GPT Infraprojects Limited

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Tel : +91-33-4050-7000 Fax : +91-33-4050-7999 E-mail : info@gptgroup.co.in Visit us : www.gptgroup.co.in

GIL/CS/SE/2018-19/4425

June 5th, 2018

To,
The Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

To,
National Stock Exchange of India Limited
Exchange Plaza
Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Dear Sirs / Madam,

Sub: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Ref.: Scrip Code - 533761; Symbol - GPTINFRA

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that a Conference Call is scheduled on Wednesday, June 6, 2018 at 02:00 PM (IST) to discuss the financial performance of the Company during the quarter & year ended March 31, 2018. In this regard, please find attached details of Conference Call. Kindly also find a copy of earnings presentation for the quarter & year ended March 31, 2018

Please take the same on record.

Thanking you,

Yours sincerely,

For **GPT Infraprojects Limited**

GPT Infraprojects Ltd.

A. B. Chakrabartty
Company Secretary
Membership No.: FCS 7184

We cordially invite you to our Q4 & Full Year FY18 Earnings Call

To be held on:

6th June 2018, Wednesday at 02:00 PM (IST)

Represented by:

Mr. Atul Tantia, Executive Director & Mr. A.K Dokania, CFO

Dial in details:

Primary Number: +91 22 6280 1256
Local Access Number: +91 7045671221

International Toll Free
Hong Kong: 800964448 | Singapore: 8001012045
UK: 08081011573 | USA: 18667462133

For further information, please contact

Pooja Sharma| pooja.sharma@stellar-ir.com| +91 22 6239 8019

Stellar IR Advisors Pvt Ltd
Kanakia Wall Street, Andheri (East), Mumbai 400 093

GPT Infraprojects Limited

Result Presentation
Q4 & FY18









Safe Harbor

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- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

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Business & Financial Update

Q4 & FY18



Financial Snapshot - FY18

4.2% ↑

Revenue

Rs 537 crore

10.9% ↑

EBITDA

Rs 85 crore

13.2% ↑

PAT

Rs 21 crore

100bps ↑

RoNW

9.4%

152days ↓

Working Capital

From 232 days in Mar-15

3.9x ↑

Book to Bill Ratio

Order book of Rs 20.7 bn

Key Business Updates

- Concrete Sleepers' revenue grew **111% y-o-y** to Rs 1,322 mn in FY18, led by improving execution in South Africa
- Board recommended a total dividend of 20% i.e. **Rs. 2 per equity share**
- Order backlog of Rs 20.7 bn as of Mar-18, led by an order intake of Rs 6.1 bn; additionally, Further, **L1 in Rs 7.4 bn**

Profit & Loss Highlights – Q4 & FY18

Consolidated (Rs mn)	Q4 '18	Q4 '17	Y-o-Y%	FY18	FY17	Y-o-Y%
Revenue	1,778.7	1,484.7	19.8%	5,206.5	5,088.5	2.7%
Other operating income	1.2	0.6	87.4%	163.8	11.7	-47.1%
Net Sales	**1,779.9**	**1,485.4**	**19.8%**	5370.5	5,100.2	2.6%
Operating expenses	1,570.4	1,329.3	18.1%	4,519.3	4,429.8	-1.1%
EBITDA	**209.5**	**156.0**	**34.3%**	851.2	670.3	27.0%
EBITDA margin	*11.8%*	*10.5%*		*16.3%*	*13.1%*	
Depreciation	44.3	40.3	10.0%	220.5	175.2	25.8%
Interest	110.0	101.1	8.8%	391.5	377.5	3.7%
PBT	**55.3**	**57.9**	**-4.5%**	239.3	208.2	14.9%
Tax Expenses	10.0	13.0	-23.1%	49.2	48.4	1.7%
PAT	**45.2**	**44.8**	**0.9%**	190.0	159.8	18.9%
Share of Associate Profit & Minorities Interest	-3.3	0.4		9.2	3.8	
PAT after Minorities	**48.5**	**44.4**	**8.0%**	199.2	156.0	18.0%
PAT Margin	***2.7%***	***3.0%***		*3.5%*	*3.1%*	

- **Exceptional Items in Q4 FY18 & FY18**

  Write-off of **Rs 33.4 mn** on account of pre-operative expenses and assets in one of the subsidiaries in

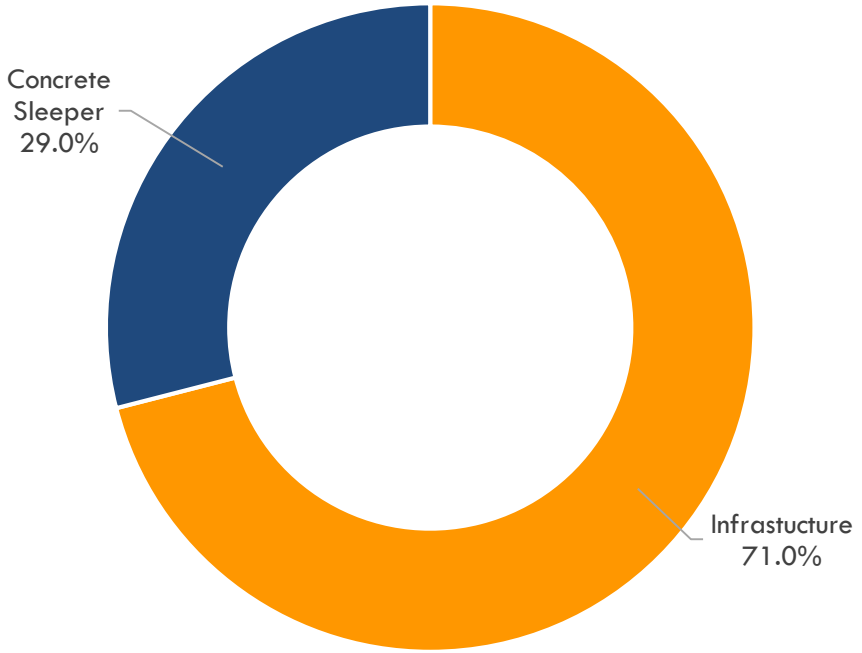
Balance Sheet Highlights – FY18

Rs Million	Mar-18	Mar-17
Share Capital	291	145
Reserves	1,823	1,788
Minority interest	51	48
Shareholders' Funds	**2,165**	**1,982**
Secured Loans	104	132
Trade payables	34	83
Deferred Tax Liabilities	83	60
Other liabilities	157	139
Long Term Provisions	30	22
Total Non-Current Liabilities	**408**	**435**
Trade Payables	1,326	1,216
Other Current Liabilities	795	588
Short Term Borrowings	2,430	2,171
Total Current Liabilities	**4,551**	**3,975**
Total Liabilities	**7,124**	**6,392**

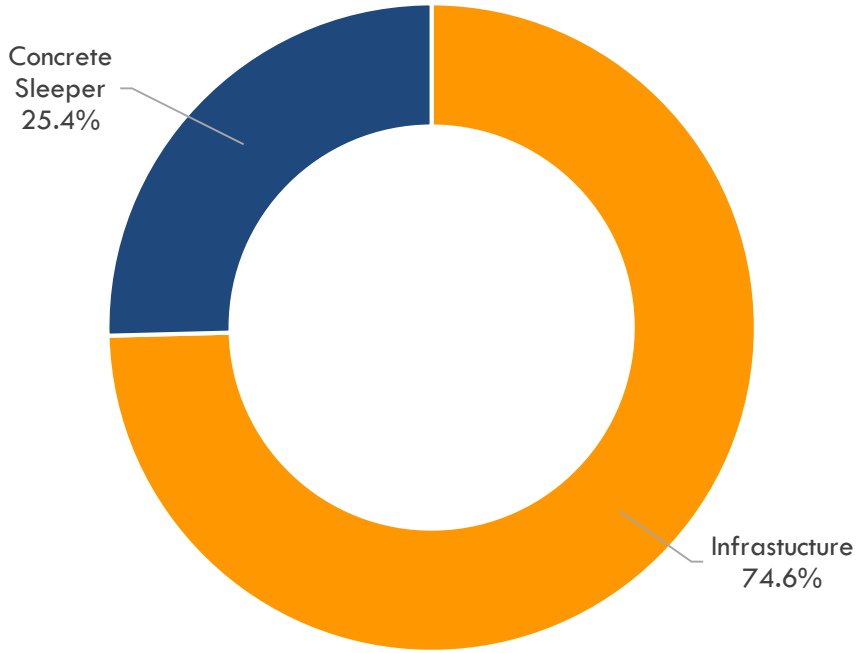
Rs Million	Mar-18	Mar-17
Fixed Assets incl. CWIP	1,528	1,450
Long Term Loans & Advances	855	951
Other Non Current Assets	359	410
Total Non-Current Assets	**2,743**	**2,810**
Inventories	805	691
Sundry Debtors	960	793
Cash and Bank	204	222
Short term Loans and Advances	28	17
Other Current Assets	2,384	1,859
Total Current Assets	**4,381**	**3,583**
Total Assets	**7,124**	**6,393**

Segment-wise Revenue Break-up

Segmental revenue break-up: Q4 FY18



Segmental revenue break-up: FY18



Rs 6.1 bn of Order Intake, in FY18...

Key Orders Received during the year...

Segment	Projects	Client	Value (Rs Mn)
Infrastructure	Construction of ROB and approaches on NH-60, West Bengal	Public Works (Roads) Directorate, Govt of WB	2,100
Infrastructure	Construction of New Important Bridge in connection with doubling o Monigram - Nimtita	Eastern Railway	1,290
Infrastructure	Earth work , Minor Bridges, retaining wall including other ancillary works in Boko & Mirza	Northeast Frontier Railway	546
Infrastructure	Construction of bridge, earthwork in approached in Lalitpur-Jhansi section in connection with Bina-Jhansi 3rd line project.	North Central Railway	384
Infrastructure	Construction of bridge for Shakkar River for Gadarwara Railway Siding for NTPC	Konkan Railway Corporation Limited	382
Infrastructure	Construction of Bridge in coonection with doubling of Kiul to Gaya Railway Line	IRCON International Limited	370
Sleepers	Supply of Dual Gauge Sleepers for Bangladesh	Max & Toma	325

.... Leading to an Order Backlog of ~Rs 20.7 bn



Key Growth Drivers

- Pick-up in Railway Capex
- Healthy Order Book, providing Revenue Visibility
- Consistent Focus on Profitability
- Strong Management; focus on Corporate Governance

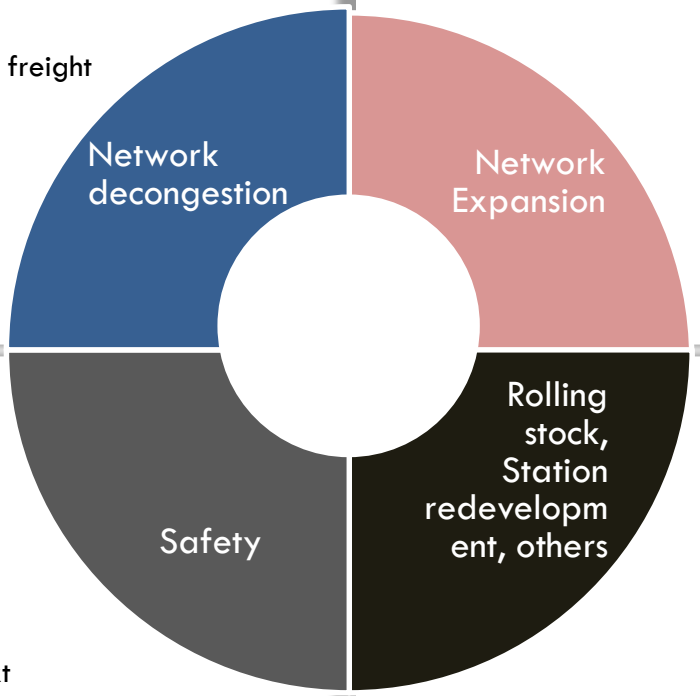
Pick-up in Railway Capex ....

Medium Term (FY16-20) Investment Plan of Rs 8.56 tn by Indian Railways

FY19 Railway Capex pegged at Rs 1,480 bn, an increase of ~30% Y-o-Y

- Allocated **Rs 1,993 bn** towards DFC, Doubling/Tripling of lines, Electrification and traffic facilities
- To construct Eastern and Western dedicated freight corridors to for decongestion

- Allocated **Rs 1,930 bn** towards Network Expansion (including electrification)
- Target to lay 1,700 km of new lines

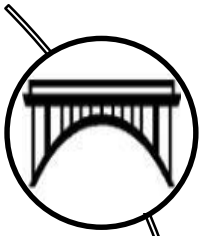


- Allocated **Rs 1,270 bn** towards Track renewal, Bridge works, ROB, RUB and S&T
- Target to eliminate all unmanned level crossings by 2020 (4,267 crossings over next two years)

- Allocated **Rs 3,367 bn**
- Target to redevelopment 25 stations and provide lifts / escalators in 600 stations in FY19

…. Presents Significant Growth Opportunity for GPT….

Bridge construction opportunity



Setu Bharatam – Rs 500+ bn to construct of **208 ROBs**, rebuild **1,500 British era bridges**

Rashtriya Rail Sanraksha Kosh – Portion of Rs 100 bn earmarked for bridge rehabilitation

Unmanned level crossing (UMLC) - Eliminating **4,267** UMLC by 2020 through ROBs/RUBs

Other EPC opportunity

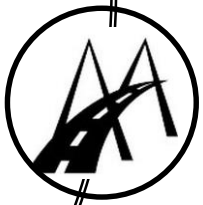


Rashtriya Rail Sanraksha Kosh - Portion of Rs 100 bn earmarked for track renewal

Laying **8,100 km** of doubling tracks

Target to double track renewal target set at **3,500 km** for FY18

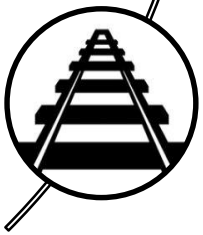
DFC opportunity for Bridges, ROBs / RUBs



Eastern DFC to include construction of **104** bridges, **368** ROBs, RUBs and **21** flyovers

Western DFC to include **262** bridges, **33** flyovers, **505** ROBs and **200** RUBs

DFC opportunity for sleepers

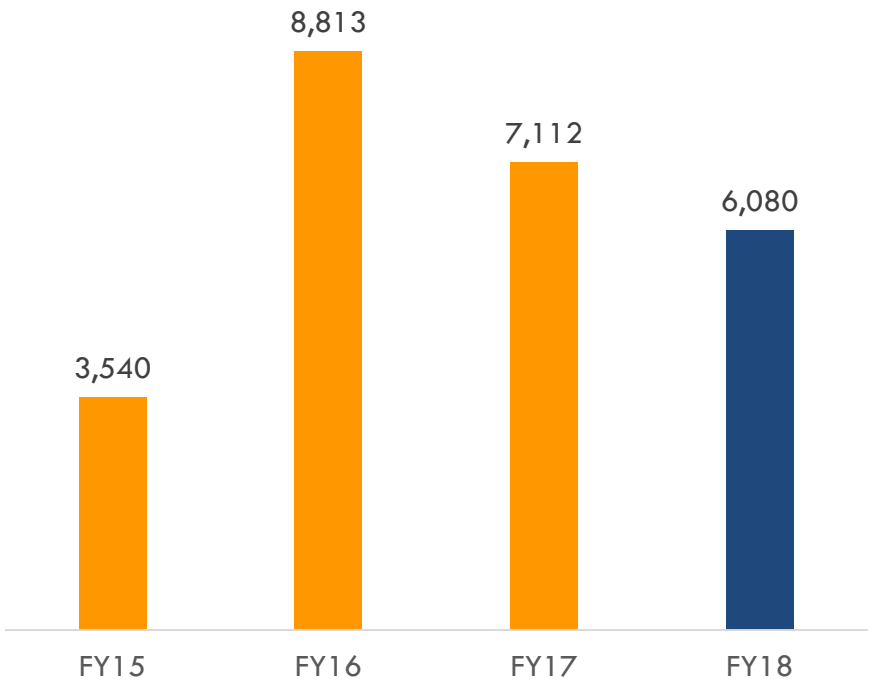


3,360 km Eastern and Western DFCs - **~11mn sleepers** opportunity

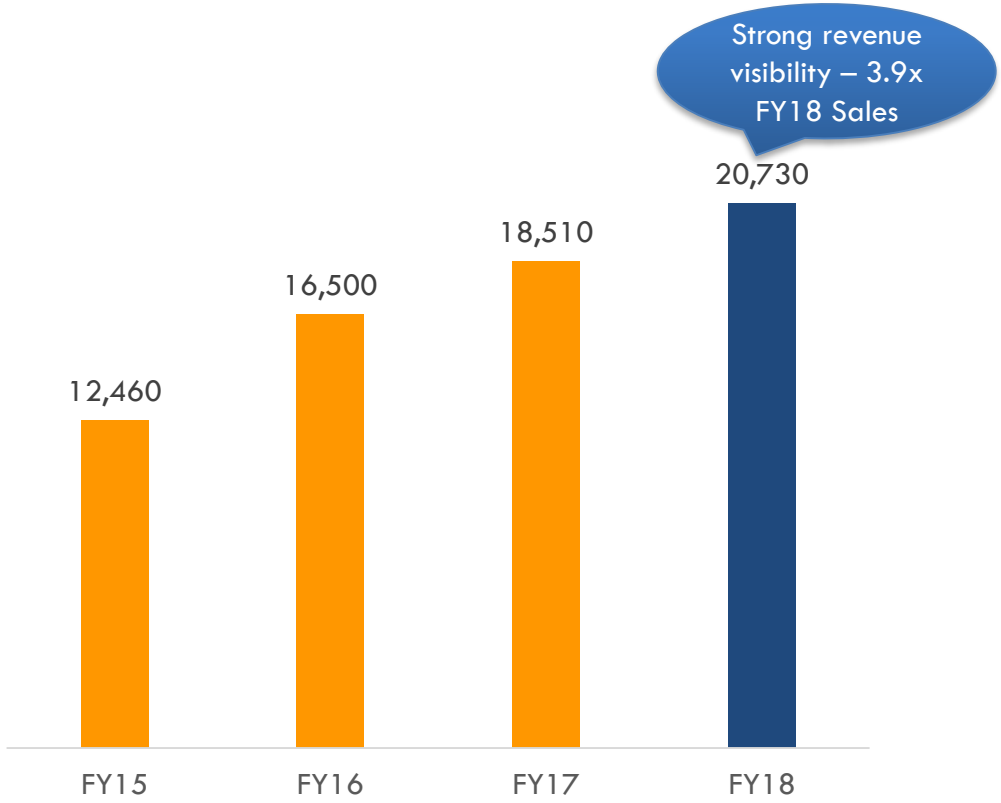
3 new freight corridors (5,769 km rail tracks) - **~20 mn sleepers** opportunity

…. Reflected in Increased Order Intake (FY16 onwards)

Order Inflow (Rs Mn)



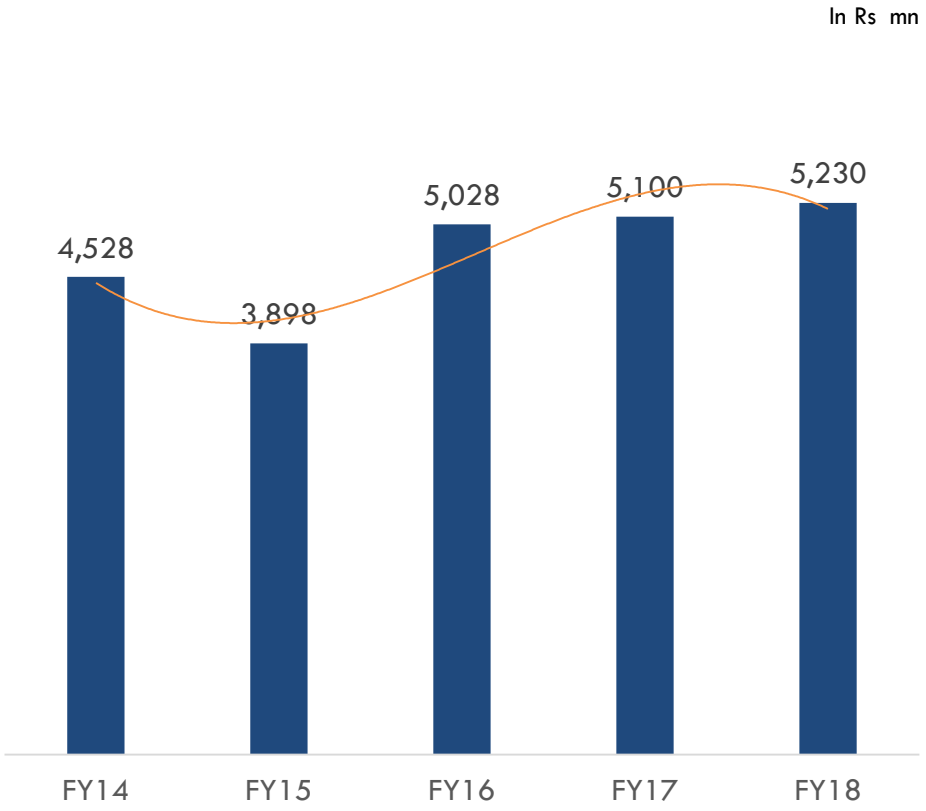
Order Book (Rs Mn)



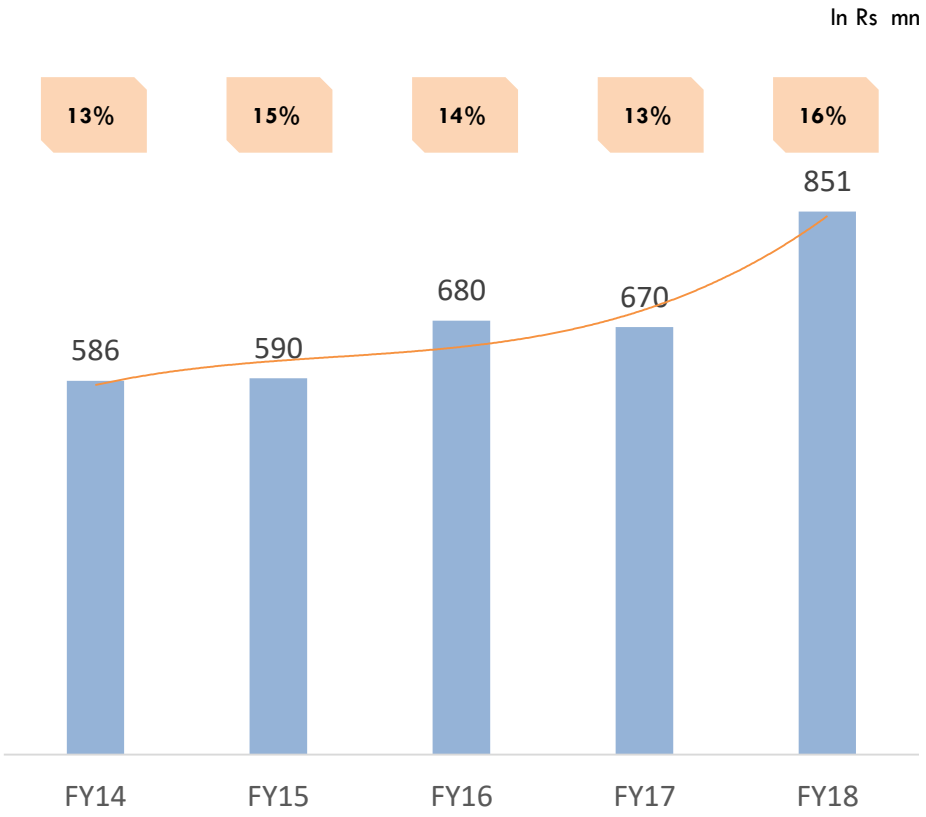
- Additionally, L1 in orders worth Rs 7.4 bn (not included in the current order book)

Focus on Consistent Operating Margin…

Uptick in Revenues in-line with increased Railway Investment



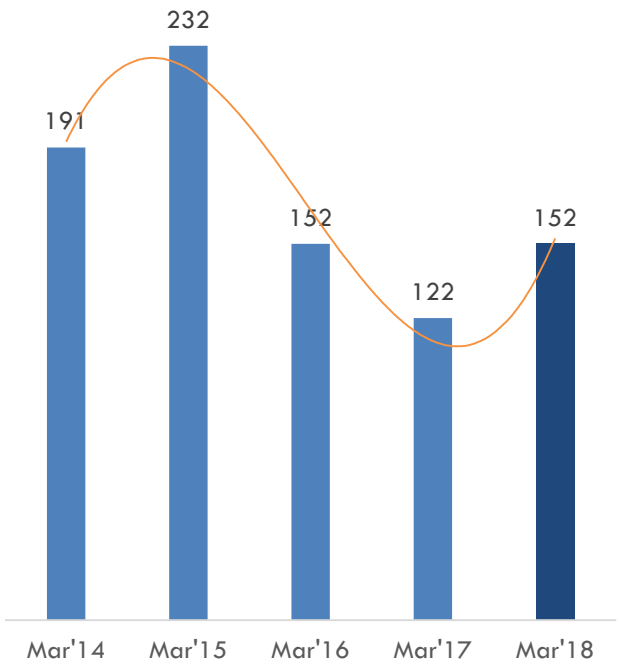
Healthy EBITDA with consistent margin



… Better Working Capital, leading to Improved Profitability

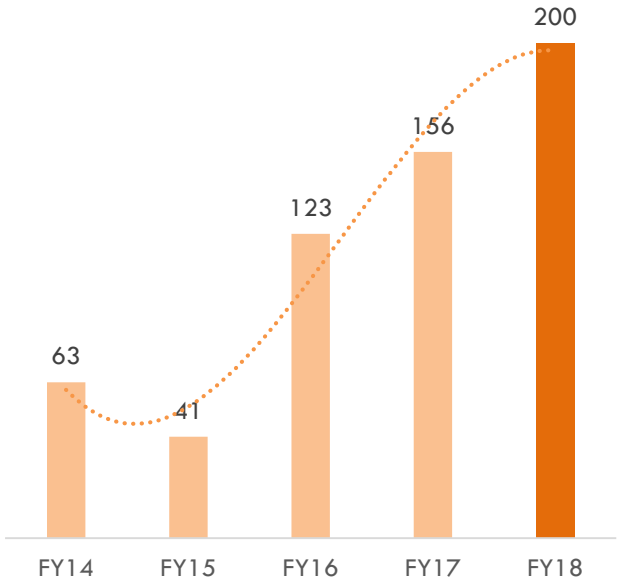
Working Capital Days

- ↗ Better and faster payments from clients
- ↗ Consistent follow-up to reduce certification time for the project
- ↗ Higher order execution

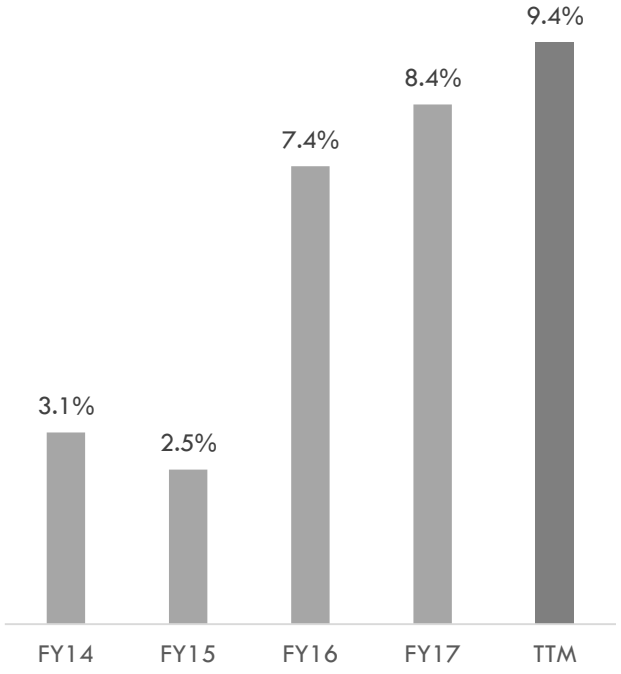


Profit After Tax

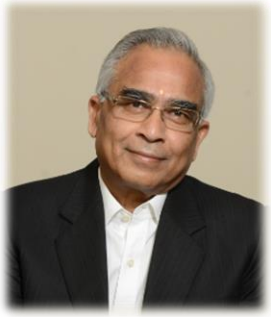
In Rs mn



Return on Equity



Experienced Management with Strong Industry Background



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

- Graduated Magna Cum Laude from Wharton School in Finance and Systems Engineering.
- Leads the company's manufacturing operations, manages relationship 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



Arun Kumar Dokania

Chief Financial Officer

- B. Com, FCA with over 35 years experience in the infrastructure industry.
- Seasoned finance professional responsible for finance, accounts, banking and legal matters

Along with Focus on Better Corporate Governance

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.



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



Viswa Nath Purohit

Independent Director

Is a fellow member and holds certificate of practice with the ICAI. He carries more than 55 years of experience in Accounts, Finance and Taxation



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



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



Kunal Kumthekar

Nominee Director

Holds a Bachelor's degree in Mechanical Engineering and an MBA degree. Is also a graduate of the Wharton Advanced Management Program. Has a rich experience in financial markets and was associated with JM Financial

Statutory Auditor

S R Baltiboi & Co. - Member firm of Ernst & Young

Marquee Private Equity Investor

Nine Rivers Capital - Funding in Jan 2010

Annual Financial Highlights



Consolidated Profit & Loss

Rs Million	FY15	FY16	FY17	FY18
Revenue	3,883	5,021	5,089	5,224
Other Operating Income	15	7	12	6
Net Sales	**3,898**	**5,028**	5,100	5,230
Operating expenses	3,309	4,347	4,430	4,379
EBITDA	**590**	**680**	670	851
EBITDA margin	*13.5%*	*13.5%*	*13.1%*	*16.3%*
Depreciation	198	191	175	221
Other Income	73	96	91	-
Interest	407	386	378	392
PBT	**59**	**200**	208	239
Tax Expenses (Credits)	17	72	48	49
PAT	**42**	**128**	160	190
Share of Associate Profit & Minorities Interest	(1)	(5)	(3)	9
PAT after Minorities	**41**	**123**	156	200

Consolidated Balance Sheet

Rs Million	Mar-16	Mar-17	Mar-18
Share Capital	143	145	291
Reserves	1,522	1,715	1,823
Shareholders' Funds	**1,665**	**1,860**	**2,114**
Secured Loans	40	132	104
Trade payables	74	85	34
Deferred Tax Liabilities	76	79	83
Other liabilities	135	139	157
Long Term Provisions	18	22	30
Total Non-Current Liabilities	**343**	**457**	**408**
Trade Payables	1,221	1,230	1,326
Other Current Liabilities	720	592	795
Short Term Borrowings	2,206	2,188	2,430
Total Current Liabilities	**4,147**	**4,009**	**4,551**
Minority Interest	42	48	51
Total Liabilities	**6,197**	**6,374**	**7,124**

Rs Million	Mar-16	Mar-17	Mar-18
Fixed Assets incl. CWIP	1,168	1,442	1,528
Long Term Loans & Advances	428	440	571
Other Non Current Assets	336	475	375
Total Non-Current Assets	**1,932**	**2,356**	**2,474**
Inventories	727	694	805
Sundry Debtors	827	887	1,009
Cash and Bank	308	227	436
Short term Loans and Advances	334	473	388
Other Current Assets	2,069	1,736	2,013
Total Current Assets	**4,264**	**4,018**	**4,650**
Total Assets	**6,197**	**6,374**	**7,124**



GPT Infraprojects Limited

Atul Tantia

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Pooja Sharma

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