabad             | HAM          | Appointed Date received and project is under-construction |
| Aligarh-Kanpur Package-II        | HAM          | Appointed Date received and project is under-construction |
| Challakere to Hariyur section    | HAM          | Financial Closure Achieved, Appointed Date is Awaited     |

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## PORTFOLIO OF DEVELOPMENT PROJECTS ON PPP MODE

# Sizeable Project Portfolio: Operational Projects



| Project                    | % Stake | Authority | State / Stretch | Type    | JV Partners  | Kms / Lanes | TPC (Rs. Crs)  | Invested Equity (Rs. Crs) | PNC Share of Invested Amount (Rs. Crs) | Grant (Rs. Crs) | Total Debt (Rs. Crs) | Debt as on 30 <sup>th</sup> Sept '19 (Rs. Crs) |
|----------------------------|---------|-----------|-----------------|---------|--------------|-------------|----------------|---------------------------|--|-----------------|----------------------|--|
| Ghaziabad Aligarh (Note 1) | 35%*    | NHAI      | UP / NH-91      | Toll    | SREI, Galfar | 125 / 4     | 2,019.0        | 194.0                     | 67.9 / 118.1#                          | 311.0           | 1,514.0              | 947  |
| Kanpur Kabrai              | 100%    | NHAI      | UP / NH-86      | Toll    | -            | 123 / 2     | 458.5          | 67.5                      | 67.5                                   | 123.0           | 268.0                | 176  |
| Gwalior Bhind              | 100%    | MPRDC     | MP / NH-92      | Toll    | -            | 107.68 / 2  | 340.3          | 78.3                      | 78.3                                   | 27.0            | 235.0                | 180  |
| Bareilly Almora            | 100%    | UPSHA     | UP / SH-37      | Toll    | -            | 54 / 4      | 604.5          | 74.6                      | 74.6                                   | 70.0            | 460.0                | 425  |
| Rae Bareli Jaunpur         | 100%    | NHAI      | UP / NH-231     | Annuity | -            | 166.40 / 2  | 837.4          | 139.6                     | 139.6                                  | 0.0             | 697.8                | 577  |
| Narela Industrial Area     | 100%    | DSIIDC    | Delhi / NA      | Annuity | -            | 33 / -      | 175.0          | 35.0                      | 35.0                                   | 0.0             | 140.0                | 74   |
| Kanpur Ayodhya             | 100%    | NHAI      | UP / NH-28      | OMT     | -            | 217 / 4     | -              | 0.1                       | 0.1                                    | -               | -                    | -  |
|                            |         |           |                 |         |              |             | <b>4,434.7</b> | <b>589.1</b>              | <b>463.0 ^</b>                         | <b>531.0</b>    | <b>3,314.8</b>       | <b>2,379</b>                                   |

**All Projects are Operational**

Note 1 - Signed Share Purchase Agreement for sale of 35% stake with Cube Highways and Infrastructure Pte. Ltd. on May 04, 2019

- Execution of Share Purchase Agreement (SPA) for Divestment of Stake in “Ghaziabad Aligarh Road Project”
  - ✓ Signed SPA for sale of 35% stake (includes 19.88% holding with wholly owned subsidiary of PNC Infratech Ltd.) with Cube Highways and Infrastructure Pte. Ltd. on May 04, 2019
  - ✓ **Total Enterprise Value (EV)** of the entire project is **Rs. 1,834 crores** subject to adjustments of debt and other capital and operational costs at the Closing Date
  - ✓ Likely total **cash inflow of over Rs. 300 crores** for the Company
  - ✓ Rs. 1,000 crores will reduce from the total exposure for Lenders prospects resulting Bankers will be more comfortable for further funding to PNC Group

**Proposed disinvestment is expected to augment financial resources for funding present and future projects**

# Arbitration Award Received



## Narela Industrial Estate Project

- ❑ Realized Rs. 145.63 crore towards the final arbitration award published in its favour of PNC Delhi Industrialinfra Private Limited on 17<sup>th</sup> May 2019
  - ✓ PNC Delhi Industrialinfra Private Limited is a wholly owned subsidiary of the Company and is a concessionaire for the project of “Redevelopment & Management of Narela Industrial Estate in Delhi”
  - ✓ The Final Arbitration award was published on 17<sup>th</sup> November 2018
  - ✓ **Received total arbitration award of Rs. 188.63 crores**
    - Received Rs. 43.0 crores as an interim award from Delhi State Industrial & Infrastructure Development Corporation (DSIIDC) in January 2018
    - **Received Rs. 145.63 crore from DSIIDC on 17th May 2019**
  - ✓ Out of the total amount of Rs. 188.63 crores
    - Rs. 129.0 crore is towards the six outstanding annuities
    - Rs. 59.63 crore is towards interest and other claims

## Garh Mukteshwar to Moradabad Project

- ❑ Receipt of Rs. 145.27 crore towards an arbitration award on 3rd August 2019
  - ✓ The Arbitration Award was published in September 2018
  - ✓ The Arbitration was for NHAI's project namely ‘widening and strengthening of NH-24 in State of U.P (Garh Mukteshwar to Moradabad)
  - ✓ The arbitration has been accounted in Q2 FY20

# Sizeable Project Portfolio: HAM Projects



| Project                       | % Stake | Authority | State / Stretch      | Type   | JV Partners | Kms / Lanes | TPC (Rs. Crs) | Invested Equity (Rs. Crs) | PNC Share of Invested Amount (Rs. Crs) | Total Debt (Rs. Crs) | Debt as on 30 <sup>th</sup> Sept '19 (Rs. Crs) |
|-------------------------------|---------|-----------|----------------------|--------|-------------|-------------|---------------|---------------------------|--|----------------------|--|
| Dausa-Lalsot                  | 100%    | NHAI      | Raj/ NH11A           | Hybrid | -           | 83.45/ 4/2  | 820           | 65                        | 65                                     | 371                  | 261  |
| Chitradurga – Davanagere      | 100%    | NHAI      | Karnataka / NH 48    | Hybrid | -           | 72.7/6      | 1,338         | 55                        | 55                                     | 606                  | 308  |
| Jhansi-Khajuraho (Package I)  | 100%    | NHAI      | UP & MP / NH 75/76   | Hybrid | -           | 76.3 / 4    | 1,342         | 74                        | 74                                     | 604                  | 285  |
| Jhansi-Khajuraho (Package II) | 100%    | NHAI      | UP & MP / NH 75/76   | Hybrid | -           | 85.4 / 4    | 1,262         | 58                        | 58                                     | 590                  | 309  |
| Chakeri-Allahabad             | 100%    | NHAI      | UP / NH 2            | Hybrid | -           | 145.1 / 6   | 2,018         | 77                        | 77                                     | 873                  | 26   |
| Aligarh-Kanpur                | 100%    | NHAI      | UP / NH-91           | Hybrid | -           | 45 / 4      | 1,104         | 66                        | 66                                     | 500                  | -  |
| Challakere-Hariyur            | 100%    | NHAI      | Karnataka / NH 150 A | Hybrid | -           | 55.7 / 4    | 1,013         | 8                         | 8                                      | 440                  | -  |
|                               |         |           |                      |        |             |             | <b>8,897</b>  | <b>403</b>                | <b>403</b>                             | <b>3,984</b>         | <b>1,189</b>                                   |

**Equity Requirement over the next 2-3 years of approximately Rs. 429 Crs for all 7 HAM projects**

**Financial Closure achieved for all 7 HAM Projects within Stipulated Time**

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## Annexure I – Summary Financials

# Standalone Profitability Statement – Q2 & H1



| Rs. Crores   | Q2 FY20         | Q2 FY19       | YoY Growth (%) | H1 FY20         | H1 FY19         | YoY Growth (%) |
|--|-----------------|---------------|----------------|-----------------|-----------------|----------------|
| <b>REVENUE</b>   | <b>1,180.22</b> | <b>558.64</b> | <b>111%</b>    | <b>2,501.98</b> | <b>1,294.14</b> | <b>93%</b>     |
| <b>EBITDA</b>  | <b>257.22</b>   | <b>74.60</b>  | <b>245%</b>    | <b>436.79</b>   | <b>204.03</b>   | <b>114%</b>    |
| <b>EBITDA margin</b>   | <b>21.8%</b>    | <b>13.4%</b>  | <b>844</b>     | <b>17.46%</b>   | <b>15.77%</b>   | <b>169</b>     |
| Other Income   | 44.68           | 6.08          |                | 58.18           | 23.97           |                |
| Depreciation   | 30.89           | 20.60         |                | 61.37           | 39.88           |                |
| Interest   | 24.72           | 15.32         |                | 42.63           | 25.97           |                |
| <b>Profit Before Tax</b>                                       | <b>246.30</b>   | <b>44.76</b>  | <b>450%</b>    | <b>390.97</b>   | <b>162.14</b>   | <b>141%</b>    |
| Total Tax Expenses   | 39.36           | 9.65          |                | 83.89           | 24.51           |                |
| Current Tax  | 41.39           | 9.36          |                | 84.70           | 25.25           |                |
| Taxation in respect of earlier years                           | 0.00            | 0.00          |                | 0.00            | 0.00            |                |
| Deferred Tax   | -2.03           | 0.29          |                | -0.82           | -0.74           |                |
| <b>Profit After Tax</b>  | <b>206.94</b>   | <b>35.11</b>  | <b>489%</b>    | <b>307.09</b>   | <b>137.63</b>   | <b>123%</b>    |
| <b>PAT Margin</b>  | <b>17.5%</b>    | <b>6.3%</b>   | <b>1,125</b>   | <b>12.27%</b>   | <b>10.63%</b>   | <b>164</b>     |
| Total Other Comprehensive Income, net of tax                   | -0.24           | -0.10         |                | -0.47           | -0.20           |                |
| <b>Total Comprehensive income</b>                              | <b>206.70</b>   | <b>35.01</b>  |                | <b>306.61</b>   | <b>137.43</b>   |                |
| <b>Cash Profit (Total Comprehensive Income + Depreciation)</b> | <b>237.59</b>   | <b>55.61</b>  | <b>327%</b>    | <b>367.98</b>   | <b>177.31</b>   | <b>108%</b>    |
| <b>Cash Profit Margin</b>                                      | <b>20.13%</b>   | <b>9.95%</b>  | <b>1,018</b>   | <b>14.71%</b>   | <b>13.70%</b>   | <b>101</b>     |

# Standalone Balance Sheet



| ASSETS (Rs. Crores)                       | Sep-19          | Mar-19          |
|---|-----------------|-----------------|
| <b>(1) NON-CURRENT ASSETS</b>             |                 |                 |
| (a) Property, plant & equipment           | 628.18          | 613.51          |
| (b) Capital work-in-progress              | 10.92           | 6.21            |
| (c) Intangible Asset                      | 1.70            | 1.98            |
| (d) Financial assets                      |                 |                 |
| (i) Investments                           | 600.09          | 573.03          |
| (ii) Loans                                | 213.59          | 123.40          |
| (iii) Other Financial Assets              | 201.56          | 200.84          |
| (e) Deferred Tax Asset                    | 152.01          | 167.34          |
| (f) Other Non - current assets            | 152.95          | 176.55          |
| <b>Sub Total (A)</b>                      | <b>1,961.00</b> | <b>1,862.85</b> |
| <b>(2) CURRENT ASSETS</b>                 |                 |                 |
| (a) Inventories                           | 252.50          | 403.55          |
| (b) Financial Assets                      |                 |                 |
| (i) Trade receivables                     | 781.76          | 615.43          |
| (ii) Cash and cash equivalents            | 241.36          | 251.87          |
| (iii) Bank Balances other than (ii) above | 60.64           | 57.55           |
| (iv) Loans                                | 195.46          | 241.88          |
| (v) Other Financial Assets                | 166.78          | 94.49           |
| (d) Other current assets                  | 249.39          | 187.94          |
| <b>Sub Total (B)</b>                      | <b>1,947.89</b> | <b>1,852.71</b> |
| <b>Total Assets (A+B)</b>                 | <b>3,908.89</b> | <b>3,715.56</b> |

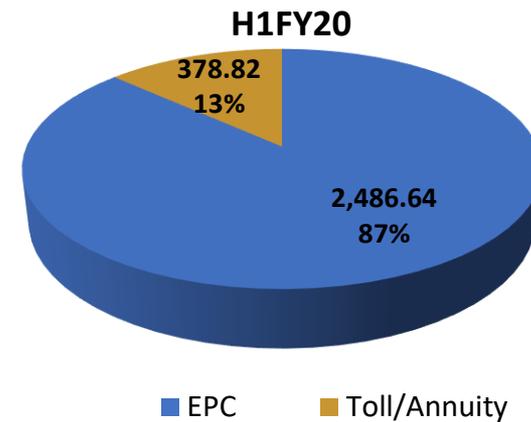
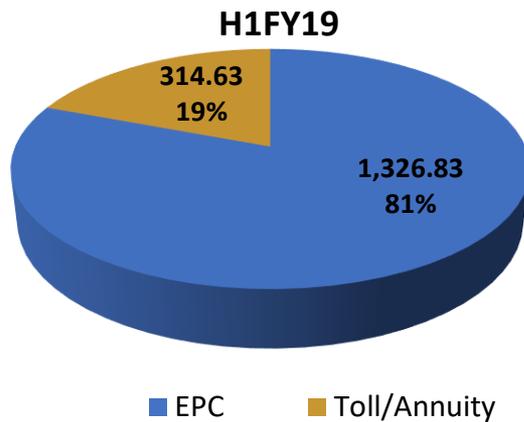
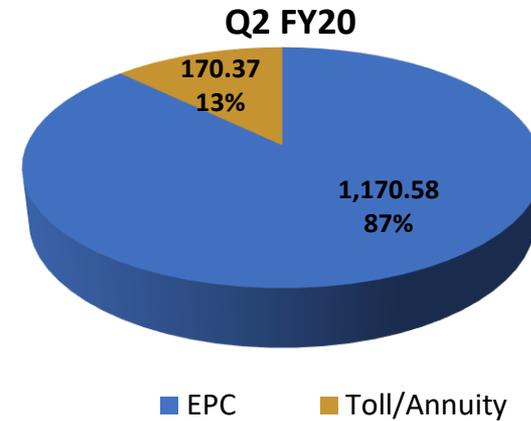
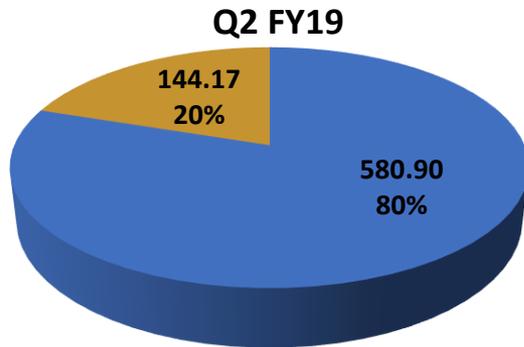
| EQUITY AND LIABILITIES (Rs. Crores)                | Sep-18          | Mar-18          |
|--|-----------------|-----------------|
| <b>EQUITY</b>                                      |                 |                 |
| (a) Equity Share capital                           | 51.31           | 51.31           |
| (b) Other equity                                   | 2,355.04        | 2,063.89        |
| <b>Sub Total (C)</b>                               | <b>2,406.35</b> | <b>2,115.20</b> |
| <b>LIABILITIES</b>                                 |                 |                 |
| (1) Non-Current Liabilities                        |                 |                 |
| (a) Financial Liabilities                          |                 |                 |
| (i) Borrowings                                     | 267.33          | 283.68          |
| (ii) Other Financial Liabilities excl. provisions  | 155.04          | 111.41          |
| (b) Provisions                                     | 10.34           | 8.84            |
| (c) Other Non-Current Liabilities                  | 115.18          | 258.86          |
| <b>Sub Total (D)</b>                               | <b>547.89</b>   | <b>662.80</b>   |
| (2) Current Liabilities                            |                 |                 |
| (a) Financial liabilities                          |                 |                 |
| (i) Borrowings                                     | 11.30           | 0.00            |
| (ii) Trade Payables                                | 541.04          | 473.74          |
| (iii) Other Financial Liabilities excl. provisions | 299.29          | 287.68          |
| (b) Other current liabilities                      | 90.99           | 173.30          |
| (c) Provisions                                     | 12.04           | 2.85            |
| <b>Sub Total (E)</b>                               | <b>954.65</b>   | <b>937.57</b>   |
| <b>Total Equity &amp; Liabilities (C+D+E)</b>      | <b>3,908.89</b> | <b>3,715.56</b> |

# Consolidated Profitability Statement – Q2 & H1



| Particulars (Rs. Crores)  | Q2 FY20         | Q2 FY19       | YoY Growth (%) | H1 FY20         | H1 FY19         | YoY Growth (%) |
|---|-----------------|---------------|----------------|-----------------|-----------------|----------------|
| <b>REVENUE</b>  | <b>1,340.95</b> | <b>725.07</b> | <b>85%</b>     | <b>2,865.47</b> | <b>1,641.46</b> | <b>75%</b>     |
| <b>EBITDA</b>   | <b>383.71</b>   | <b>207.23</b> | <b>85%</b>     | <b>734.73</b>   | <b>488.40</b>   | <b>50%</b>     |
| <b>EBITDA margin</b>  | <b>28.6%</b>    | <b>28.6%</b>  | <b>3</b>       | <b>25.64%</b>   | <b>29.75%</b>   | <b>-411</b>    |
| Other Income  | 51.44           | 5.02          |                | 126.26          | 26.67           |                |
| Depreciation  | 82.23           | 62.06         |                | 180.28          | 170.78          |                |
| Interest  | 104.74          | 83.88         |                | 197.45          | 165.47          |                |
| <b>Profit Before Tax</b>  | <b>248.18</b>   | <b>66.30</b>  | <b>274%</b>    | <b>483.26</b>   | <b>178.81</b>   | <b>170%</b>    |
| Tax Expenses  | 34.88           | 13.30         |                | 93.39           | 8.18            |                |
| Current Tax   | 41.37           | 13.05         |                | 103.71          | 31.08           |                |
| Taxation in respect of earlier years                                    | -3.75           | 0.59          |                | -3.75           | 0.59            |                |
| Deferred Tax  | -2.74           | -0.34         |                | -6.57           | -23.49          |                |
| <b>Profit After Tax</b>   | <b>213.30</b>   | <b>53.01</b>  | <b>302%</b>    | <b>389.87</b>   | <b>170.64</b>   | <b>128%</b>    |
| <b>PAT Margin</b>   | <b>15.9%</b>    | <b>7.3%</b>   | <b>860</b>     | <b>13.61%</b>   | <b>10.40%</b>   | <b>321</b>     |
| Share in Profit/ (Loss) of Associates accounted for using equity method | 0.78            | 0.50          |                | 2.72            | 0.48            |                |
| <b>Profit After Tax</b>   | <b>214.08</b>   | <b>53.51</b>  | <b>300%</b>    | <b>392.59</b>   | <b>171.11</b>   | <b>129%</b>    |
| <b>PAT Margin</b>   | <b>16.0%</b>    | <b>7.4%</b>   | <b>859</b>     | <b>13.7%</b>    | <b>10.4%</b>    | <b>328</b>     |
| Total Other Comprehensive Income, net of tax                            | -0.24           | -0.10         |                | -0.48           | -0.20           |                |
| <b>Total Comprehensive income</b>                                       | <b>213.84</b>   | <b>53.41</b>  |                | <b>392.12</b>   | <b>170.91</b>   |                |
| <b>Cash Profit (Total Comprehensive Income + Depreciation)</b>          | <b>296.07</b>   | <b>115.47</b> | <b>156%</b>    | <b>572.39</b>   | <b>341.70</b>   | <b>68%</b>     |
| <b>Cash Profit Margin</b>   | <b>22.08%</b>   | <b>15.93%</b> | <b>615</b>     | <b>19.98%</b>   | <b>20.82%</b>   | <b>-84</b>     |

# Segmental Revenue Break-up – Q2 & H1



# Consolidated Balance Sheet



| ASSETS (Rs. Crores)                      | Sep-19          | Mar-19          |
|--|-----------------|-----------------|
| <b>(1) NON-CURRENT ASSETS</b>            |                 |                 |
| (a) Property, plant & equipment          | 631.13          | 616.70          |
| (b) Capital work-in-progress             | 10.92           | 6.21            |
| (c) Intangible Asset                     | 1,498.37        | 1,617.14        |
| (d) Financial assets                     |                 |                 |
| (i) Investments                          | 32.62           | 29.89           |
| (ii) Trade Receivables                   | 3,198.34        | 2,195.97        |
| (iii) Other Financial Assets             | 206.74          | 200.96          |
| (e) Deferred Tax Asset                   | 193.71          | 204.95          |
| (f) Other Non - current assets           | 594.07          | 442.71          |
| <b>Sub Total (A)</b>                     | <b>6,365.89</b> | <b>5,314.53</b> |
| <b>(2) CURRENT ASSETS</b>                |                 |                 |
| (a) Inventories                          | 252.50          | 403.55          |
| (b) Financial Assets                     |                 |                 |
| (i) Investments                          | 246.19          | 232.64          |
| (ii) Trade receivables                   | 288.49          | 519.41          |
| (iii) Cash and cash equivalent           | 439.97          | 297.41          |
| (iv) Bank Balances other than (ii) above | 60.64           | 111.01          |
| (v) Loans                                | 105.96          | 82.85           |
| (iv) Other Financial Assets              | 97.92           | 95.58           |
| (c) Other current assets                 | 272.55          | 197.39          |
| <b>Sub Total (B)</b>                     | <b>1,764.22</b> | <b>1,939.84</b> |
| <b>Total Assets (A+B)</b>                | <b>8,130.10</b> | <b>7,254.37</b> |

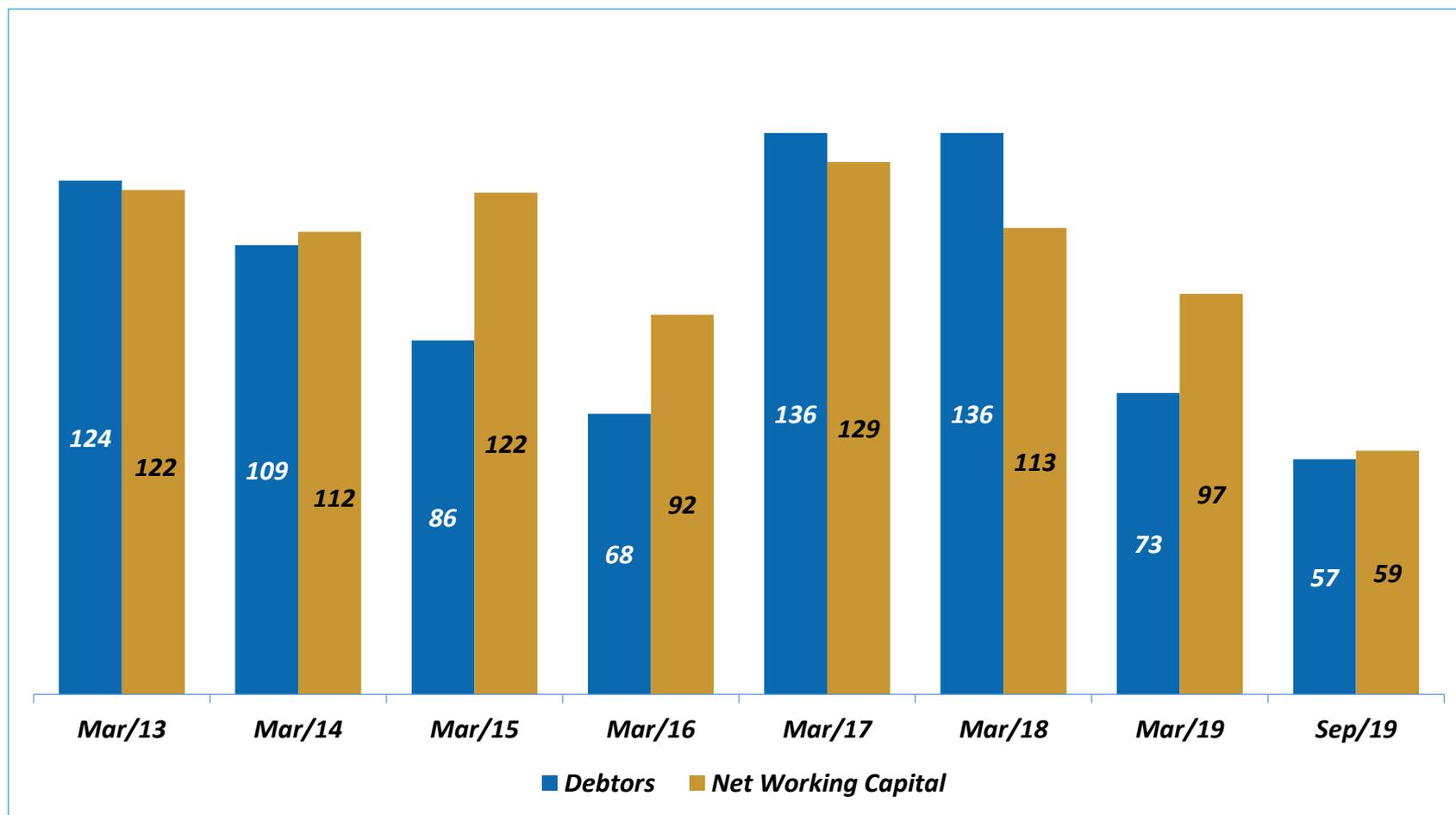
| EQUITY AND LIABILITIES (Rs. Crores)                | Sep-19          | Mar-19          |
|--|-----------------|-----------------|
| <b>EQUITY</b>                                      |                 |                 |
| (a) Equity Share capital                           | 51.31           | 51.31           |
| (b) Other equity                                   | 2,349.81        | 1,973.08        |
| <b>Equity Attributable to Owners (C)</b>           | <b>2,401.12</b> | <b>2,024.38</b> |
| Non Controlling Interest                           | 0.00            | 0.00            |
| <b>LIABILITIES</b>                                 |                 |                 |
| <b>(1) Non-Current Liabilities</b>                 |                 |                 |
| <b>(a) Financial Liabilities</b>                   |                 |                 |
| (i) Borrowings                                     | 2,729.32        | 2,515.07        |
| (ii) Trade Payables                                | 747.82          | 837.29          |
| (ii) Other Financial Liabilities excl. provisions  | 155.04          | 111.20          |
| (b) Provisions                                     | 221.32          | 185.08          |
| (c) Other Non-Current Liabilities                  | 413.39          | 438.37          |
| <b>Sub Total (D)</b>                               | <b>4,266.89</b> | <b>4,087.01</b> |
| <b>(2) Current Liabilities</b>                     |                 |                 |
| <b>(a) Financial liabilities</b>                   |                 |                 |
| (i) Borrowings                                     | 31.65           | 19.50           |
| (ii) Trade Payables                                | 543.65          | 478.79          |
| (iii) Other Financial Liabilities excl. provisions | 487.34          | 463.26          |
| (b) Other current liabilities                      | 364.61          | 162.31          |
| (c) Provisions                                     | 34.85           | 19.13           |
| <b>Sub Total (E)</b>                               | <b>1,462.10</b> | <b>1,142.98</b> |
| <b>Total Equity &amp; Liabilities (C+D+E)</b>      | <b>8,130.10</b> | <b>7,254.37</b> |

# Cashflow Statement – Standalone and Consolidated



| Rs. Crores  | Standalone                |                           | Consolidated              |                           |
|---|---------------------------|---------------------------|---------------------------|---------------------------|
|   | Half Year ended<br>Sep-19 | Half Year ended<br>Sep-18 | Half Year ended<br>Sep-19 | Half Year ended<br>Sep-18 |
| Profit before tax   | 390.97                    | 162.14                    | 485.99                    | 179.29                    |
| <i>Adjustments</i>  | -60.24                    | -45.03                    | -248.27                   | -311.24                   |
| Operating Cash flow Before Working Capital Changes                  | 451.21                    | 207.17                    | 734.26                    | 490.53                    |
| <i>Change in operating assets and liabilities</i>                   | 283.09                    | 315.47                    | 362.89                    | 444.15                    |
| Cash generated from operations                                      | 168.12                    | -108.31                   | 371.37                    | 46.38                     |
| <i>Income taxes paid</i>  | 76.51                     | 27.75                     | 76.51                     | 27.75                     |
| <b>Net cash inflow from operating activities (A)</b>                | <b>91.61</b>              | <b>-136.05</b>            | <b>294.85</b>             | <b>18.64</b>              |
| <b>Net cash inflow/(outflow) from investing activities (B)</b>      | <b>-101.77</b>            | <b>-100.40</b>            | <b>59.39</b>              | <b>-146.60</b>            |
| <b>Net cash outflow from financing activities (C)</b>               | <b>-0.35</b>              | <b>140.41</b>             | <b>-211.69</b>            | <b>33.46</b>              |
| <b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b> | <b>-10.51</b>             | <b>-96.05</b>             | <b>142.56</b>             | <b>-94.50</b>             |

# Net Working Capital Days\*



\* - Standalone

# Standalone Profitability Statement – Full Year



| Rs. Crores   | FY19            | FY18            | YoY         |
|--|-----------------|-----------------|-------------|
| <b>REVENUE</b>   | <b>3,096.87</b> | <b>1,856.58</b> | <b>67%</b>  |
| <b>EBITDA</b>  | <b>457.34</b>   | <b>318.83</b>   | <b>43%</b>  |
| <b>EBITDA margin</b>   | <b>14.8%</b>    | <b>17.2%</b>    | <b>-241</b> |
| Other Income   | 43.04           | 23.02           |             |
| Depreciation   | 92.24           | 77.20           |             |
| Interest   | 64.09           | 30.72           |             |
| <b>Profit Before Tax</b>                                       | <b>344.04</b>   | <b>233.93</b>   | <b>47%</b>  |
| Total Tax Expenses   | 19.13           | -17.11          |             |
| Current Tax  | 82.88           | 32.30           |             |
| Taxation in respect of earlier years                           | -65.78          | -49.85          |             |
| Deferred Tax   | 2.03            | 0.43            |             |
| <b>Profit After Tax</b>  | <b>324.91</b>   | <b>251.04</b>   | <b>29%</b>  |
| <b>PAT Margin</b>  | <b>10.5%</b>    | <b>13.5%</b>    | <b>-303</b> |
| Total Other Comprehensive Income, net of tax                   | -0.95           | -0.41           |             |
| <b>Total Comprehensive income</b>                              | <b>323.96</b>   | <b>250.63</b>   | <b>29%</b>  |
| <b>Cash Profit (Total Comprehensive Income + Depreciation)</b> | <b>416.21</b>   | <b>327.84</b>   | <b>27%</b>  |
| <b>Cash Profit Margin</b>                                      | <b>13.44%</b>   | <b>17.7%</b>    | <b>-422</b> |

# Standalone Balance Sheet



| ASSETS (Rs. Crores)                       | Mar-19          | Mar-18          |
|---|-----------------|-----------------|
| <b>(1) NON-CURRENT ASSETS</b>             |                 |                 |
| (a) Property, plant & equipment           | 613.51          | 404.81          |
| (b) Capital work-in-progress              | 6.21            | 11.14           |
| (c) Intangible Asset                      | 1.98            | 1.60            |
| (d) Financial assets                      |                 |                 |
| (i) Investments                           | 573.03          | 494.79          |
| (ii) Other Financial Assets               | 200.84          | 167.67          |
| (e) Deferred Tax Asset                    | 0.51            | 2.03            |
| (f) Other Non - current assets            | 343.38          | 298.65          |
| <b>Sub Total (A)</b>                      | <b>1,739.45</b> | <b>1,380.69</b> |
| <b>(2) CURRENT ASSETS</b>                 |                 |                 |
| (a) Inventories                           | 403.55          | 175.75          |
| (b) Financial Assets                      |                 |                 |
| (i) Trade receivables                     | 615.43          | 689.99          |
| (ii) Cash and cash equivalents            | 251.87          | 106.12          |
| (iii) Bank Balances other than (ii) above | 57.55           | 41.17           |
| (iv) Other Financial Assets               | 459.97          | 245.08          |
| (c) Current tax assets (net)              | 0.00            | 0.00            |
| (d) Other current assets                  | 187.74          | 147.63          |
| <b>Sub Total (B)</b>                      | <b>1,976.11</b> | <b>1,405.75</b> |
| <b>Total Assets (A+B)</b>                 | <b>3,715.56</b> | <b>2,786.44</b> |

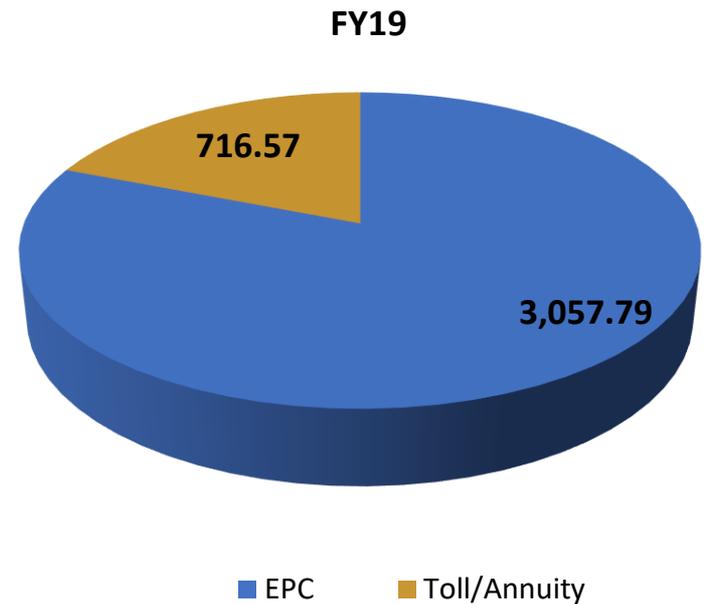
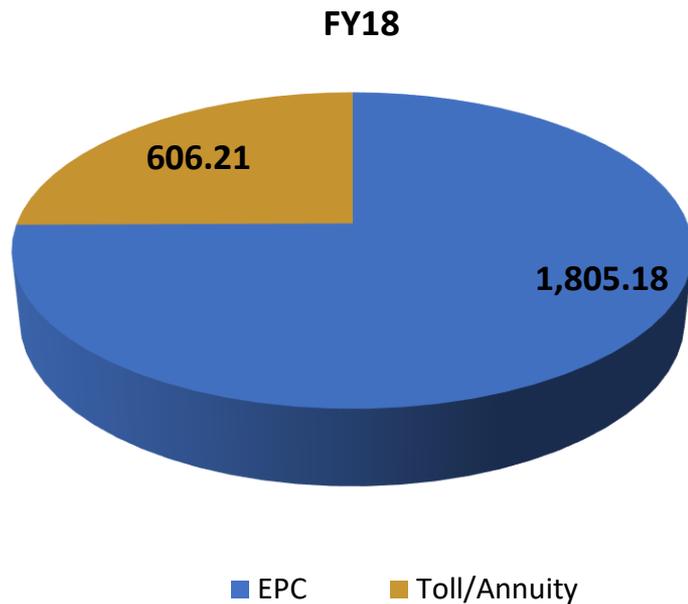
| EQUITY AND LIABILITIES (Rs. Crores)                | Mar-19           | Mar-18          |
|--|------------------|-----------------|
| <b>EQUITY</b>                                      |                  |                 |
| (a) Equity Share capital                           | 51.31            | 51.31           |
| (b) Other equity                                   | 2,063.89         | 1,755.39        |
| <b>Sub Total (C)</b>                               | <b>2,115.20</b>  | <b>1,806.70</b> |
| <b>LIABILITIES</b>                                 |                  |                 |
| <b>(1) Non-Current Liabilities</b>                 |                  |                 |
| (a) Financial Liabilities                          |                  |                 |
| (i) Borrowings                                     | 283.68           | 128.55          |
| (ii) Other Financial Liabilities excl. provisions  | 111.41           | 107.26          |
| (b) Provisions                                     | 8.84             | 4.70            |
| (c) Other Non-Current Liabilities                  | 258.86           | 57.92           |
| <b>Sub Total (D)</b>                               | <b>662.80</b>    | <b>298.44</b>   |
| <b>(2) Current Liabilities</b>                     |                  |                 |
| (a) Financial liabilities                          |                  |                 |
| (i) Borrowings                                     | 0.00             | 0.00            |
| (ii) Trade Payables                                | 473.74           | 462.84          |
| (iii) Other Financial Liabilities excl. provisions | 287.68           | 140.49          |
| (b) Other current liabilities                      | 173.30           | 65.11           |
| (c) Provisions                                     | 2.85             | 12.85           |
| <b>Sub Total (E)</b>                               | <b>937.57</b>    | <b>681.30</b>   |
| <b>Total Equity &amp; Liabilities (C+D+E)</b>      | <b>3,715.564</b> | <b>2,786.44</b> |

# Consolidated Profitability Statement – Full Year



| Rs. Crores   | FY19            | FY18            | YoY         |
|--|-----------------|-----------------|-------------|
| <b>REVENUE</b>   | <b>3,774.4</b>  | <b>2,411.39</b> | <b>57%</b>  |
| <b>EBITDA</b>  | <b>1,006.81</b> | <b>769.10</b>   | <b>31%</b>  |
| <b>EBITDA margin</b>   | <b>26.7%</b>    | <b>31.9%</b>    | <b>-522</b> |
| Other Income   | 46.62           | 24.35           |             |
| Depreciation   | 346.46          | 261.81          |             |
| Interest   | 347.98          | 309.31          |             |
| <b>Profit Before Tax</b>   | <b>358.98</b>   | <b>222.33</b>   | <b>61%</b>  |
| Total Tax Expenses   | 8.31            | -26.65          |             |
| Current Tax  | 89.73           | 35.34           |             |
| Taxation in respect of earlier years   | -65.77          | -49.92          |             |
| Deferred Tax   | -15.65          | -12.06          |             |
| <b>Net Profit from Continuing Operations</b>   | <b>350.67</b>   | <b>248.98</b>   | <b>41%</b>  |
| Share in Profit /(Loss) of Associates and Joint Ventures accounted for using equity method | 0.70            | -5.97           |             |
| <b>Net Profit After Tax</b>  | <b>351.36</b>   | <b>243.01</b>   | <b>45%</b>  |
| <b>PAT Margin</b>  | <b>9.3%</b>     | <b>10.1%</b>    | <b>-77</b>  |
| Total other Comprehensive income, net of tax   | -0.95           | -0.25           |             |
| <b>Total Comprehensive income for the Period</b>   | <b>350.42</b>   | <b>242.76</b>   | <b>44%</b>  |
| <b>Cash Profit (Total Comprehensive Income + Depreciation)</b>                             | <b>696.88</b>   | <b>504.57</b>   | <b>38%</b>  |
| <b>Cash Profit Margin</b>  | <b>18.46%</b>   | <b>20.9%</b>    | <b>-246</b> |

# Segmental Revenue Break-up – Full Year



# Consolidated Balance Sheet



| ASSETS (Rs. Crores)                       | Mar-19          | Mar-18          |
|---|-----------------|-----------------|
| <b>(1) NON-CURRENT ASSETS</b>             |                 |                 |
| (a) Property, plant & equipment           | 616.70          | 409.23          |
| (b) Capital work-in-progress              | 6.21            | 11.14           |
| (c) Intangible Asset                      | 1,617.14        | 1,869.51        |
| (d) Financial assets                      |                 |                 |
| (i) Investments                           | 29.89           | 29.19           |
| (ii) Trade Receivables                    | 2,195.97        | 1,640.26        |
| (iii) Other Financial Assets              | 200.96          | 167.75          |
| (e) Deferred Tax Asset                    | 38.13           | 15.07           |
| (f) Other Non - current assets            | 609.54          | 349.22          |
| <b>Sub Total (A)</b>                      | <b>5,314.53</b> | <b>4,491.36</b> |
| <b>(2) CURRENT ASSETS</b>                 |                 |                 |
| (a) Inventories                           | 403.55          | 175.75          |
| (b) Financial Assets                      |                 |                 |
| (i) Investments                           | 232.64          | 140.14          |
| (ii) Trade receivables                    | 519.41          | 594.53          |
| (iii) Cash and cash equivalents           | 297.41          | 144.00          |
| (iv) Bank balances other than (iii) above | 111.00          | 41.17           |
| (iv) Other Financial Assets               | 176.57          | 119.48          |
| (c) Current tax assets (net)              | 0.00            | 0.00            |
| (d) Other current assets                  | 199.25          | 195.59          |
| <b>Sub Total (B)</b>                      | <b>1,939.84</b> | <b>1,410.67</b> |
| <b>Total Assets (A+B)</b>                 | <b>7,254.37</b> | <b>5,902.03</b> |

| EQUITY AND LIABILITIES (Rs. Crores)           | Mar-19          | Mar-18          |
|---|-----------------|-----------------|
| <b>EQUITY</b>                                 |                 |                 |
| (a) Equity Share capital                      | 51.31           | 51.31           |
| (b) Other equity                              | 1,973.08        | 1,637.40        |
| Non Controlling Interest                      | 0.00            | 0.01            |
| <b>Sub Total (C)</b>                          | <b>2,024.39</b> | <b>1,688.72</b> |
| <b>LIABILITIES</b>                            |                 |                 |
| <b>(1) Non-Current Liabilities</b>            |                 |                 |
| (a) Financial Liabilities                     |                 |                 |
| (i) Borrowings                                | 2,515.07        | 1,842.72        |
| (ii) Trade Payables                           | 837.29          | 988.16          |
| (iii) Other Financial Liabilities             | 111.20          | 130.20          |
| (b) Provisions                                | 185.08          | 119.96          |
| (c) Deferred Tax Liability                    | 0.00            | 0.00            |
| (d) Other Non-Current Liabilities             | 438.37          | 155.55          |
| <b>Sub Total (D)</b>                          | <b>4,087.01</b> | <b>3,236.59</b> |
| <b>(2) Current Liabilities</b>                |                 |                 |
| (a) Financial liabilities                     |                 |                 |
| (i) Borrowings                                | 19.50           | 22.51           |
| (ii) Trade Payables                           | 478.79          | 472.69          |
| (iii) Other Financial Liabilities             | 463.26          | 264.90          |
| (b) Other current liabilities                 | 162.31          | 199.78          |
| (c) Provisions                                | 19.13           | 16.84           |
| <b>Sub Total (E)</b>                          | <b>1,142.98</b> | <b>976.71</b>   |
| <b>Total Equity &amp; Liabilities (C+D+E)</b> | <b>7,254.37</b> | <b>5,902.03</b> |

5

## Annexure II – Company Overview



## Established track record of timely/early completion of projects



Infrastructure construction, development and management company; expertise in execution of projects including highways, bridges, flyovers, airport runways, industrial areas and transmission lines



Executed 66 major infrastructure projects spread across 13 states, of which 43 are road EPC projects; currently executing 19 projects



Large fleet of sophisticated equipment and professionally qualified & experienced employee base



Operating 6 BOT & 1 OMT project, comprising of both toll & annuity assets; Total 7 HAM projects comprising - 6 HAM project under-construction, for balance 1 projects Financial Closure is achieved and Appointed date is awaited

**Strong credit rating of CARE AA- for Long Term, CARE A1+ for Short Term Loans, "Stable" outlook**

# Business Overview



Design, procurement and construction of track and track related works on Mughalsarai - Sonnagar section of Dedicated Eastern Freight Corridor on EPC basis – under execution

Set up power transmission lines of approximately 350 km of 132/220 kilovolt lines on a turn-key basis

Operating 6 BOT & 1 OMT project, comprising of both toll & annuity assets; Total 7 HAM projects comprising - 6 HAM project under-construction, for balance 1 projects Financial Closure is achieved and Appointed date is awaited

**Industrial Area Development**

**Dedicated Freight Corridor / Railways**

**Roads & Highways EPC**

**Power Transmission**

**Airport Runways**

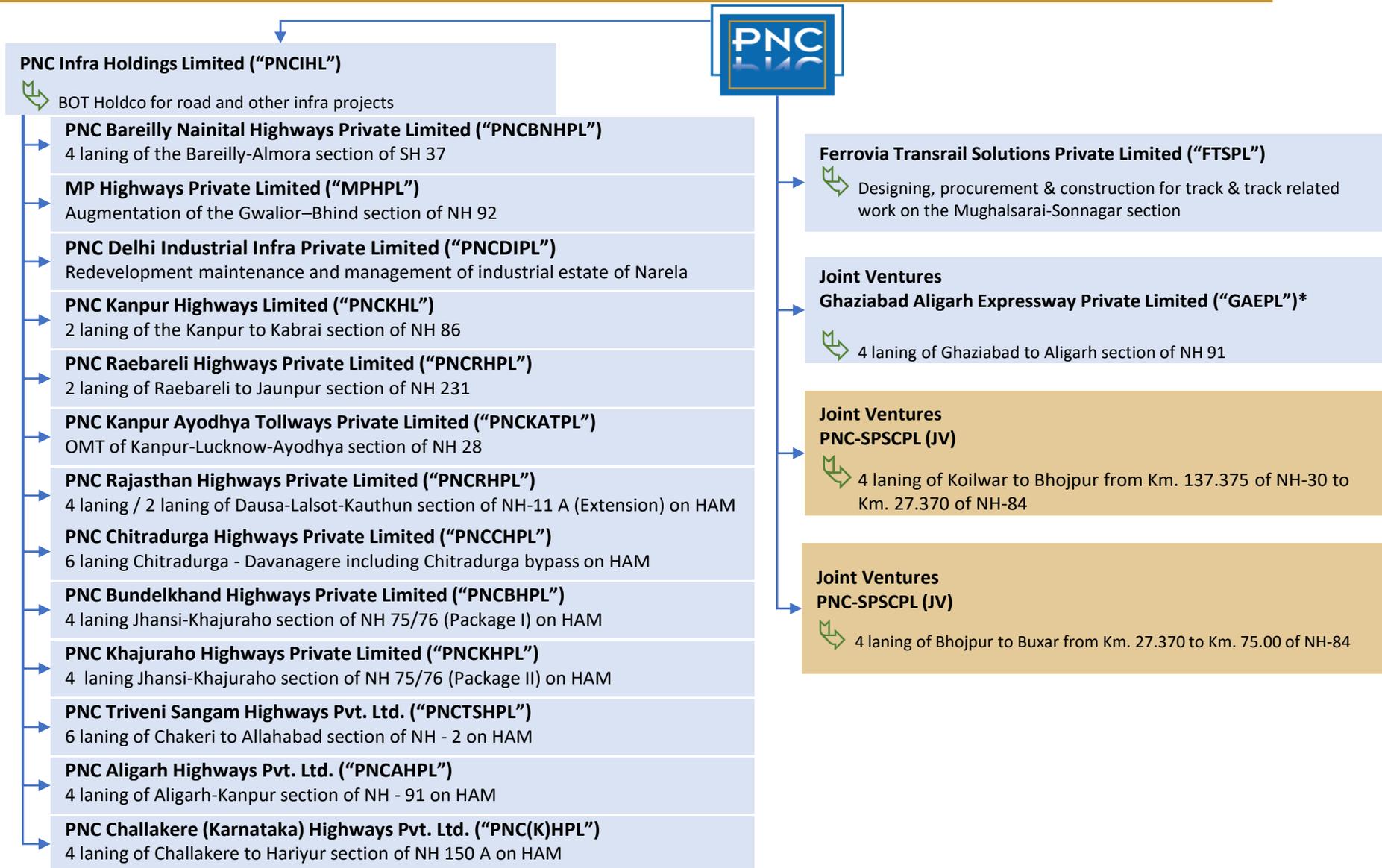
**Roads & Highways BOT / OMT/ HAM**

Completed first of its kind BOT annuity project - area redevelopment and management of Industrial Estate of Narela, New Delhi for Delhi State Industrial & Infrastructure Development Corporation (DSIIDC)

Completed 43 infrastructure road projects on EPC basis

Executed 20 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

# Corporate Structure



\* - Signed SPA for sale of 35% stake with Cube Highways and Infrastructure Pte. Ltd. on May 04, 2019

# Integrated Business Model



## Equipment Bank

- Ownership of a fleet of modern equipment enables quick mobilization besides ensuring continuous availability of critical equipment
- Reduces costs and facilitates timely completion of projects through enhanced control



## In-house Design & Engineering

- Controls the entire process from conceptualization to commissioning of a given project which helps in providing customized solutions as per clients' specific requirements



## Own Quarries / Raw Material Sourcing

- Own / Leasing of Quarries helps in securing of raw material and project completion within scheduled time & budget



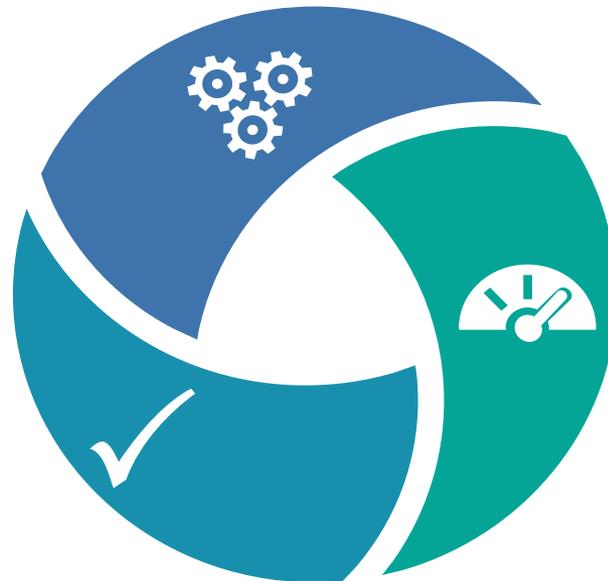
## In-house Construction

- Ensuring timely completion of projects, reducing reliance on third parties and lowering costs



## Man and Machine added to execute more projects

- Strengthening of In-house execution team with induction of engineers with strong technical knowledge
- Investments in Machinery over the years to augment and upgrade the execution capabilities



## Strong Credit Rating

- Long term bank facilities “CARE AA- (Double A Minus)”
- Short term bank facilities “CARE A1+ (A One plus)”
- “Stable” outlook

## Enhanced Working Capital Limits\*

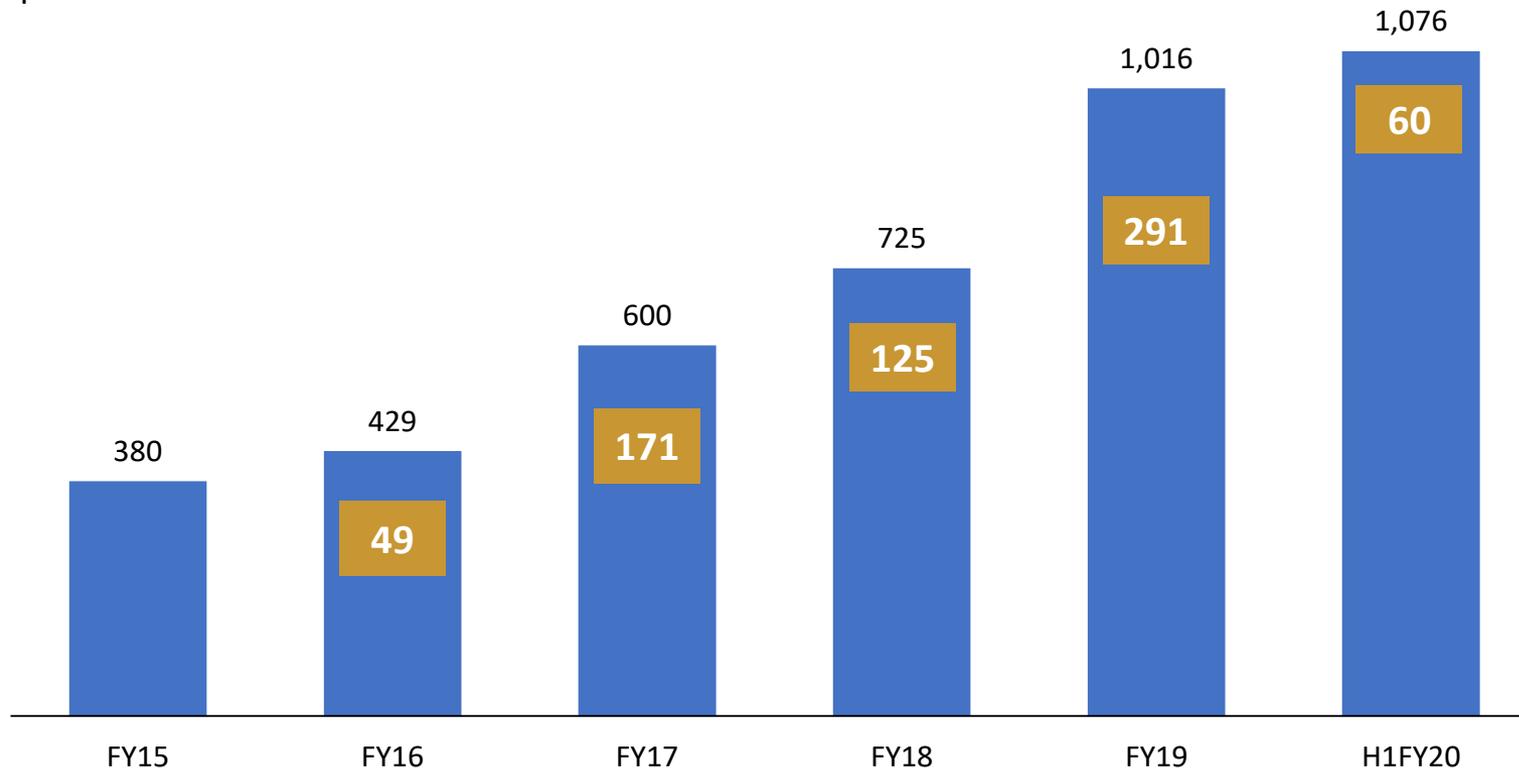
- Enhanced Fund Based Limits from Rs. 750 crores to Rs. 1,000 crores which will enable us to execute projects without financial constraints
- Enhanced Non-Fund Based Limits from Rs. 3,350 crores to Rs. 5,000 crores will enable to Bid for higher no. of projects which are larger in size

# Enhanced to augment & upgrade the execution



Rs. Crores

■ - Capex addition



**Present Capex will enable us to achieve a Turnover of Rs. 6,000-7,000 crores**

# In-house Equipment Bank



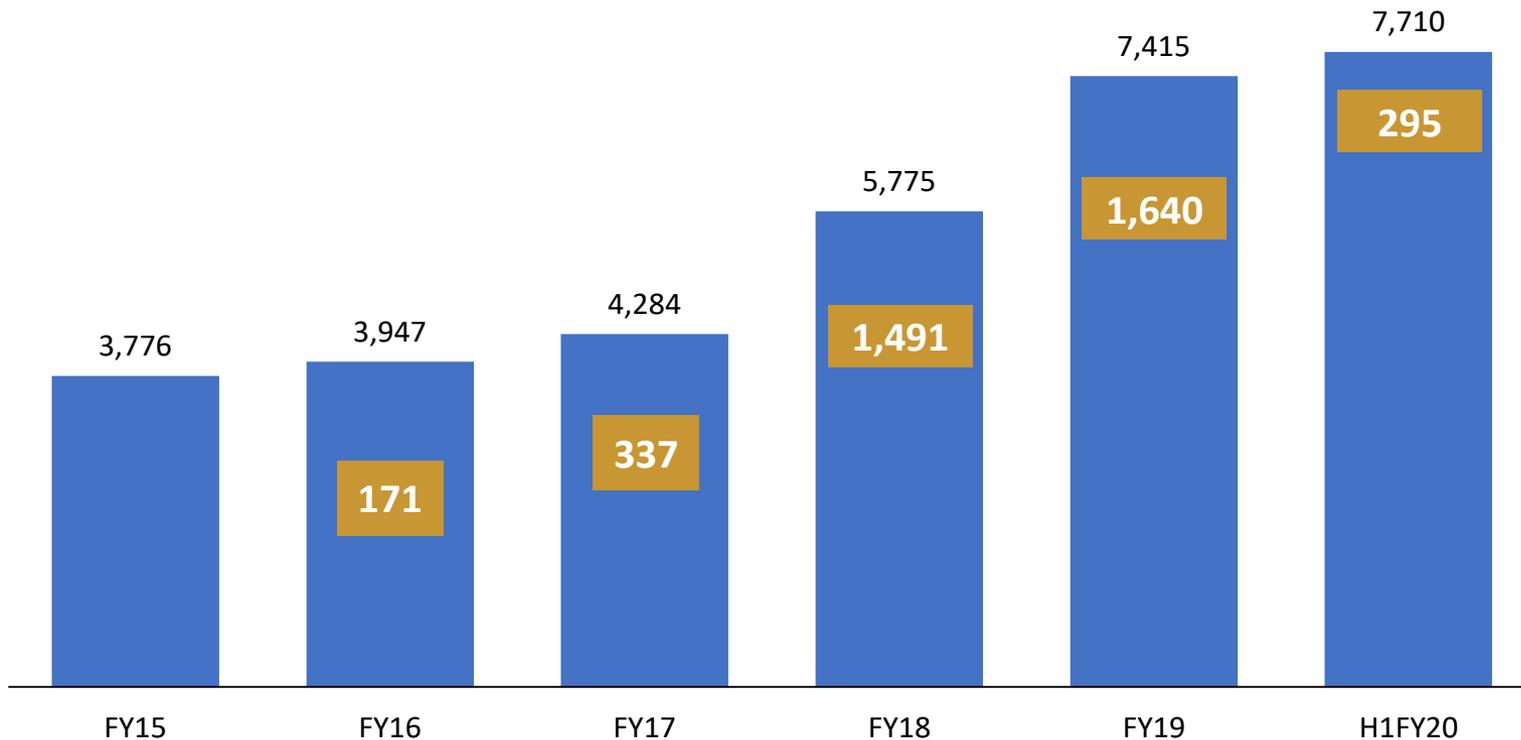
| Name of Machinery                                 | OEM  | Quantity                |
|---|--|-------------------------|
| Heavy Duty Vehicles                               | Ashok Leyland, Tata Motors   | 1,216                   |
| Diesel Generators                                 | Cummins/Jackson, Sudhir, Kirloskar, A/L, Greaves, Prakash, Escorts | 469                     |
| Light Duty Vehicles and Attachments               | Mahindra, Tata, Farm Trac, John Deere                              | 431                     |
| Passenger Vehicles                                | Toyota, Mercedes, Tata, Mahindra, BMW                              | 146                     |
| Backhoe Loader                                    | CAT, JCB   | 132                     |
| Storage Tank                                      | --   | 125                     |
| Weigh Bridge upto 100 Ton                         | Ashbee/ Vishwakarma/ Jyoti Weighing                                | 125                     |
| Wheel Loaders                                     | CAT, HM, Liugong   | 110                     |
| Soil Compactors                                   | Escorts, Greaves, IR, Volvo, HAMM                                  | 108                     |
| Hydraulic Excavators                              | Komatsu, CAT, Volvo, Dozco   | 107                     |
| Air Compressor (Upto 350 CFM)                     | Atlas Copco, IR, Local   | 92                      |
| Vibratory Tandem Rollers                          | IR, HAMM, Dynapac  | 83                      |
| Paver Finisher (Concrete / Bituminous / Slipform) | Voegele, Wirtgen, Volvo, IR, Apollo, Multiquip                     | 80                      |
| Motor Grader and Dozers                           | CAT, Volvo, Sany, SEM  | 78                      |
| Concrete Batching Plant & Concrete Mixture        | Schwing Stettters, Universal, Allen Buildwell                      | 64                      |
| Tower Light                                       | Bellstone, IR, Akshay Patra, Prakash                               | 60                      |
| Cranes (Goliath, Tower, Hydra)                    | Alpha, CAT, Escorts  | 51                      |
| Tar Boiler/Bitumen Distributor                    | Local, Apollo, Allwin  | 44                      |
| Broomer   | Apollo, Allwin   | 42                      |
| Crusher Plants & Sand Screen/Washing Plant        | Metso, Terex, Local, Wier Minerals                                 | 35                      |
| Static Roller / Plate Compactors                  | Atlas Copco, Local   | 34                      |
| Kerb Paver  | Apollo, Arrow, Roadtech  | 25                      |
| Concrete Pump and Placer                          | Schwing Stetter, Putz, Greaves, Surilla                            | 22                      |
| Hot Mix Plants                                    | Apollo, Linnhoff, Speco, Shiv Shakti                               | 21                      |
| Wet Mix Plants                                    | Apollo, Everest, Shiv Shakti                                       | 21                      |
| PTR   | HAMM, IR, Greaves  | 16                      |
| Chilling Plant                                    | Schwing Stetter  | 13                      |
| Milling Machine                                   | Wirtgen  | 3                       |
| <b>Gross Block*</b>                               |  | <b>Rs. 1,076 crores</b> |

# Strengthening of In-house execution team



Current Total Employees: Over 7,700

■ - Employee addition



**Strengthening of In-house execution team with induction of engineers with strong technical knowledge**

# Strong Credit Rating



## Reaffirmed

- PNC Infratech Ltd.
  - ✓ Long term bank facilities stands at **CARE AA- (Double A Minus)**
  - ✓ Short term bank facilities stands at **CARE A1+ (A One plus)**
- PNC Bareilly Nainital Highways Pvt. Ltd.
  - ✓ Long term bank facilities at **CARE BBB; Stable (Triple B; Outlook: Stable)**
- PNC Rajasthan Highways Pvt. Ltd.
  - ✓ Long term bank facilities at **CARE A-; Stable (Single A Minus; Outlook: Stable)**
  - ✓ Short term bank facilities at **CARE A1 (A One)**
- PNC Raebareli Highways Pvt. Ltd.
  - ✓ Long term bank facilities (Senior Debt) at **CARE AA; Stable [Double AA; Outlook: Stable]**
  - ✓ Long term bank facilities (Subordinate Debt) at **CARE AA-; Stable [Double AA Minus; Outlook: Stable]**
- MP Highways Pvt. Ltd.
  - ✓ Long term bank facilities at **CARE A; Stable (Single A; Outlook: Stable)**

## Reaffirmed

- PNC Khajuraho Highways Pvt. Ltd.
  - ✓ Long term bank facilities at **CARE A-; Stable (Single A Minus; Outlook: Stable)**
- PNC Chitradurga Highways Pvt. Ltd.
  - ✓ Long term bank facilities at **CARE A-; Stable (Single A Minus; Outlook: Stable)**
- PNC Bundelkhand Highways Pvt. Ltd.
  - ✓ Reaffirmed **CARE A-; Stable (Single A Minus; Outlook: Stable)** on long term bank facilities

## Assigned / Upgraded

- PNC Triveni Sangam Highways Pvt. Ltd.
  - ✓ Assigned **CARE A-; Stable (Single A Minus; Outlook: Stable)** on long term bank facilities
- PNC Aligarh Highways Pvt. Ltd.
  - ✓ Assigned **CARE A; Stable (Single A; Outlook: Stable)** on long term bank facilities
- PNC Challakere (Karnataka) Highways Private Limited
  - ✓ Assigned a provisional rating - **CARE A, with stable Outlook (Provisional Single A Outlook: Stable)** on long term bank facilities
- PNC Delhi Industrialinfra Pvt. Ltd.
  - ✓ Upgraded Long term bank facilities to **CARE BBB+; Positive (Triple B Plus; Outlook: Positive)**

# Experienced Promoters



**Mr. Pradeep Kumar Jain**

**Chairman & Managing Director**

- Over 39 years of experience in the construction, infrastructure sector and allied areas
- Responsible for overall administration and supervision of projects and liaison with agencies



**Mr. Naveen Kumar Jain**

**Promoter**

- Over 30 years of experience in industries such as construction, cold storage, transportation, machineries and transport organization



**Mr. Chakresh Kumar Jain**

**Managing Director & CFO**

- Over 29 years of experience in development of infrastructure sector, such as construction of highways, airports, rail over-bridges among others
- Responsible for overall finance, project management and administration



**Mr. Yogesh Kumar Jain**

**Managing Director**

- Over 24 years of experience in planning, execution, supervision of work starting from pre-qualification and tendering up to completion and handing over of sites
- Responsible for technical supervision of projects up to completion stage of such projects

# Board of Directors



**Mr. Pradeep Kumar Jain**

*CMD*



**Mr. Chakresh Kumar Jain**

*Managing Director & CFO*



**Mr. Yogesh Kumar Jain**

*Managing Director*



**Mr. Anil Kumar Rao**

*Whole-time Director*



**Mr. Talluri Raghupati Rao**

*Wholetime Director*



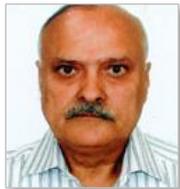
**Mr. Krishan Kumar Jalan (IAS)**

*Independent Director*



**Mr. Gauri Shankar**

*Independent Director*



**Mr. Chhotu Ram Sharma**

*Independent Director*



**Mr. Ashok Kumar Gupta**

*Independent Director*



**Ms. Deepika Mittal**

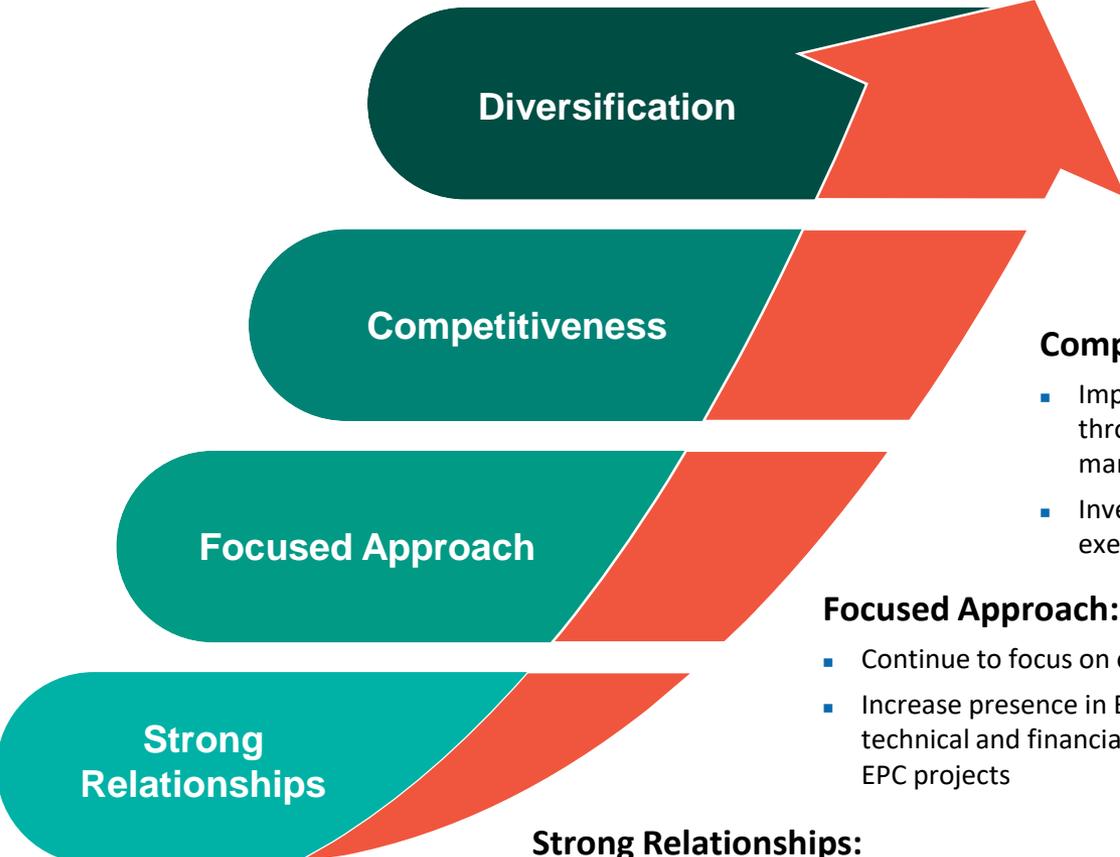
*Independent Director*

# Clientele



Uttar Pradesh Power Corporation Limited





## Diversification

### Diversification:

- Leveraging Strong Project Execution track record to diversify into new functional areas of infrastructure development
- Expand presence in development of industrial areas and dedicated freight corridor projects
- Diversify into waste management, water-related infrastructure projects such as river-connecting

## Competitiveness

### Competitiveness:

- Improve performance and competitiveness of existing business through investments in technology, equipment and skilled manpower
- Investments in modern equipment will ensure cost effective execution

## Focused Approach

### Focused Approach:

- Continue to focus on our Core EPC Strength & Regional Expertise
- Increase presence in BOT, OMT & HAM projects by leveraging our technical and financial credentials developed through our focus on core EPC projects

## Strong Relationships

### Strong Relationships:

- Maintaining Strategic Alliances with companies whose Resources, Skills & Strategies for synergy
- Enter into project-specific JVs or sub-contracting relationships

**For further information, please contact:**

**Company :**

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CIN: L45201DL1999PLC195937

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Vice President - Finance

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