



PNC INFRATECH LIMITED

Result Update Presentation Q1FY24

STRONG PIPELINE | SWIFT EXECUTION | STEADY GROWTH for a better tomorrow...

Safe Harbor



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PNC Infratech Limited



Key Highlights for Q1 FY24





Revenue

Revenue of Rs. 1,861 crore in Q1FY24 as compared to 1,721 crore* in Q1FY23



EBITDA

- EBITDA of Rs. 245 crore in Q1FY24 compared to Rs. 221* crore in Q1FY23
- EBITDA Margin of 13.2% in Q1FY24



PAT

- PAT of Rs. 157 crore in Q1FY24 compared to 130* crore in Q1FY23
- PAT Margin of 8.4% in Q1FY24



Order Book

Remaining value of contracts under execution of over Rs. 18,900 crore as on 30th June 2023 (including Contract worth Rs. 4,083 crores not yet included in order book)



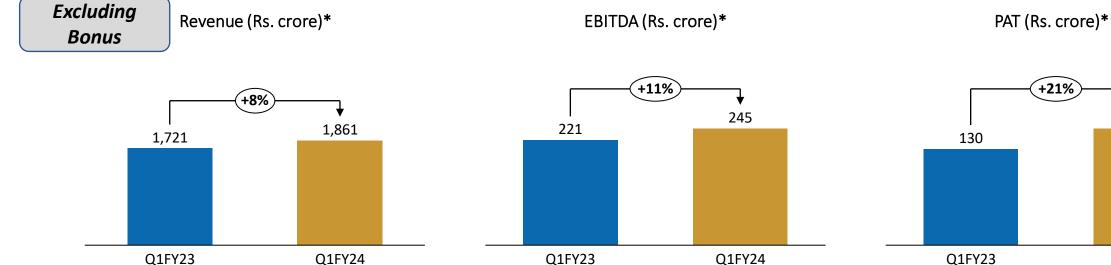
Net Working Capital

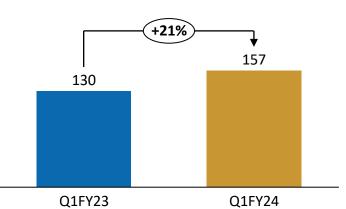
 Net Working Capital days as on 30th June 2023 as compared to 87 days as on 31st March 2023

st - Excluding Bonus of Rs. 37.02 crs received in Q1 FY23

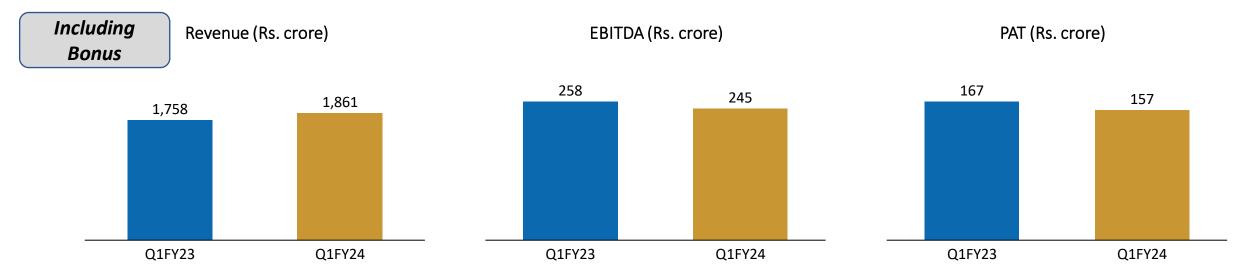
Key Highlights for Q1 FY24







* - Adjusted for Bonus of Rs. 37.02 crs received in Q1 FY23



Standalone Financials **PNC Infratech Limited**



Robust Order Book over Rs. 14,900 crores



- Remaining value of contracts under execution of over Rs. 14,900 crore as on 30th June 2023
- The below orders are not included in order book as on 30th June 2023:
 - ✓ Concession agreement signed for 6-lane Greenfield Varanasi Ranchi Kolkata Highway under Bharatmala Pariyojana in the state of Bihar on Hybrid Annuity Mode Package 2 with a total bid project cost of Rs. 891 crores
 - ✓ Concession agreement signed for 6-lane Greenfield Varanasi Ranchi Kolkata Highway under Bharatmala Pariyojana in the state of Bihar on Hybrid Annuity Mode Package 3 with a total bid project cost of Rs. 1,113 crores
 - ✓ Concession agreement signed for 6-lane Greenfield Varanasi Ranchi Kolkata Highway under Bharatmala Pariyojana in the state of Bihar on Hybrid Annuity Mode Package 6 with a total bid project cost of Rs. 1,260 crores
 - ✓ Concession agreement signed for Construction of 4-lane highway from Singraur Uphar to Baranpur Kadipur Ichauli in the state of Uttar Pradesh on Hybrid Annuity Mode (Package-III) for total bid project cost of Rs. 819 crores

Key EPC Projects Under Construction	Awarding Authority	Remaining Value (Rs. Crores)
Akkalkot Pkg-II (Badadal-Maradgi S)	NHAI	1,314
Sonali – Gorukhpur	NHAI	1,230
Kanpur-Lucknow Expressway Pkg-1	NHAI	1,070
Kanpur-Lucknow Expressway Pkg-2	NHAI	1,028
Mathura Bypass Pkg-1B (Mathura - Gaju Village)	NHAI	720
Hardoi Bypass	NHAI	622
Top 6 road projects		5,984
Water and Canal Projects		6,276
Other Projects		2,656
Total Order Book		14,916

Contract under execution is over Rs. 18,900 crore (including contract worth Rs. 4,083 crores not yet included in order book) which is over 2.6 times of FY23 revenue

Road EPC projects constitute 72% of total order-book



Sizeable Project Portfolio: Operational Projects



Project	% Stake	Authority	State / Stretch	Туре	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 th Jun '23 (Rs. Crs)
Kanpur Kabrai	100%	NHAI	UP / NH-86	Toll	-	123 / 2	458.5	67.5	67.5	123.0	268.0	18
Gwalior Bhind	100%	MPRDC	MP / NH-92	Toll	-	107.68 / 2	340.3	78.3	78.3	27.0	235.0	47
Bareilly Almora	100%	UPSHA	UP / SH-37	Toll	-	54 / 4	604.5	74.6	74.6	70.0	460.0	314
Rae Bareli Jaunpur	100%	NHAI	UP / NH-231	Annuity	-	166.40 / 2	837.4	139.6	139.6	0.0	697.8	356
Narela Industrial Area	100%	DSIIDC	Delhi / NA	Annuity	<u>-</u>	33 / -	175.0	35.0	35.0	0.0	140.0	-
	 						2,415.7	395.1	395.1	220.0	1,800.8	735

All Projects are Operational

Sizeable Project Portfolio: HAM Projects



Project	% Stake	Authority	State / Stretch	Kms / Lanes	Status	TPC (Rs. Crs)	Invested Equity (Rs. Crs)	PNC Share of Invested Amount (Rs. Crs)	Total Debt (Rs. Crs)	Debt / Bond as on 30 th Jun'23 (Rs. Crs)
Dausa-Lalsot	100%	NHAI	Raj/ NH11A	83.45/ 4/2	COD	820	65	65	371	285
Aligarh-Kanpur	100%	NHAI	UP / NH-91	45 / 4	COD	1,110	131	131	500	474
Jhansi-Khajuraho (Pkg II)	100%	NHAI	UP & MP / NH 75/76	85.4 / 4	COD	1,262	104	104	590	496
Chitradurga-Davanagere	100%	NHAI	Karnataka / NH 48	72.7/6	COD	1,338	107	107	606	509
Jhansi-Khajuraho (Pkg I)	100%	NHAI	UP & MP / NH 75/76	76.3 / 4	PCOD	1,342	128	128	604	550
Chakeri-Allahabad	100%	NHAI	UP / NH 2	145.1 / 6	PCOD	2,018	172	172	873	777
Challakere-Hariyur	100%	NHAI	Karnataka / NH 150 A	55.7 / 4	UC	1,023	93	93	440	340
Jagdishpur-Faizabad	100%	NHAI	UP / NH-330 A	60.2 / 4	UC	1,311	123	123	559	490
Mitrasen to Kanpur	100%	NHAI	UP / NH-91	60.6 / 4	UC	1,790	182	182	775	710
Unnao-Lalganj	100%	NHAI	UP / NH-232 A	70.0 / 4	UC	1,491	108	108	631	382
Meerut – Nazibabad	100%	NHAI	UP / NH-119	53.9 / 4	UC	1,207	109	109	514	435
Kanpur-Lucknow (Pkg I)	100%	NHAI	UP / NH-27	17.5 / 6	UC	1,618	85	85	780	-
Kanpur-Lucknow (Pkg II)	100%	NHAI	UP / NH-31/25	45.2 / 6	UC	1,662	85	85	777	-
Sonauli- Gorakhpur	100%	NHAI	UP / NH-29E	79.5 / 4	UC	1,611	45	45	757	-
Mathura - Gaju Village (Pkg- 1B)	100%	NHAI	UP/ NH-530B	32.9 / 4	UC	994	32	32	472	-
Hardoi	100%	NHAI	UP / NH-731	54.4 / 4	UC	948	48	48	443	-
Gaju Village- Devinagar (Pkg-1C)	100%	NHAI	UP/ NH-530B	33.0 / 4	UC	819	42	42	386	100
Akkalkot Pkg-II (Badadal-Maradgi S)	100%	NHAI	MH & KN / NH-150C	71.0 / 6	UC	1,733	53	53	812	-
Singraur Uphar - Baranpur Kadipur Ichauli (Package-III)	100%	MORTH	UP / NH-731A	25.5 / 4	CA	819*	-	-	<u>-</u>	-
Greenfield Varanasi - Ranchi - Kolkata Highway (Pkg-2)	100%	NHAI	Bihar / Greenfield	27.0 / 6	CA	891*	-	-	-	-
Greenfield Varanasi - Ranchi - Kolkata Highway (Pkg-3)	100%	NHAI	Bihar / Greenfield	36.0 / 6	CA	1,113*	-	-	-	-
Greenfield Varanasi - Ranchi - Kolkata Highway (Pkg-6)	100%	NHAI	Bihar / Greenfield	35.2 / 6	CA	1,260*	-	-	-	-
						28,180	1,712	1,712	10,890	5,548

Equity Requirement over the next 2-3 years of approximately Rs. 1,228 Crs for all HAM projects





Annexure – I Summary Financials

Standalone Profitability Statement – Q1 FY24



Rs. Crores	Q1 FY24	Q1 FY23 *	YoY Growth (%)
REVENUE	1,861.43	1,721.11	8%
EBITDA	245.06	220.76	11%
EBITDA margin	13.2%	12.8%	
Other Income	7.77	7.50	
Depreciation	24.96	26.92	
Financial Expenses	16.35	17.47	
Profit Before Tax	211.52	183.87	15%
Total Tax Expenses	54.94	54.34	
Current Tax	54.31	57.59	
Taxation in respect of earlier years	0.00	0.00	
Deferred Tax	0.62	-3.25	
Profit After Tax	156.59	129.53	21%
PAT Margin	8.4%	7.5%	
Total Other Comprehensive Income, net of tax	0.68	-0.82	
Total Comprehensive income	157.26	128.71	22%

^{* -} Excluding Bonus of Rs. 37.02 crs received in Q1 FY23

Consolidated Profitability Statement – Q1 FY24

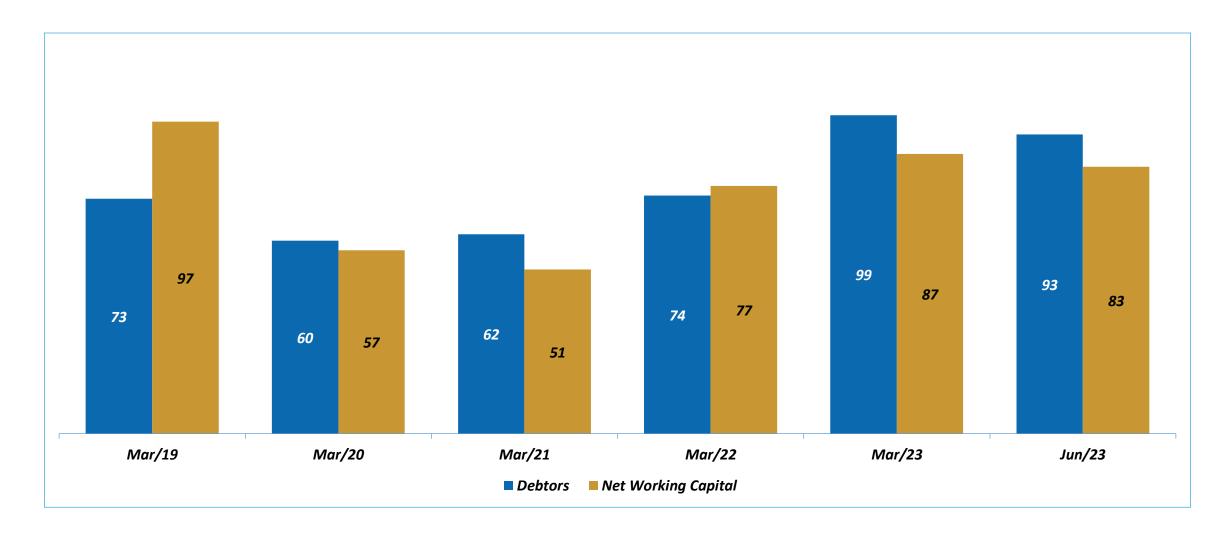


Rs. Crores	Q1 FY24	Q1 FY23 *	YoY Growth (%)
REVENUE	2,091.70	2,015.87	4%
EBITDA	436.42	481.29	
EBITDA margin	20.9%	23.9%	
Other Income	20.02	13.26	
Depreciation	47.66	104.22	
Interest	147.01	106.80	
Profit Before Tax	261.77	283.54	
Total Tax Expenses	81.15	79.90	
Current Tax	80.85	70.15	
Taxation in respect of earlier years	1.15	0.00	
Deferred Tax	-0.85	9.75	
Profit After Tax	180.62	203.64	
PAT Margin	8.6%	10.1%	
Share in Profit/ (Loss) of Associates accounted for using equity method	0.00	0.00	
Profit After Tax	180.62	203.64	
PAT Margin	8.6%	10.1%	
Total Other Comprehensive Income, net of tax	0.88	-0.85	
Total Comprehensive income	181.50	202.79	

^{* -} Excluding Bonus of Rs. 37.02 crs received in Q1 FY23

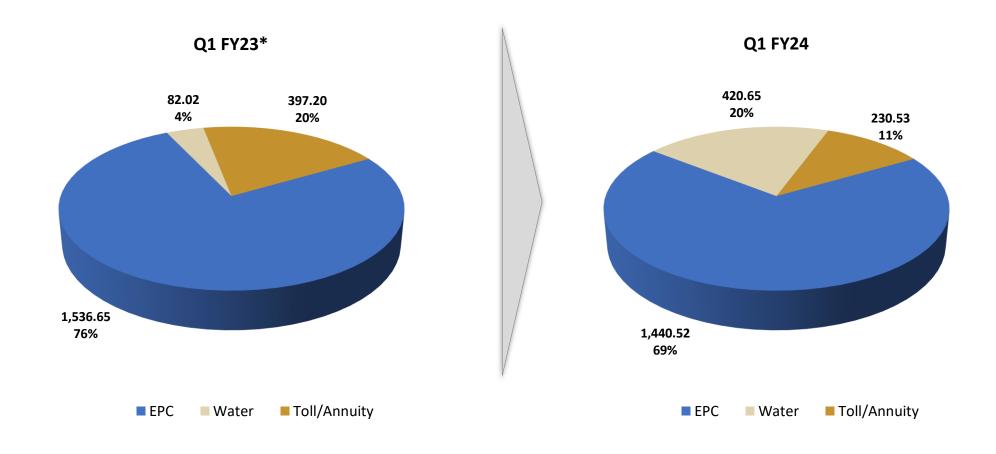
Net Working Capital Days - Standalone



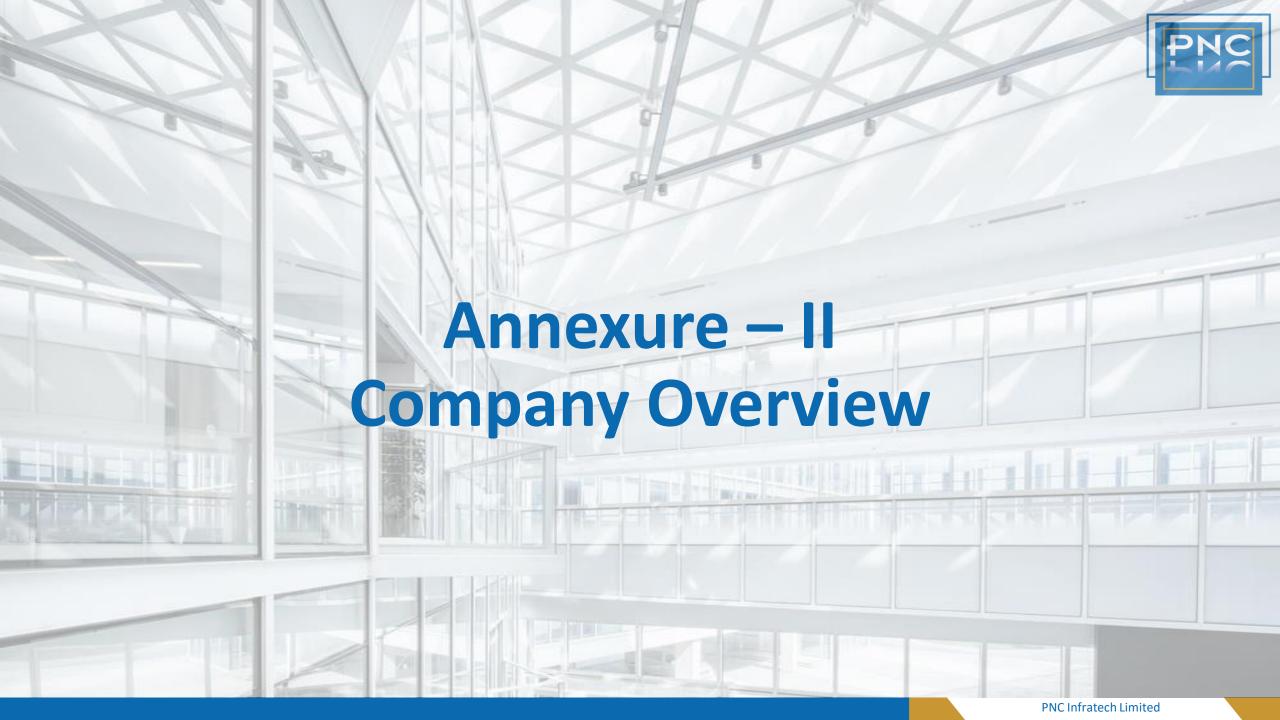


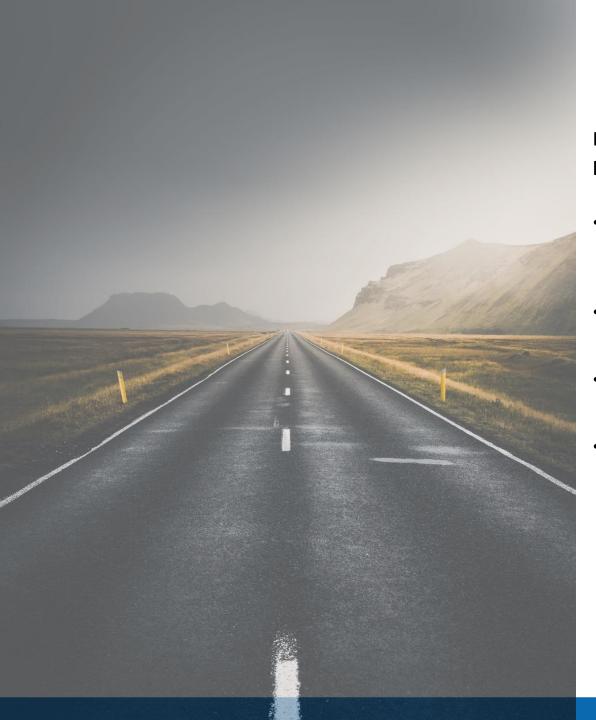
Segmental Revenue Break-up-





^{* -} Excluding Bonus of Rs. 37.02 crs received in Q1 FY23





Introduction



Established track record of timely/early completion of projects

- Infrastructure construction, development, and management company; expertise in the execution of projects including highways, bridges, flyovers, airport runways, industrial areas, railways and transmission lines
- Executed 85 major infrastructure projects spread across 13 states, of which 61 are road EPC projects; currently executing 26 projects
- Large fleet of sophisticated equipment and professionally qualified & experienced employee base
- Operating 5 BOT projects, comprising both toll & annuity assets; Total of 22 HAM projects comprising 6 operational projects, 12 projects under construction, 4 projects where company has signed Concession Agreements

Strong credit rating of CARE AA+ for Long Term Loans

CARE A1+ for Short Term Loans

"Stable" outlook

Business Overview



Roads & Highways EPC

Completed 61 infrastructure road projects on EPC basis



Working on EPC projects in Water Supply sector and Irrigation Projects

Industrial Area Development

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)

Power Transmission

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

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

Operating 5 BOT projects, comprising both toll & annuity assets; Total of 22 HAM projects comprising - 6 operational projects, 12 projects under construction, 4 projects where company has signed **Concession Agreements**

Dedicated Freight Corridor /

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

Railways

Airport Runways

Executed 21 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

Corporate Structure





PNC Infra Holdings Limited ("PNCIHL") BOT Holdco for road and other infra projects PNC Bareilly Nainital Highways Private Limited ("PNCBNHPL") 4 laning of the Bareilly-Almora section of SH 37 MP Highways Private Limited ("MPHPL") Augmentation of the Gwalior-Bhind section of NH 92 PNC Delhi Industrial Infra Private Limited ("PNCDIPL") Redevelopment maintenance and management of industrial estate of Narela PNC Kanpur Highways Limited ("PNCKHL") 2 laning of the Kanpur to Kabrai section of NH 86 PNC Raebareli Highways Private Limited ("PNCRHPL") 2 laning of Raebareli to Jaunpur section of NH 231 PNC Kanpur Ayodhya Tollways Private Limited ("PNCKATPL") OMT of Kanpur-Lucknow-Ayodhya section of NH 28 PNC Rajasthan Highways Private Limited ("PNCRHPL") 4 laning / 2 laning of Dausa-Lalsot-Kauthun section of NH-11 A (Extension) on HAM PNC Chitradurga Highways Private Limited ("PNCCHPL") 6 laning Chitradurga - Davanagere including Chitradurga bypass on HAM PNC Bundelkhand Highways Private Limited ("PNCBHPL") 4 laning Jhansi-Khajuraho section of NH 75/76 (Package I) on HAM PNC Khajuraho Highways Private Limited ("PNCKHPL") 4 laning Jhansi-Khajuraho section of NH 75/76 (Package II) on HAM PNC Triveni Sangam Highways Pvt. Ltd. ("PNCTSHPL") 6 laning of Chakeri to Allahabad section of NH - 2 on HAM PNC Aligarh Highways Pvt. Ltd. ("PNCAHPL") 4 laning of Aligarh-Kanpur section of NH - 91 on HAM PNC Challakere (Karnataka) Highways Pvt. Ltd. ("PNC(K)HPL") 4 laning of Challakere to Hariyur section of NH 150 A on HAM PNC Unnao Highways Private Limited ("PNCUHPL") 4 Laning of Unnao-Lalgani section of NH 232 A on HAM

PNC Gomti Highways Private Limited ("PNCGHPL") 4 Laning of Jagdishpur Faizabad Section of NH 330 A on HAM PNC Bithur Kanpur Highways Private Limited ("PNCBKHPL") 4 Laning of Mitrasen-Kanpur Section of NH 91 on HAM PNC Meerut Haridwar Highways Private Limited ("PNCMHHPL") 4 laning of Meerut Nazibabad section of NH-119 on HAM Sonauli Gorakhpur Highways Private Limited ("SGHPL") 4 laning of Sonauli - Gorakhpur section of NH-29E on HAM Akkalkot Highways Private Limited ("AHPL") 4 laning of Badadal Maradgi S Andola section of NH-150C on HAM Hardoi Highways Private Limited ("HHPL") 4 laning of NH-731 Hardoi District on HAM Kanpur Lucknow Expressway Private Limited ("KLEPL") 6 laning of Kanpur Lucknow Expressway (PKG-I) of NH-31/25 on HAM Awadh Expressway Private Limited ("AEPL") 6 laning of Kanpur Lucknow Expressway (PKG-II) of NH-31/25 on HAM Yamuna Highways Private Limited ("YHPL") 4 laning of Mathura - Gaju Village section (Pkg-1B) of NH 530B on HAM Hathras Highways Private Limited ("HHPL") 4 laning of Gaju Village Devinagar section (Pkg-1C) of NH-530B on HAM Prayagraj Kaushambi Highway Package 3 Private Limited ("PKHP3PL") 4 laning of Singraur Uphar - Baranpur Kadipur Ichauli (PKG-III) of NH-731A on HAM Varanasi Kolkata Highway Package 6 Private Limited ("VKHP6PL") 6 laning of Greenfield Varanasi-Ranchi-Kolkata Highway (Pkg-6) on HAM Varanasi Kolkata Highway Package 3 Private Limited ("VKHP3PL") 6 laning of Greenfield Varanasi-Ranchi-Kolkata Highway (Pkg-3) on HAM

Varanasi Kolkata Highway Package 2 Private Limited ("VKHP2PL") 6 Ianing of Greenfield Varanasi-Ranchi-Kolkata Highway (Pkg-2) on HAM

Joint Ventures PNC-SPSCPL (JV)

4 laning of Koilwar to Bhojpur from Km. 137.375 of NH-30 to Km. 27.370 of NH-84

Joint Ventures PNC-SPSCPL (JV)

4 laning of Bhojpur to Buxar from Km. 27.370 to Km. 75.00 of NH-84

Joint Ventures PNC-SPML (JV)

Construction of Haraulipur Group of Villages Water Supply Scheme (Surface Water) and Electric/Solar based Piped Ground Water Supply Scheme in Hamirpur District, Uttar Pradesh including Commissioning and Operation & Maintenance for 10 years

Integrated Business Model





- 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



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



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



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

Enhanced Execution Capability





Strong Credit Rating

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



Working Capital Limits

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



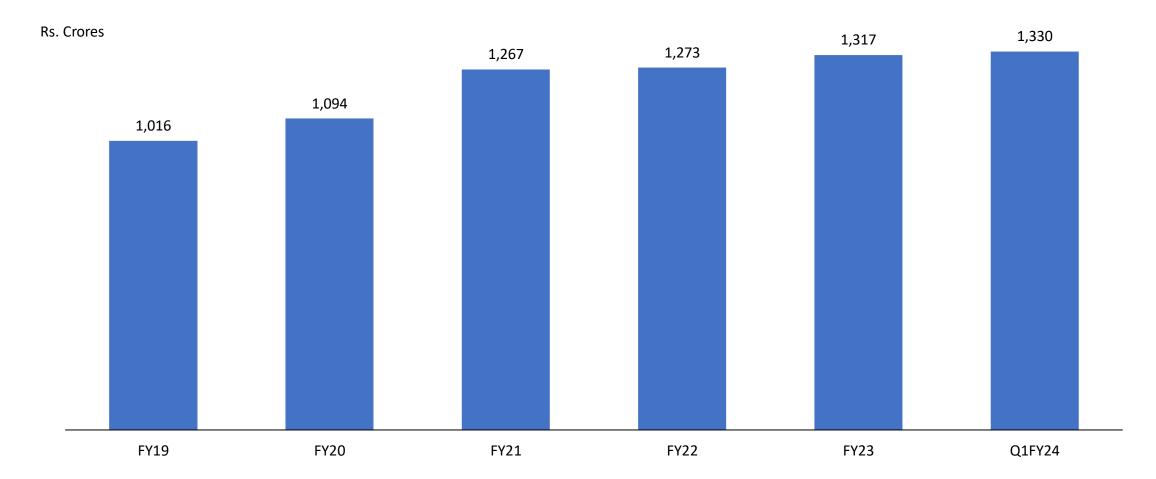
Man and Machine added to execute more projects

- 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

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Enhanced to Augment and upgrade the execution



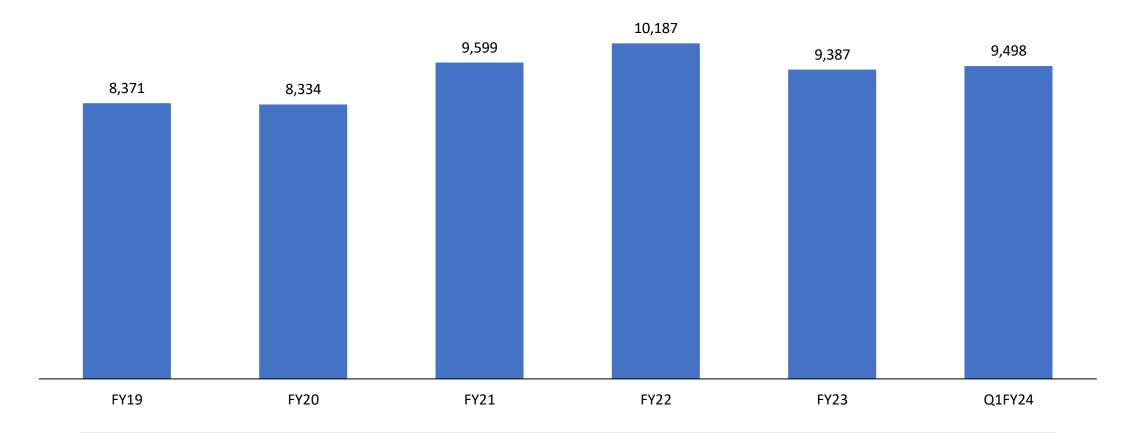


Present Capex will enable us to achieve a Turnover of Rs. 10,000-12,000 crores

Strengthening of in-house execution team



No. of Employees



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

Strong Credit Rating



Upgraded

- PNC Infratech Ltd.
 - Long term bank facilities at CARE AA+; Stable (Double A plus; Outlook: Stable)
 - Reaffirmed Short term bank facilities at CARE A1+ (A One plus)
- PNC Bundelkhand Highways Pvt. Ltd.
 - ✓ Long term bank facilities at CARE AA+; Stable (Double A; Outlook: Stable)
- PNC Raebareli Highways Private Limited.
 - ✓ Long term bank facilities (Senior debt) at CARE AA+; Stable (Double A plus; Outlook: Stable).
- PNC Kanpur Highways Limited
 - ✓ Long term bank facilities at CARE AA-; Stable (Double A Minus; Outlook: Stable)
- PNC Aligarh Highways Pvt. Ltd.
 - Long term bank facilities at CARE AA+; Stable (Double A plus; Outlook: Stable)

Assigned

- PNC Meerut Haridwar Highways Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- Yamuna Highways Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- Akkalkot Highways Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- Kanpur Lucknow Expressway Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- Awadh Expressway Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- Hathras Highways Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities

Reaffirmed

- PNC Rajasthan Highways Private Limited
 - ✓ Non Convertible Debentures at CARE AAA; Stable (Triple A; Outlook: Stable)
- MP Highways Private Limited.
 - ✓ Long term bank facilities at CARE A; Stable (Single A; Outlook: Stable)
- PNC Bithur Kanpur Highways Private Limited.
 - Long term bank facilities at CARE A; Stable (Single A; Outlook: Stable)
- PNC Gomti Highways Private Limited.
 - Long term bank facilities at CARE A; Stable (Single A; Outlook: Stable)
- PNC Bareilly Nainital Highways Private Limited
 - ✓ Long term bank facilities at CARE BBB+; Stable (Triple B Plus; Outlook: Stable)
- PNC Triveni Sangam Highways Pvt. Ltd.
 - ✓ CARE A-; Stable (Single A Minus; Outlook: Stable on long term bank facilities
- PNC Challakere (Karnataka) Highways Pvt. Ltd.
 - ✓ Long term bank facilities at CARE A; Stable (Single A; Outlook: Stable)
- PNC Unnao Highways Pvt. Ltd.
 - ✓ CARE A; Stable (Single A; Outlook: Stable) on long term bank facilities
- PNC Chitradurga Highways Pvt. Ltd.
 - ✓ CARE AA; Stable (Double A; Outlook: Stable) on long term bank facilities
- PNC Khajuraho Highways Pvt. Ltd.
 - ✓ CARE AA; Stable (Double A; Outlook: Stable) on long term bank facilities

Experienced Promoters





Mr. Pradeep Kumar Jain

Chairman & Managing Director

- Over 40 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 31 years of experience in industries such as construction, cold storage, transportation, machineries and transport organization



Mr. Chakresh Kumar Jain

Managing Director

- Over 30 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 & administration



Mr. Yogesh Kumar Jain

Managing Director

- Over 25 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
Chairman & Managing Director



Mr. Chakresh Kumar Jain

Managing Director



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. Subhash Chander Kalia

Independent Director



Mr. Ashok Kumar Gupta

Independent Director



Ms. Deepika Mittal

Independent Director

Clientele



























State Water & Sanitation Mission
NAMAMI GANGE AND RURAL WATER SUPPLY DEPARTMENT
Government of Uttar Pradesh











Growth Strategy



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

STRONG RELATIONSHIP

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

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

- 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

PNC Infratech Limited

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For further information, please contact:

Company:	Investor Relations Advisors :
PNC Infratech Ltd CIN: L45201DL1999PLC195937	Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285
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