Ref: SHEL/CS/SE/2016-17/Date: 04.04.2016

To,
The Manager,
The Department of Corporate services (Listing),
National Stock Exchange of India Ltd.,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400051
Email id: cmlist@nse.co.in

NSE CODE: SUNILHITEC **BSE CODE: 532711**

Sub: - Updated Investor Presentation

Dear Sirs,

Please find enclosed herewith updated investor presentation of the company.

This is for your necessary information.

Thanking You.

Yours faithfully,
For **Sunil Hitech Engineers Limited**

Shrikant C. Rikhe
Company Secretary

SUNIL HITECH ENGINEERS LTD. 115155

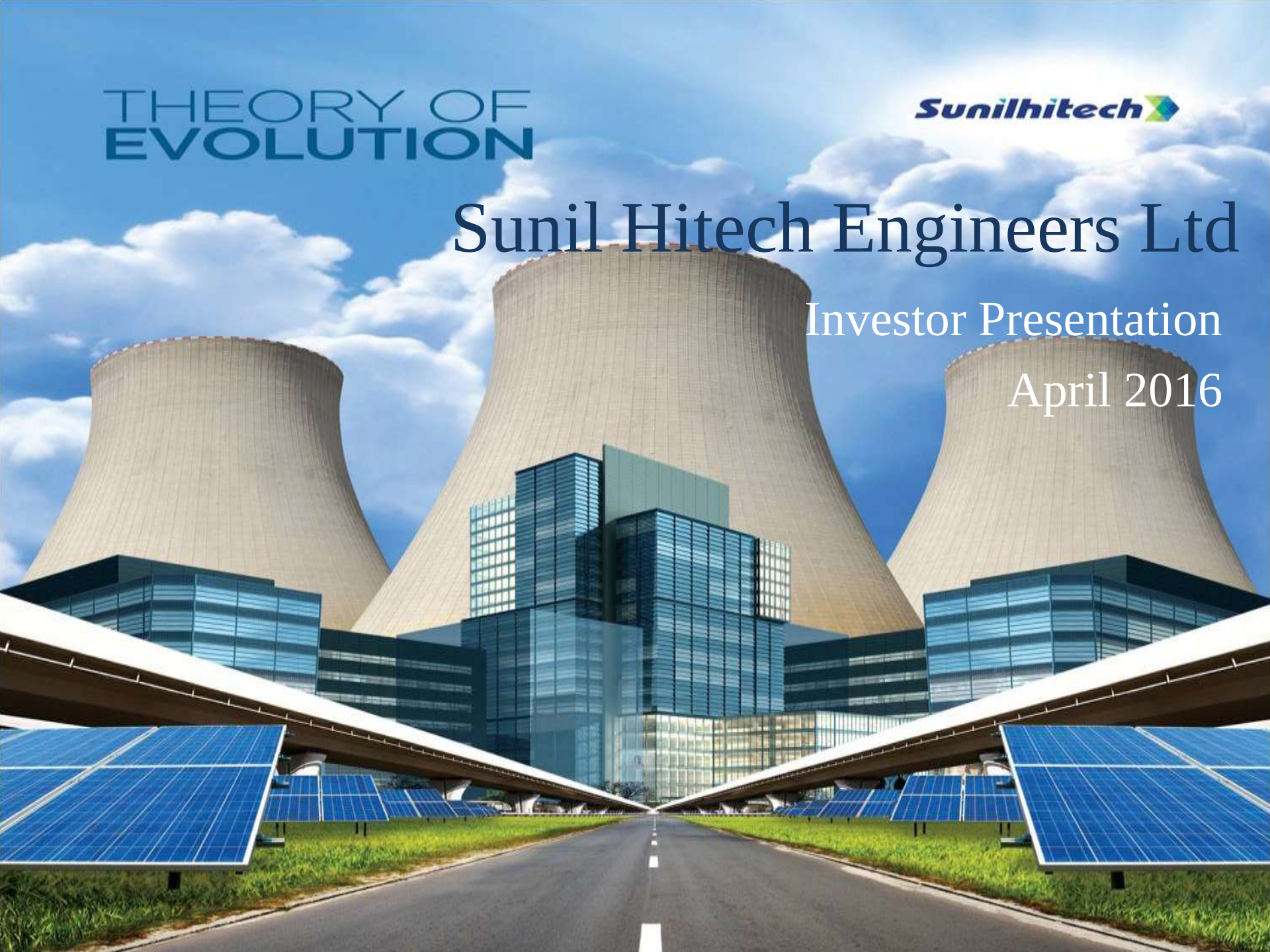
Encl: As above.

Regional Off. (Central) :
Sunil Hitech Engineers Ltd.
97, East High Court Road,
Ramdaspeth, Nagpur - 440010;
(M.S.) India.
CIN : L28920MH1998PLC115155

Tel. : +91-712-2562087/88,
6685200 (300 lines), Fax : 2562091
E-mail : info@sunilhitech.com;
cs@sunilhitech.com;
investor@sunilhitech.com
www.sunilhitech.com

Regd. Office :
6th Floor, C-Wing,
MET Educational Complex,
Gen. A.K. Vaidya Marg,
Bandra Reclamation,
Bandra (W), Mumbai - 400050

Sunilhitech



Sunil Hitech Engineers Ltd

Investor Presentation

April 2016

Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Sunil Hitech Engineers Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

Sunilhitech

- Key Highlights & Result Update
- Business Overview
- Business Verticals & Clientele
- Financials Highlights & Growth Drivers
- Certifications & Awards

Key Highlights

- **Robust growth in financials**
  - Revenue, EBITDA and PAT for Q3 FY16 grew by 17%, 37% and 42% respectively, y-o-y
    - EBITDA Margin for the quarter is at 10.2%; yoy improvement of 150 bps yoy
    - PAT margin came in at 2.6%; improvement of 40 bps yoy
  - Revenue, EBITDA and PAT for 9m FY16 grew by 19%, 22% and 39% respectively, y-o-y
    - EBITDA Margin came in at 10.3% & PAT margin at 2.6%

- **Outstanding order book of Rs. 3,791 crores as of December 31, 2015**
  - Won Orders worth Rs. 740 crores during the quarter
    - 2 Roads EPC projects aggregating to Rs. 474 crores
    - 1 Power related project worth Rs. 183 crores
    - 1 Buildings project worth Rs. 83 crores

Key Financial Highlights

QUARTER

17% (YoY Growth)

Standalone Operating Revenue Rs. 490.7 crores

37% (YoY Growth)

Standalone EBITDA Rs. 49.7 crores

42% (YoY Growth)

Standalone PAT Rs. 12.8 crores

9 MONTHS

19% (YoY Growth)

Standalone TotalRevenue Rs. 1,329.5 crores

22% (YoY Growth)

Standalonne EBITDA Rs. 136.5 crores

39% (YoY Growth)

Standalone PAT Rs. 34.4 crores

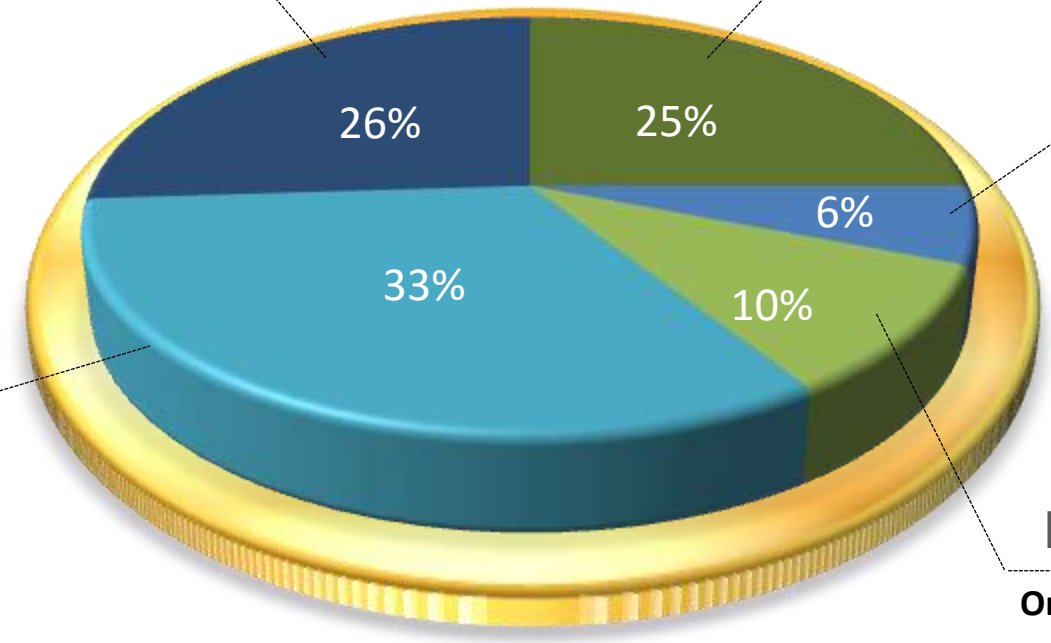
Order Book Breakup

Roads

Orders of Rs. 970.61 crores worth unexecuted for roads

Buildings

Rs. 942.62 crores worth unexecuted orders from Government and other private players



Others

Orders of Rs. 229.86 crores unexecuted incl. T&D and O&M

Civil & Structural

Orders of Rs. 1,269.43 crores

Boilers & Auxiliary

Orders of Rs. 378.80 crores

Order Book as on December 31, 2015 is Rs. 3,791.32 crores

Order Book Highlights – Top 5 projects*

Key Projects under execution	Segments	Rs. Crores
MORTH, New Delhi – National Highway Interconnectivity Improvement Project (NHIIP) Bankura –Purulia Section	Roads	322
MORTH, New Delhi - Rehab. & upgrading of Sitamarhi-Jaynagar-Narahia of NH-104 (Bihar) - LOT-II	Roads	320
NTPC, Noida, Ash Dyke package for Kudgi STPS, Bijapur, Karnataka	Civil	183
NTPC, Noida, C.W. & Make up water system for Meja TPS, Alahabad, UP	Civil & Mech	175
BHEL, PSER, Kolkata – BTG Area Civil & Structural works for U-1&3 of 3x660MW, NTPC North Karanpura , Jharkhand	Civil & Mech	174
Total of Top 5 projects		**1,174**
Others Projects		2,617
Total Gross Order Book*		**3,791**
Top 5 projects as % to total order Book		31%

* - as on 31st December 2015

Standalone P&L Statement

Rs. Crores	Q3 FY16	Q3 FY15	YOY	9M FY16	9M FY15	YOY
Operating Revenue	***488.0***	***417.2***	***17.0%***	***1,321.5***	***1,106.3***	***19.5%***
Other Income	2.7	1.8		8.3	7.1	
Total Revenue	***490.7***	***419.0***	***17.1%***	***1,329.8***	***1,113.4***	***19.4%***
Raw Material	284.0	267.0		734.7	597.7	
Contract and Site Expenses	134.1	90.8		388.0	328.2	
Employee Cost	13.9	16.9		43.8	49.4	
Other Expenses	8.6	8.1		26.6	25.9	
EBITDA	***49.7***	***36.2***	***37.3%***	***136.5***	***112.2***	***21.7%***
EBITDA Margin	***10.2%***	***8.7%***		***10.3%***	***10.1%***	
Depreciation	8.4	6.4		23.2	18.8	
Interest	21.9	17.4		61.9	57.0	
PBT	***19.4***	***12.4***	***58.2%***	***51.5***	***36.4***	***40.4%***
Tax	6.6	3.3		17.1	11.9	
PAT	***12.8***	***9.1***	***42.2%***	***34.4***	***24.7***	***39.3%***
PAT Margin	***2.6%***	***2.2%***		***2.6%***	***2.2%***	

Sunilhitech

Key Highlights & Result Update

Business Overview

Business Verticals & Clientele

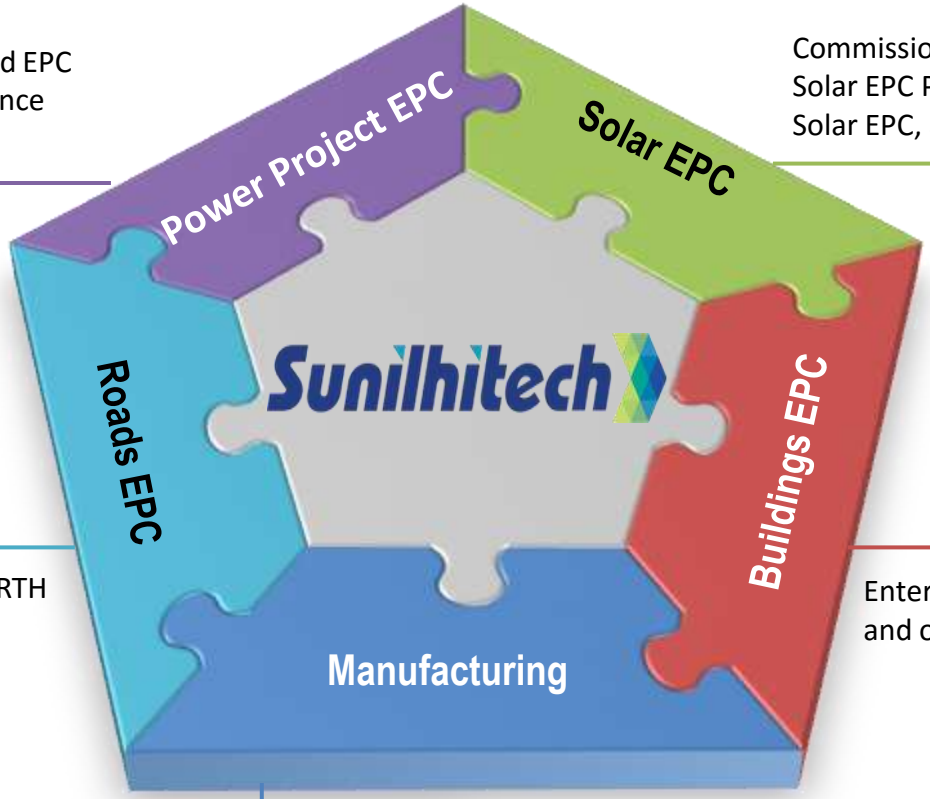
Financials Highlights & Growth Drivers

Certifications & Awards

Business Overview

Evolved as an integrated EPC player over the years since incorporation in 1984

Commissioned a pilot 5 MW Solar EPC Project.
Solar EPC, a big opportunity



Eligible for projects by MORTH and NHAI since 2013

Entered the buildings space for PWD and other Govt. departments

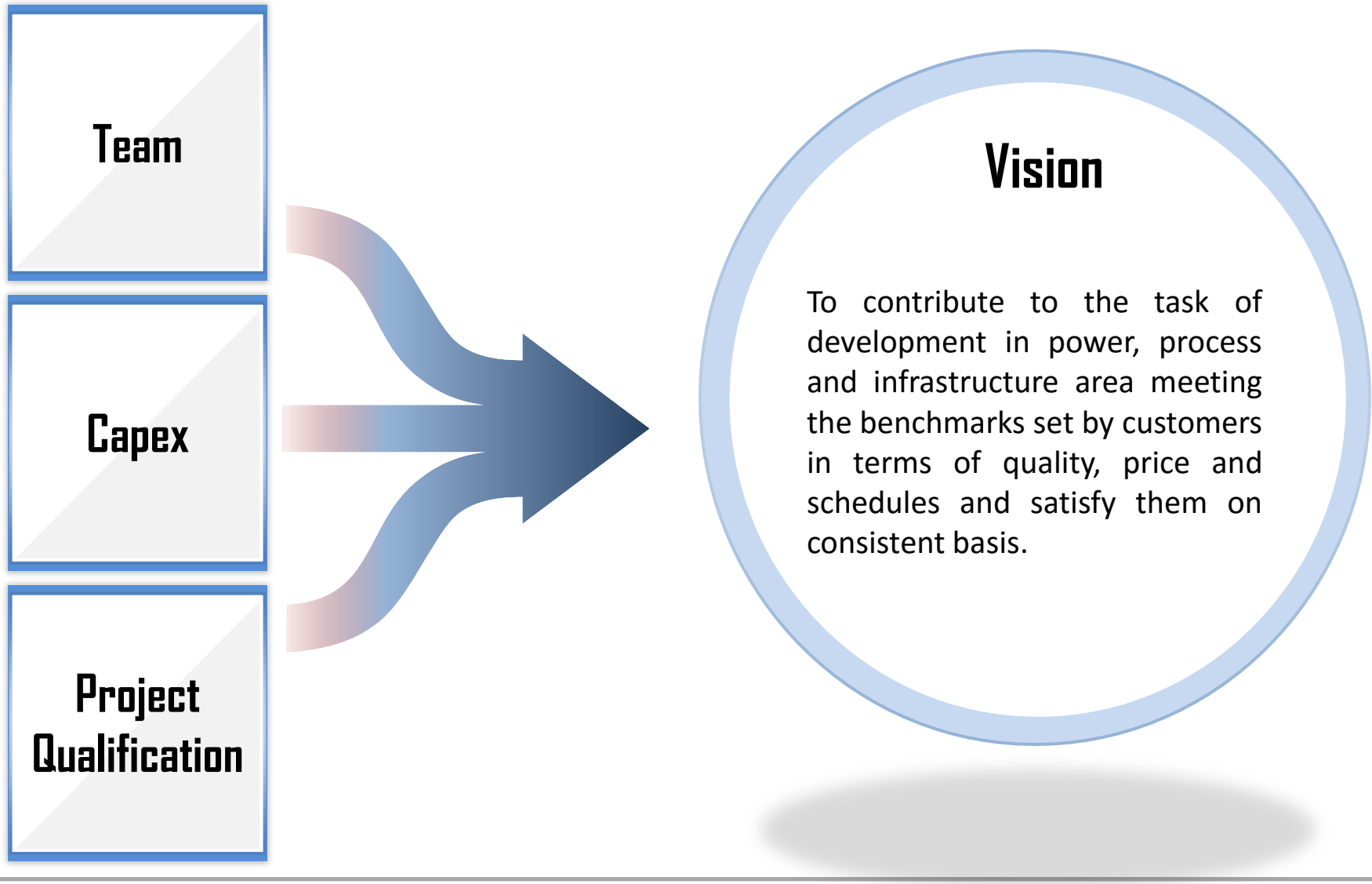
Make in India – Opening up of Railways and Defence to Private players

Evolution

Revenue *(Rs. Crores)		
	1984	Mr. Ratnakar M Gutte started business under the name "Sunil Engineering Works"
1.64	1994	Initial 10 years struggle and then received the first major order from BHEL at Chandrapur of Rs. 2.4 crores
4.43	1996	Other major orders in MP and Rajasthan
10	1998	"Sunil Hitech Engineers Pvt Ltd" incorporated
36	2004	Major work order from NTPC of Rs. 34 crores
133	2006	Crossed Revenue of Rs. 100 crores, Listed on BSE & NSE with 9 times over subscription of IPO
320	2008	QIP of Rs. 81 crores in January 2008; Diversified in T&D segment & manufacturing through Seam Industries Ltd
617	2009	First of its kind Civil, Structural & Architectural Work Project from BHEL worth Rs. 235 crores
777	2010	First BOP job worth Rs. 487 crores; Civil & Structural job of 666 MW & 600 MW from L&T and Avantha Power worth Rs. 700 cr
977	2012	Erection of 800 MW Doosan Boiler
1,262	2013	Bagged first Buildings job from Bhantida, PWD - Punjab and Govindwal Jail worth Rs. 350 crores
1,584	2014	Foray into EPC Road business with orders worth Rs. 496 crores from WB, AP and Karnataka
1,854	2015	Commissioned the pilot 5 MW Solar Power EPC Project in a Wholly Owned Subsidiary for gaining EPC experience

* Consolidation 2008 onwards & includes Other income

Vision


Team
Capex
Project Qualification
Vision
To contribute to the task of development in power, process and infrastructure area meeting the benchmarks set by customers in terms of quality, price and schedules and satisfy them on consistent basis.

Board of Directors



Ratnakar M Gutte
Chairman



Sunil R Gutte
Managing Director



Sudhamati Ratnakar Gutte
Whole Time Director



Vijay R Gutte
Director Finance & CFO



Anupam Dhiman
Director (Operations)



C. Venkataramana
Director



Sajid Ali
Independent Director



Dilip Y. Ghanekar
Independent Director



Parag Sakalikar
Independent Director



S. S. Waghmare
Independent Director



Siddharth Ratilal Mehta
Independent Director



Anil Aurangabadkar
Independent Director

Strong Board with Diverse Industry Experience

Led by Experienced Team



Mr. Ratnakar M Gutte
Chairman



Mr. Sunil R Gutte
Managing Director

Mr. C. Venkataramana – Director

Over 34 years experience in infrastructure business as well as marketing including close to 14 years in various senior positions as Managing Director, CEO and Senior Vice President (Infra)

Mr. Anupam Dhiman – Director (Operations)

Over 33 years experience in infrastructure business as well as marketing including close to 10 years in the field of Infrastructure development, in several senior positions as VP, Senior VP & Deputy President

Mr. B.K. Singh – Executive Director (Operations)

A Graduate in Civil Engg. (1985) from IT BHU (now IIT BHU) Varanasi and has over 30 years of Experience in the field of Construction & Infra particularly in power blue chips such as NTPC, Tata Power & L&T Power

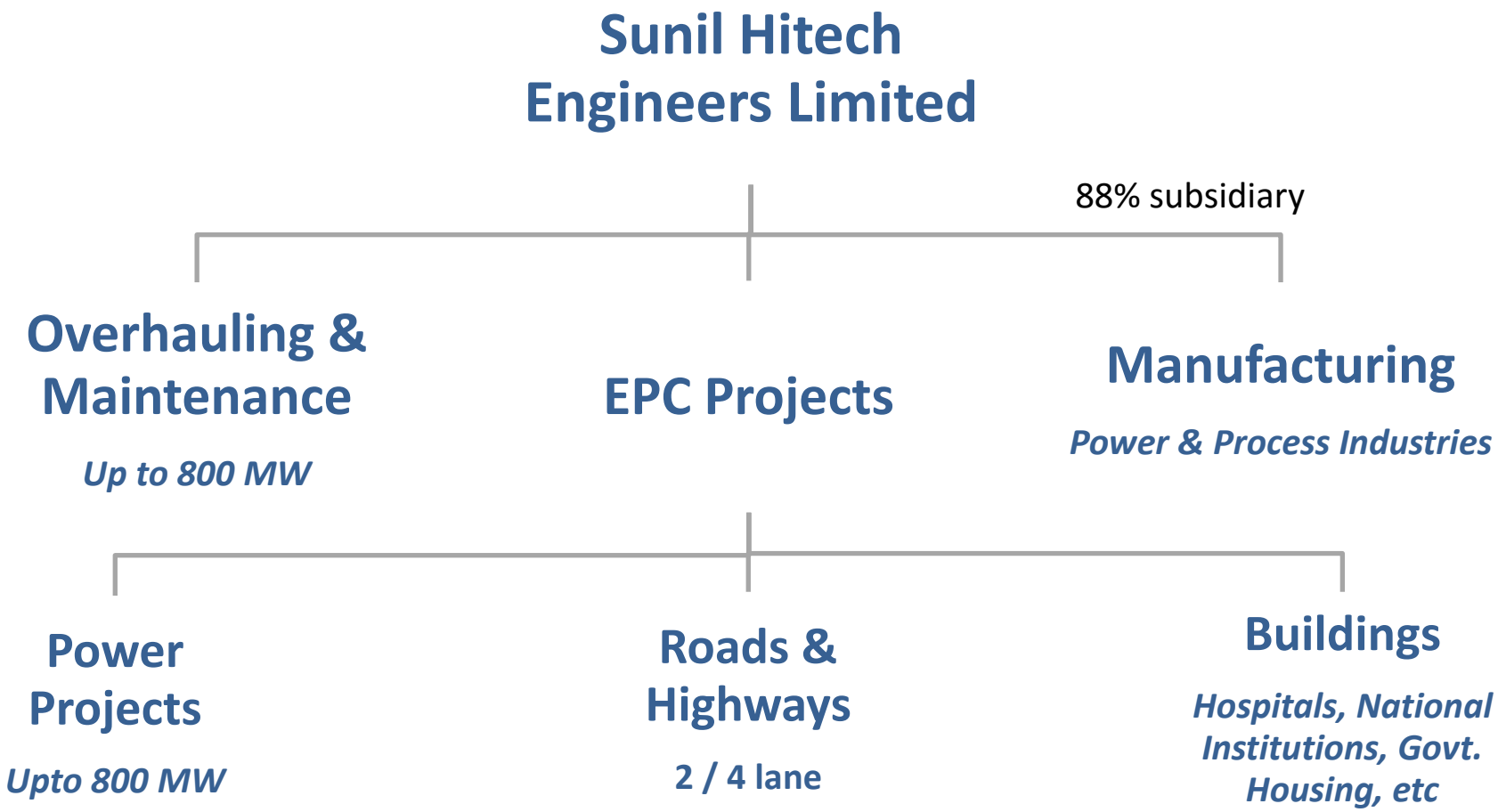
Mr. Harshad Hasabnis – Head, Corporate Finance

A second generation Chartered Accountant with over 35 years of experience in Finance and Banking

Sunilhitech

- Key Highlights & Result Update
- Business Overview
- **Business Verticals & Clientele**
- Financials Highlights & Growth Drivers
- Certifications & Awards

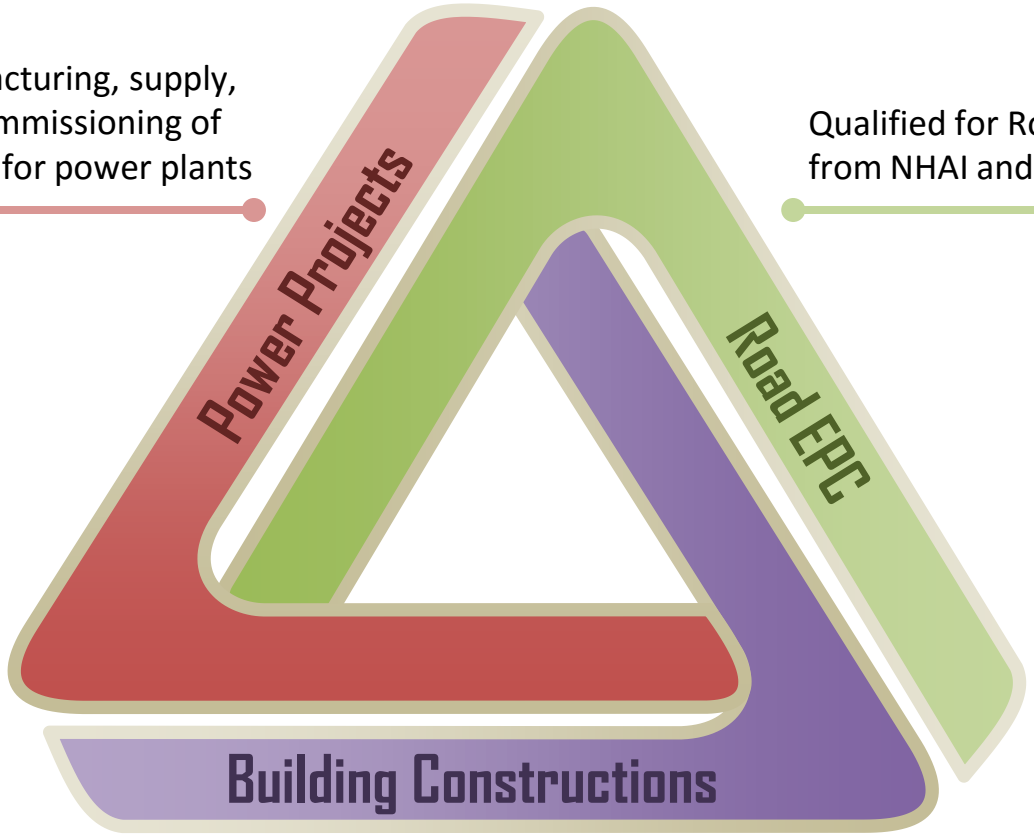
Business Verticals



Projects Business

Provides design, manufacturing, supply, erection, testing and commissioning of BOP & EPC assignments for power plants

Qualified for Road EPC projects from NHAI and MORTH



Provides Building Constructions services for Hospitals, National Institutions, Government Housing residential, industrial, commercials buildings, hostels, industrial sheds etc

Power Projects

- Engaged in the BOP and EPC services for power plants
  - EPC / Turnkey projects upto 800MW
    - Balance of plant package like AHP, CHP, WTP
    - Raw water/LP piping system
    - Civil, Structural & Architectural Jobs for Power Plants
  - Erection of boilers, TG and auxiliaries
  - Renovation and modernisation of BTG
  - T&D projects
    - EHV Transmission Lines and Sub-stations up to 132 kV, 220 kV and 400 kV
    - Sub-transmission lines for 11 kV, 22 kV and 33 kV and Sub-stations up to 10 MVA rating
    - RAPDRP (Restructured Accelerated Power Development and Reforms Programme) projects
  - Overhauling, Operation and maintenance of power plants (O&M) upto 800 MW





Solar Power Projects

- Foraying into the sunrise solar power industry to Leverage decades of civil and mechanical engineering experience
- Commissioned 5 MW pilot project at Solapur to demonstrate EPC capabilities
  - Project undertaken in 100% subsidiary
  - Project awarded under the Jawaharlal Nehru National Solar Mission (JNNSM), Phase II, Batch I
  - Project will add Rs. 4.0 crores to EBITDA per annum
- Government is focusing to add 100,000 MW of Solar Power Projects by 2022





Huge opportunity for Solar Power EPC projects

New Opportunities

Road Projects

- Focus on EPC projects from State, NHAI & MORTH
  - Backed by Multi-lateral funding agencies like ADB, World Bank etc
  - Developing Strategy to bid for Annuity Projects
- More than 500 lane kms under execution in states of Karnataka, West Bengal, Andhra Pradesh and Karnataka
- Qualified to bid for NHAI BOT & Annuity projects upto Rs. 900 crores single jobs

Buildings Projects

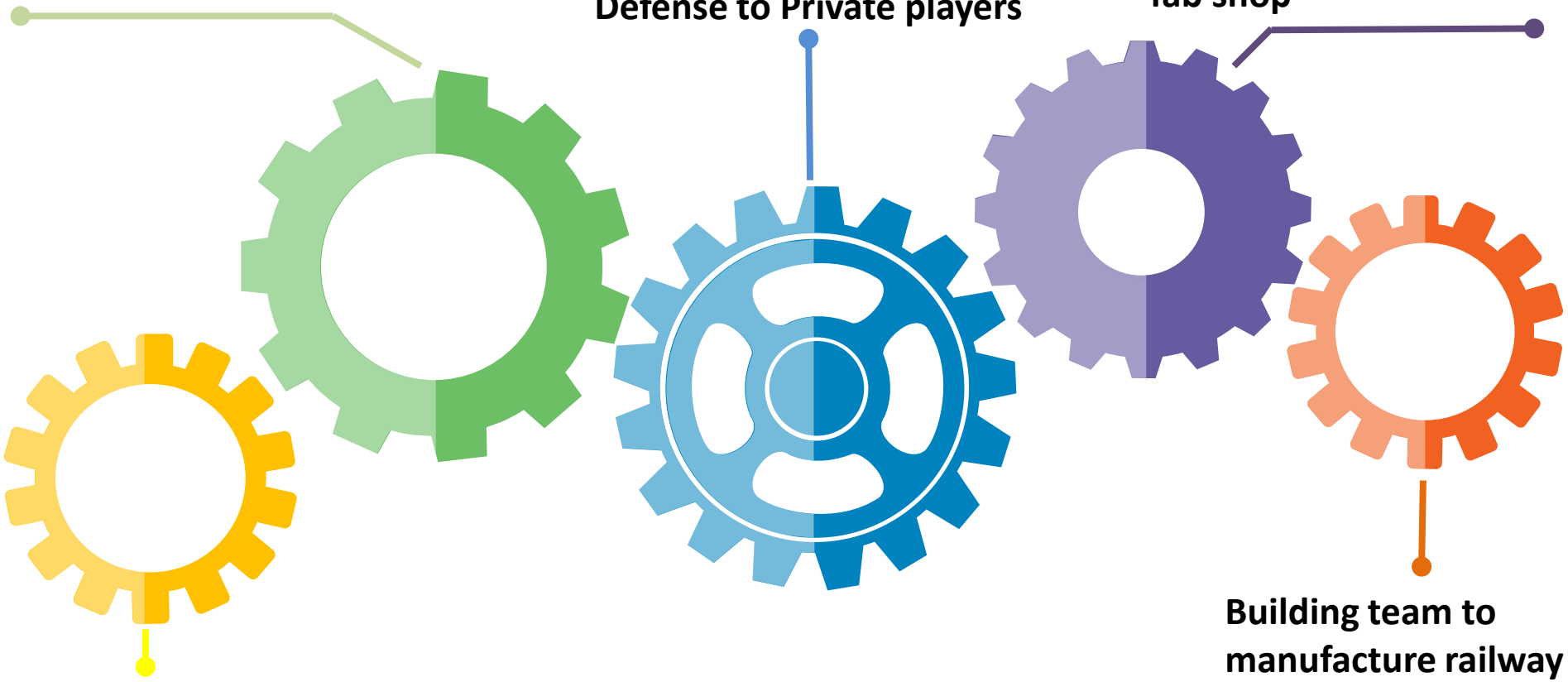
- Focus on Institutional Buildings like IITs, IIMs, AIIMS, Hospitals, Colleges, Hostels, Administration Building etc
- Successfully executed projects worth Rs. 150 crores in last 2 years
- Qualified for upto Rs 250 crores and more for single project
  - Lower competition entails higher margins

Foray in Railway & Defence

Capacities being used for ROB & RUB Railway girder slabs

Make in India – Opening up of Railways and Defense to Private players

25,000 MT capacity. BHEL and NTPC approved fab shop



Manufacturing Business in subsidiary, SEAM Industries Limited

Building team to manufacture railway coach structures

Clientele


बी एच ई एल
BHEL
RELIANCE
Infrastructure
GAMMON
balco
BHARAT ALUMINIUM COMPANY LTD.
Ministry of Road Transport & Highways
STERLITE
MAHAGENCO
Maharashtra State Power Generation Co. Ltd.
NCC
NCC Limited
JP ASSOCIATES
सी एस पी जी सी एल
CSPGCL
DOOSAN
MAHATRANSCO
Maharashtra State Electricity Transmission Co. Ltd.
समग्र एवं सुनियोजित नगर विकास
का० वि० प्रा०
sepco III
山东电建
BGR
ENERGY
L&T
गेल
GAIL
AVANTHA
APGENCO
GUJARAT INDUSTRIES POWER CO. LTD.
एन बी सी सी
NBCC
एनटीपीसी
NTPC
JSW
HYDERABAD
GROWTH CORRIDOR LIMITED
सेल SAIL
STEEL AUTHORITY OF INDIA LTD
ADANI
Power Limited
इंडियनऑयल
IndianOil
Indian Oil Corporation Limited
भा रा रा प्रा
NHAI
TATA
TATA PROJECTS LIMITED
LANCO
JINDAL
STEEL & POWER
ALSTOM
BHARAT FORGE
THERMAX
Sustainable solutions
Energy & Environment
GSECL

Sunilhitech



Annual Profit & Loss

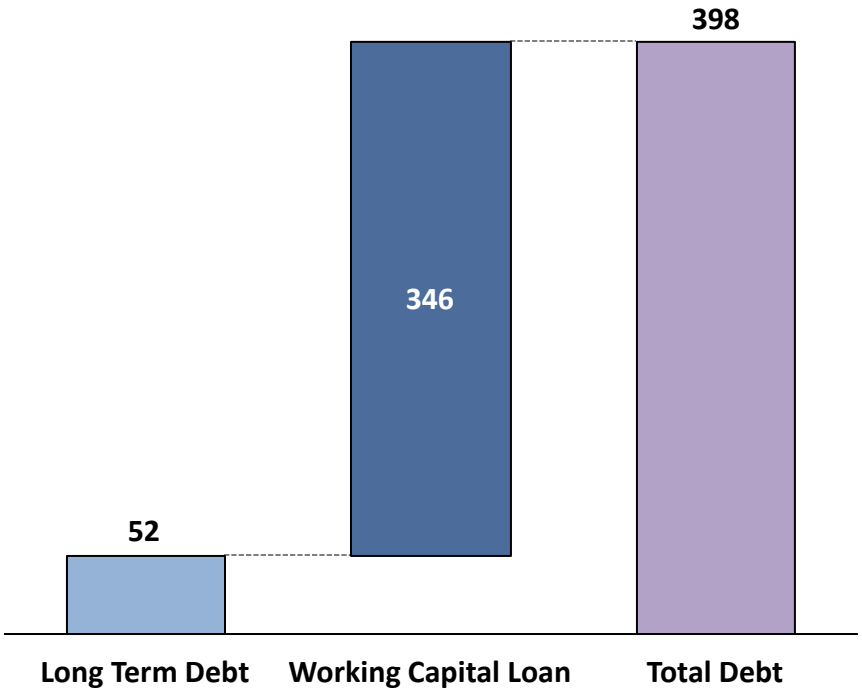
Rs. Crores	Standalone			Consolidated		
	FY15	FY14	YOY	FY15	FY14	YOY
Operating Revenue	***1,649.0***	***1,432.2***	***15%***	**1,836.5**	***1,574.6***	***17%***
Other Income	16.3	9.9		17.7	9.8	
Total Revenue	**1,665.3**	**1,442.1**	**15%**	***1,854.2***	***1,584.4***	***17%***
Raw Material	940.1	861.9		940.1	929.5	
Contract and Site Expenses	465.8	324.5		605.6	362.8	
Employee Cost	63.9	65.9		75.7	76.1	
Other Expenses	35.9	48.0		43.1	53.4	
EBITDA	***159.6***	***141.8***	***13%***	***189.7***	***162.6***	***17%***
EBITDA Margin	***9.6%***	***9.8%***		***10.2%***	***10.3%***	
Depreciation	25.9	24.4		30.8	28.3	
Interest	77.9	77.0		89.4	86.2	
PBT	***55.8***	***40.5***		***69.5***	***48.1***	
Tax	18.9	15.5		23.7	18.4	
PAT	***36.9***	***25.0***	***48%***	***45.8***	***29.7***	***54%***
Add / (Less): Share in profit / (loss) of Associate	-	-		8.0	0.0	
Less: Minority Interest	-	-		0.6	0.5	
PAT after Ass. Income & Minority Interest	***36.9***	***25.0***	***48%***	***53.3***	***29.2***	***82%***
PAT Margin	***2.2%***	***1.7%***		***2.9%***	***1.9%***	

Balance Sheet

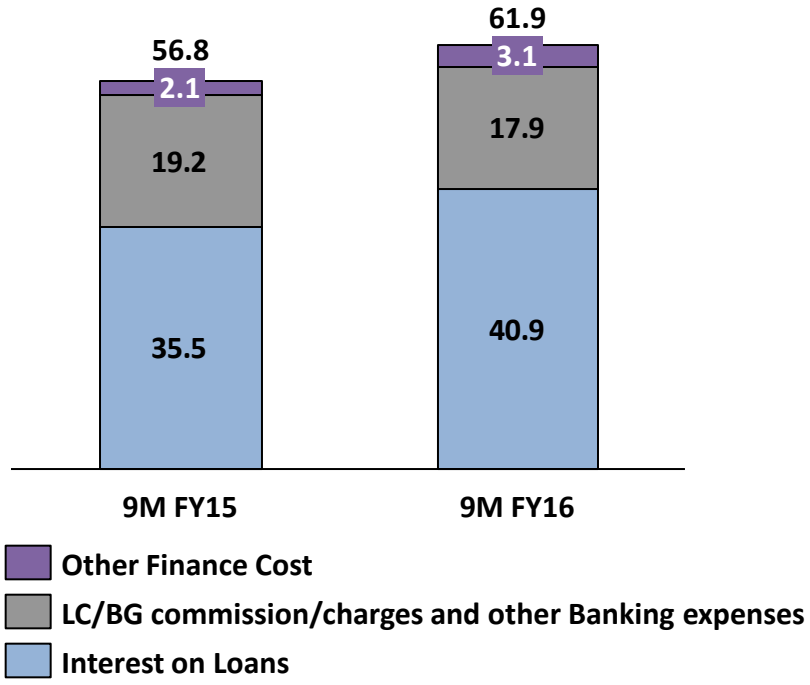
Rs. Crores	Standalone		Consolidated	
	Sep-15	Mar-15	Sep-15	Mar-15
Shareholders Fund	**390.1**	**364.1**	**440.9**	**411.2**
Share Capital	17.1	15.3	17.1	15.3
Reserves & Surplus	372.7	342.7	423.5	389.7
Money received against share warrants	0.3	6.2	0.3	6.2
Share Application Money Pending Allotment	0.0	0.0	0.0	0.0
Minority Interest	**0.0**	**0.0**	**14.0**	**13.8**
Total Non Current Liabilities	**176.7**	**160.4**	**249.4**	**223.3**
Long Term Borrowings	60.9	43.6	125.3	99.1
Other Long Term Liabilities	115.8	116.8	124.1	124.2
Total Current Liabilities	**900.2**	**876.1**	**1038.9**	**987.1**
Short Term Borrowings	345.4	336.3	391.9	374.6
Trade Payables	430.8	414.5	486.5	438.3
Other Current Liabilities	123.9	125.3	160.5	174.2
TOTAL EQUITY & LIABILITIES	**1,466.9**	**1,400.6**	**1,743.2**	**1,635.4**
Total Non Current Assets	**283.6**	**278.9**	**382.0**	**386.4**
Fixed Assets (incl. CWIP & Goodwill on consolidation)	141.0	142.2	254.6	260.0
Non-Current Investments	50.0	50.0	44.4	44.4
Long Term loans & Advances	34.6	33.6	24.8	28.8
Other Non Current Assets	58.1	53.1	58.1	53.2
Total Current Assets	**1183.3**	**1121.7**	**1361.3**	**1249.0**
Inventories	207.0	174.8	256.4	217.8
Trade Receivables	422.6	380.0	499.7	430.2
Cash & Cash Equivalents	85.1	89.9	94.8	100.5
Short Term loans & Advances	160.5	180.8	183.9	189.4
Other Current Assets	308.1	296.3	326.5	311.2
TOTAL ASSETS	**1,466.9**	**1,400.6**	**1,743.2**	**1,635.4**

Standalone Debt & Interest Profile

Total Debt As on December 2015
Rs. 398 Crores



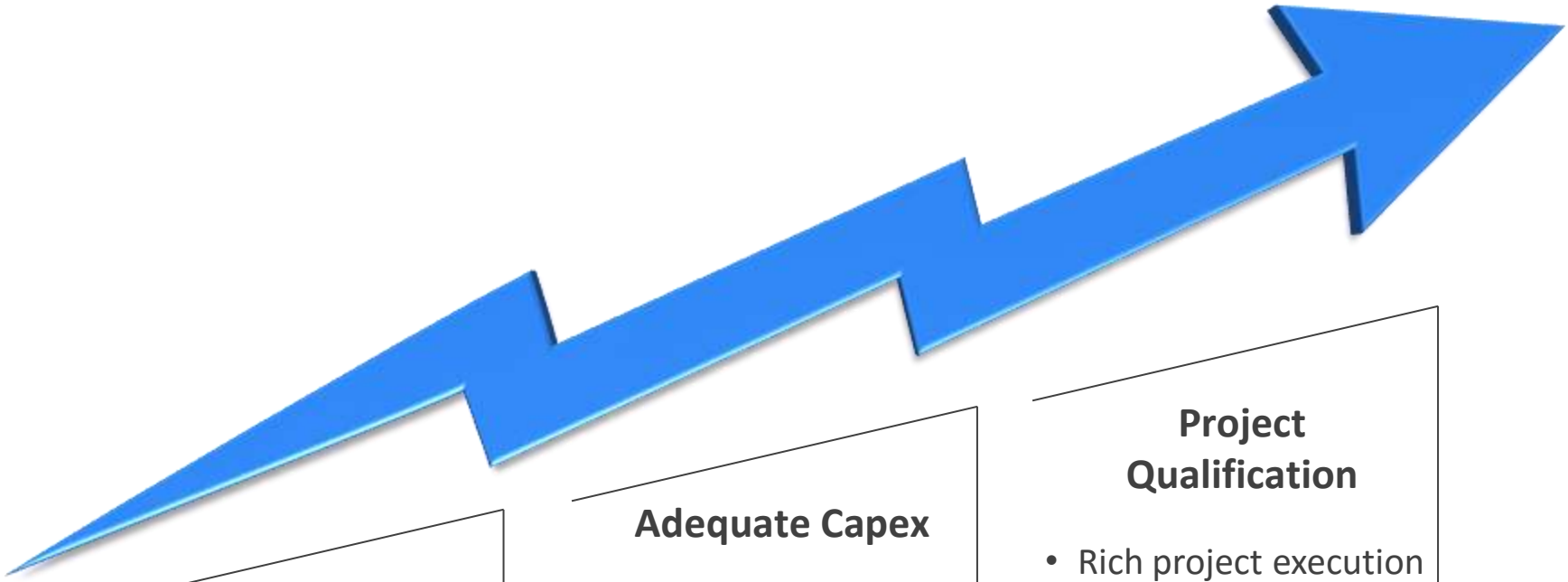
Finance Cost Break-up



Strong credit rating of CARE A- from BBB+ for Long Term

* LC & BG outstanding as on 31st Dec 2015 is Rs. 288 crores & Rs. 687 crores respectively

Growth Drivers



Strong Team

- Each business headed by industry experts fully responsible for sales & execution of respective business

Adequate Capex

- Capex of more than Rs. 123 crores in last 5 years for sustainable future business growth

Project Qualification

- Rich project execution history to aid Project Qualification for newer ventures
- Higher the qualification, lower the competition.

Sunilhitech



Certifications





Awards

2015 Best Safety performance award (Momento) and "Excellence in Safety" certificate from NTPC

2014 Certificate of Safety Performance from Adani Power Limited

2013 Certificate of Safety Performance Excellence with award from Jindal Power Limited

2012 Certificate of Appreciation on achievement of 2.5 lacs man-hours without any lost time accident at Gail India Ltd, PATA-U.P site from GAIL Ltd.

2011 Certificate of Recognition On achievement of 10 mn safe man-hours without any lost time accident at Tata Project Ltd, Bhusawal, Maharashtra site

Awards



Amongst *"India's Top Challengers"* at 13th Annual Construction World Global Awards

Awards conferred to Chairman

- ‘Marathwada Bhushan Mitra Gaurav Award’ by Chief Minister Honorable Mr.Prithviraj Chavan
- ‘Great Achiever of Industrial Excellence Award’ – Received from Indian Organisation of Commerce and Industry
- ‘Life Time Udyog Achievement Award’ – Received From Economic Growth Society of India
- ‘Excellence Award’ – Received From Global Organization
- ‘NCCL Award’ – For Outstanding Performance in Industry & Business Sector, Received from Nagpur Chamber of Commerce

For further information, please contact:

Company :	Investor Relations Advisors :
Sunil Hitech Engineers Ltd. CIN: L28920MH1998PLC115155	Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285
Mr. Harshad Hasabnis (Head - Corporate Finance) Email: hasabnis@sunilhitech.com Cell: +919552555909	Mr. Jigar Kavaiya / Mr. Kevin Shah kjigar@sgapl.net / skevin@sgapl.net +91-9920602034 / +91-9769122099
www.sunilhitech.com	www.sgapl.net