PNC Infratech Limited
An ISO : 9001-2008 Certified Company

Ref No: PNC/SE/43/16-17

Date: 26.08.2016

To,
The Manager
The Department of Corporate Services
BSE Limited
Floor 25, P.J. Towers,
Dalal Street, Mumbai-400 001
Scrip code:539150

To,
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai-400 051
Scrip code: PNCINFRA

Dear Sir,

**Sub: Investor updates on the financial results of the Company for the quarter ended June 30, 2016**

We send herewith a copy of Investor Updates on Financial Performance for the quarter ended June 30, 2016.

This information is submitted pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take note of the same.

Thanking you,

For PNC Infratech Limited

Devendra Kumar Agarwal
Chief Financial Officer

PNC INFRATECH LTD. NEW DELHI

Encl: as above

**Corporate Office :** PNC Tower, 3/22-D, Civil Lines, Bypass Road, NH-2, Agra-282002
Tel. : 91-562-4054400 (30 Lines) 91-562-4070000 (30 Lines)
Fax : 91-562-4070011
Email : ho@pncinfratech.com

**Regd. Office :** NBCC Plaza, Tower II, 4th Floor, Pushp Vihar, Sector-V, Saket New Delhi--110017 (India)
Tel. : 91-11-29574800 (10 Lines) 91-11-29566511, 64724122
Fax : +91-11-29563844
Email : delhioffice@pncinfratech.com
Web. : www.pncinfratech.com
CIN : L45201DL1999PLC195937

# PNC Infratech Limited

## *Results Update Presentation*

### *Q1 FY 2016-17*

# Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by PNC Infratech 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.

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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.

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# Key Highlights & Financials

# Key Financial Highlights – Q1 FY 2016-17

## Standalone

**19%**

**Revenue**
Rs. 515 Crs

**12%**

**EBITDA**
Rs. 67 Crs
(Margin: 13.0%)

**146%**

**PAT**
Rs. 64 Crs
(Margin: 12.4%)

## Consolidated

**(6%)***

**Revenue**
Rs. 635 Crs

**** - As per Ind-AS; As per IGAAP the revenue growth is 24%***

**25%**

**EBITDA**
Rs. 166 Crs
(Margin: 26.1%)

**145%**

**PAT^**
Rs. 54 Crs
(Margin: 8.5%)

^ - After MI & share in profit/ loss of associate cos.

# Other Highlights – Q1 FY 2016-17

**First HAM Project**

- 4 laning / 2 laning with paved shoulders of Dausa-Lalsot-Kauthun section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV, on Hybrid Annuity Model for a bid project cost of Rs. 881.0 crores

**Projects Award**

- **Received projects worth Rs. 1,374 crores** for Year till date
  - ✓ Bid Project Cost Rs. 881 crores of Dausa –Lalsot-Kauthun Section received from NHAI
  - ✓ Project worth Rs. 233 crores of Etah to Kasganj received from UPPWD
  - ✓ Project worth Rs. 140 crores Airport Runway at Bakshi Ka Talab Lucknow received from MES
  - ✓ Project worth Rs. 120 crores of Nanau-Dadon of UP PWD (LOA is awaited)

**Subsidiaries' Credit Rating**

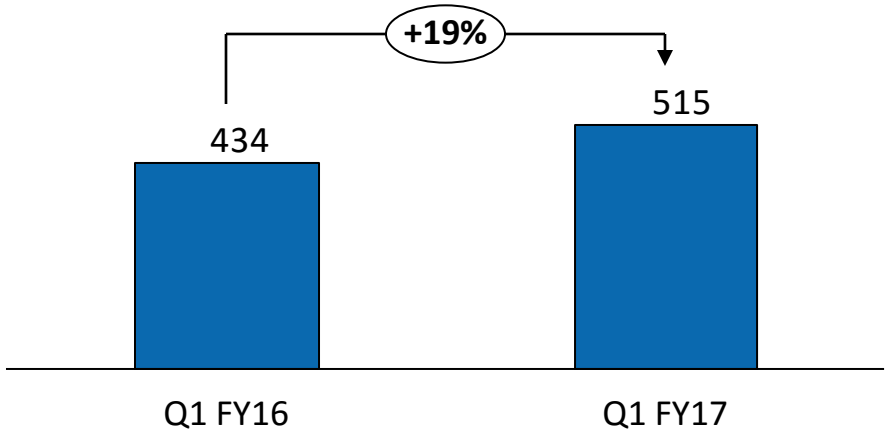
- Upgraded credit rating on bank facilities of PNC Raebareli Highways Private Limited
  - ✓ Long term bank facilities (Senior Debt) from CARE BBB to **CARE A(-)**
  - ✓ Long term bank facilities (Subordinate Debt) from CARE BBB(-) to **CARE BBB(+)**

**Corporate Action**

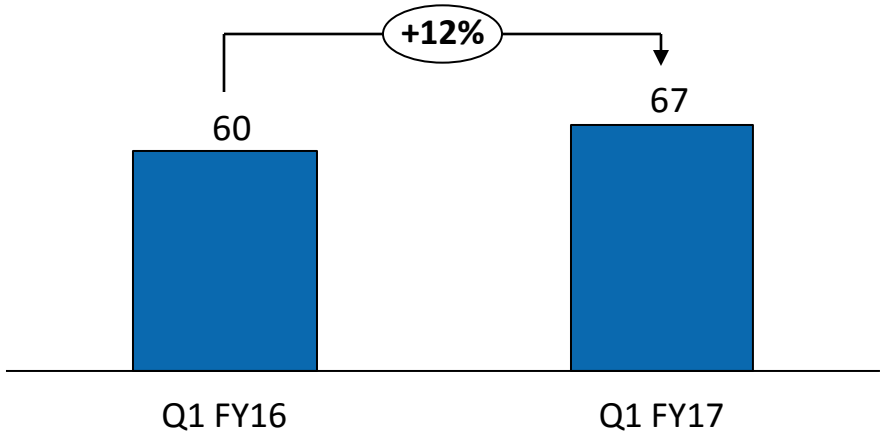
- Sub-division of equity shares of face value Rs. 10/- each into 5 equity shares of Rs. 2/- each to improve liquidity
  - ✓ Issued capital has increased from 5,13,07,833 shares of Face value of Rs. 10 each to 25,65,39,165 shares of Face value of Rs. 2 each

# Standalone Financial Highlights – Quarter 1

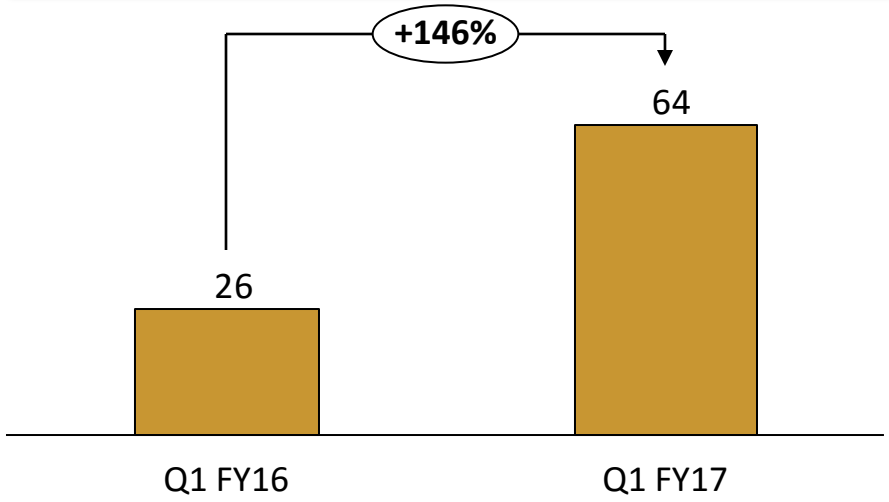
## Revenue (Rs. Crs)




## EBITDA (Rs. Crs)

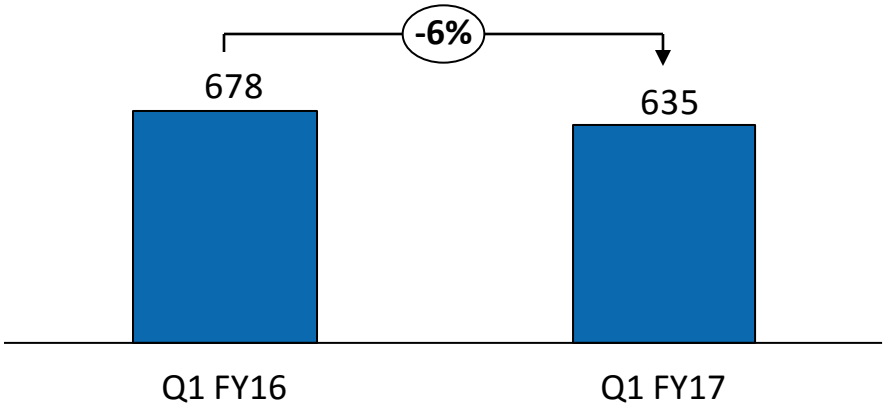



## PAT (Rs. Crs)

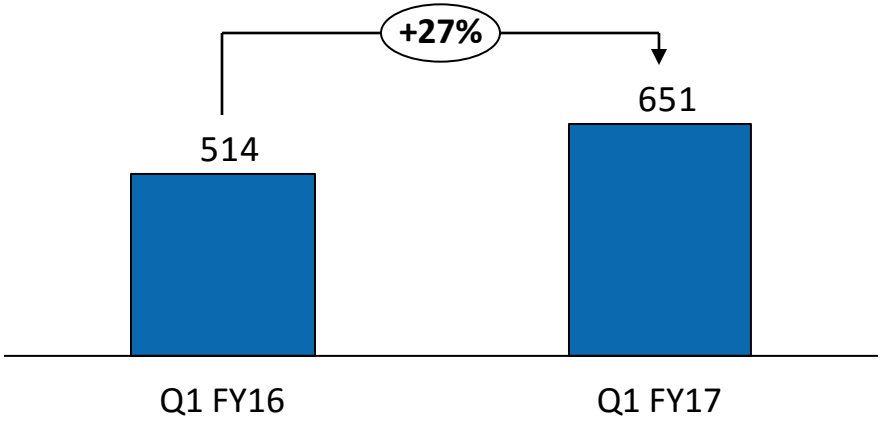


# Consolidated Financial Highlights – Quarter 1

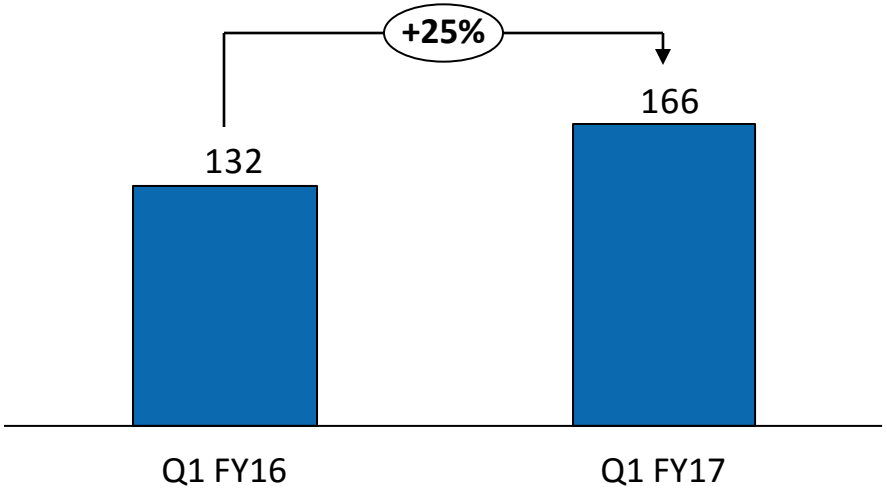
## Revenue (Rs. Crs) [as per Ind-AS]



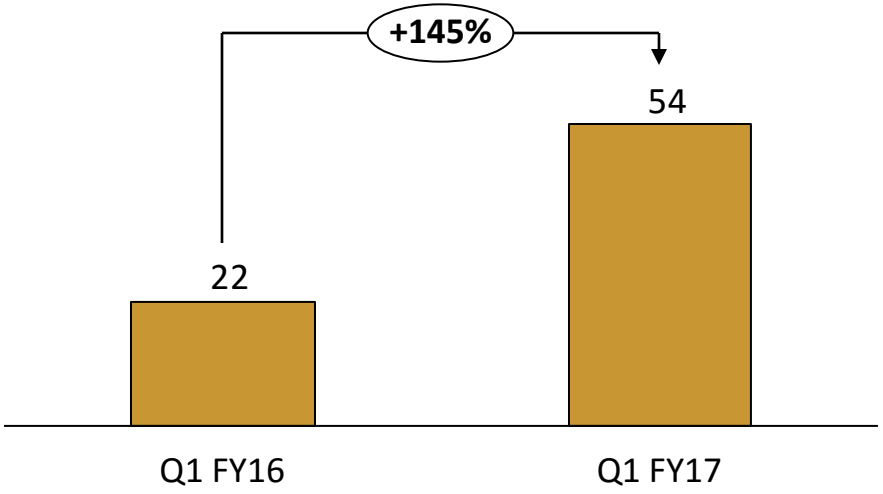

## Revenue (Rs. Crs) [as per I GAAP]




## EBITDA (Rs. Crs)



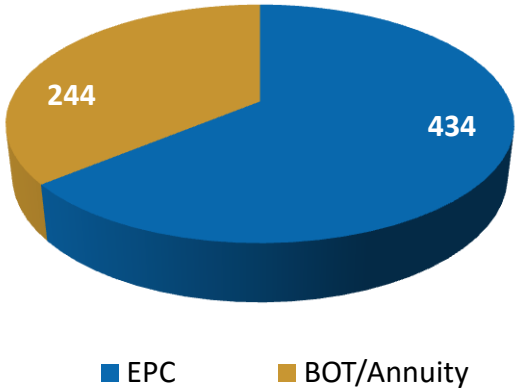

## PAT after MI & Asso. Profit (Rs. Crs)



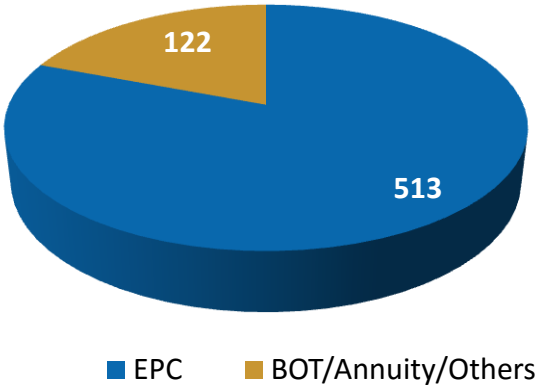
# Segmental Revenue Break-up

## Quarter 1 (Rs. Crs)

**Q1 FY16***



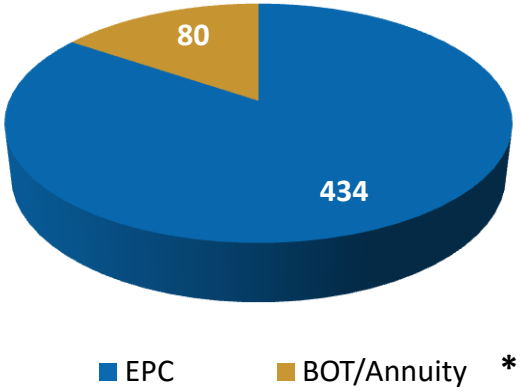

**Q1 FY17**



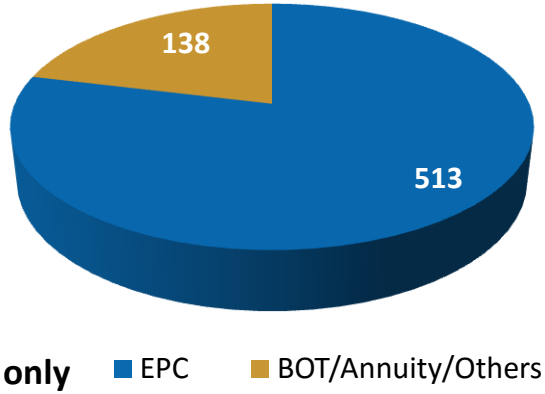

*** As per Ind-AS**

## Quarter 1 (Rs. Crs)

**Q1 FY16****




**Q1 FY17**




**** As per I GAAP for comparison only**

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# Order-book Details

# Robust Order-book of over Rs. 5,100 crores

## Order-book Highlights

- Remaining value of contracts under execution Rs.5,101 crores as on June 30, 2016. In addition, the Company has received Letters of Award (LoA) of the following 3 projects in July'2016

1. LOA for 4 laning / 2 laning with paved shoulders of Dausa-Lalsot-Kauthun section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV, on Hybrid Annuity Model for a bid project cost of Rs. 881.0 crores*
2. LOA received for a project involving 4 laning of Etah to Kasganj road in Uttar Pradesh from Public Works Department (PWD), Uttar Pradesh for a contract value of Rs. 232.91 crore*
3. LOA received for a project extension and resurfacing of Runway at Air Force Station Bakshi Ka Talab, Lucknow in Uttar Pradesh from Military Engineer Services (MES) for a contract value of Rs.139.61 crore*

The above order book also doesn't include one more EPC road project of UPPWD for which the company was the declared lowest bidder (L1) for quoted bid price of Rs. 120 crore*

**Road EPC projects constitute 96.5 % of order-book**

| Key EPC Projects Under Construction | Remaining Value (Rs. Crores) |
|---|---|
| Nagina-Kashipur | 1,156 |
| Varanasi-Gorakhpur | 869 |
| Aligarh-Moradabad | 645 |
| Agra-Firozabad | 523 |
| Bhojpur-Buxar | 477 |
| **Top 5 projects** | **3,670** |
| Other Projects | 1,431 |
| **Total Order Book** | **5,101** |
| Top 5 projects as % to Total Order Book | 71.9% |

*** Not included in the order book as of now**

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# BOT Portfolio

# Sizeable BOT Portfolio

| 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 30th June '16 (Rs. Crs) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Ghaziabad Aligarh | 35%* | NHAI | UP / NH-91 | Toll | SREI, Galfar | 125 / 4 | 2,019.0 | 194.0 | 67.9*/ 98.05 # | 311.0 | 1,514.0 | 1,384.6 |
| Kanpur Kabrai | 100% | NHAI | UP / NH-86 | Toll | - | 123 / 2 | 458.5 | 67.5 | 67.5 | 123.0 | 268.0 | 254.6 |
| Gwalior Bhind | 100% | MPRDC | MP / NH-92 | Toll | - | 107.68 / 2 | 340.3 | 78.3 | 78.3 | 27.0 | 235.0 | 218.1 |
| Bareilly Almora | 100% | UPSHA | UP / SH-37 | Toll | - | 54 / 4 | 604.5 | 74.6 | 74.6 | 70.0 | 460.0 | 458.8 |
| Rae Bareli Jaunpur | 100% | NHAI | UP / NH-231 | Annuity | - | 166.40 / 2 | 837.4 | 139.6 | 139.6 | 0.0 | 697.8 | 623.2 |
| Narela Industrial Area | 100% | DSIIDC | Delhi / NA | Annuity | - | 33 / - | 175.0 | 35.0 | 35.0 | 0.0 | 140.0 | 108.5 |
| Kanpur Ayodhya | 100% | NHAI | UP / NH-28 | OMT | - | 217 / 4 | - | 0.1 | 0.1 | - | - | - |
| | | | | | | | **4,434.7** | **589.1** | **561.05** | **531.0** | **3,314.8** | **3,047.8** |

***All Projects Operational; No further equity commitment for any BOT project***

DSIIDC: Delhi State Industrial & Infrastructure Development Corporation

# - Warrant

* - PNC Share

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# Annexure I – Summary Financials

# Quarter 1 Profitability Statement

| Rs. Crores | Standalone | | | Consolidated | | |
|---|---|---|---|---|---|---|
| | Q1 FY17 | Q1 FY16 | YoY growth | Q1 FY17 | Q1 FY16 | YoY growth |
| ***REVENUE*** | **515.0** | **434.4** | **19%** | **635.4** | **677.7** | **-6%** |
| ***EBITDA*** | **67.1** | **60.1** | **12%** | **165.8** | **132.2** | **25%** |
| ***EBITDA margin*** | **13.0%** | **13.8%** | | **26.1%** | **19.5%** | |
| Other Income | 17.4 | 1.9 | | 49.0 | 9.0 | |
| Depreciation | 12.1 | 11.8 | | 63.1 | 45.5 | |
| Interest | 2.2 | 10.4 | | 78.0 | 59.4 | |
| ***Profit before Minority interest / share in Net Profit / (loss) of Associates*** | **70.3** | **39.8** | | **73.6** | **36.4** | |
| Minority Interest | - | - | | 0.1 | 0.002 | |
| Share of Profit / (Loss) of Associates Companies | - | - | | (11.8) | (0.2) | |
| ***Profit Before Tax*** | **70.3** | **39.8** | **77%** | **62.0** | **36.2** | **71%** |
| Tax Expenses | | | | | | |
| Current Tax | 14.7 | 14.9 | | 17.9 | 15.0 | |
| Reduction in tax due to other comprehensive Income | (0.005) | (0.03) | | (0.005) | (0.03) | |
| Deferred Tax | (0.3) | (1.1) | | (0.3) | (1.0) | |
| MAT Credit Entitlement | (8.2) | - | | (9.8) | - | |
| ***Profit for the quarter*** | **64.0** | **26.1** | **146%** | **54.2** | **22.1** | **145%** |
| ***PAT Margin*** | **12.4%** | **6.0%** | | **8.5%** | **3.3%** | |
| Total other Comprehensive income, net of tax | 0.02 | 0.06 | | 0.02 | 0.1 | |
| ***Total Comprehensive income for the quarter*** | **64.0** | **26.1** | | **54.2** | **22.2** | |
| | | | | | | |
| ***Cash Profit **** | **76.1** | **37.9** | | **117.3** | **67.7** | |



* Cash Profit = Total comprehensive income for the quarter + Depreciation

# Reconciliation Statement of Profit and Loss as previously reported under IGAAP to Ind-AS for the quarter ended 30th June 2015

| Particulars | Standalone (Rs. Crores) | Consolidated (Rs. Crores) |
|---|---|---|
| **Net profit/ (loss) as per Indian GAAP** | **26.11** | **24.61** |
| Recognition & Measurement at Fair Valuation of toll, cash & annuity received and receivable impacting revenue, interest expenses / income, amortisation & other expenses | - | (2.40) |
| Actuarial Gain – Net of tax | (0.06) | (0.07) |
| Misc. – Fair Valuation | 0.02 | (0.01) |
| **Total Profit / (Loss)** | **(0.04)** | **(2.47)** |
| | | |
| **Net Profit /Loss as per IND-AS** | **26.06** | **22.14** |

# Annual Profitability Statement [as per I GAAP]

| Rs. Crores | Standalone | | | Consolidated | | |
|---|---|---|---|---|---|---|
| | FY16 | FY15 | YoY growth | FY16 | FY15 | YoY growth |
| ***REVENUE*** | **2,014.16** | **1,560.99** | **29%** | **2,394.60** | **1,860.89** | **29%** |
| ***EBITDA*** | **265.96** | **216.62** | **23%** | **407.35** | **279.87** | **46%** |
| ***EBITDA margin*** | **13.20%** | **13.88%** | | **17.01%** | **15.04%** | |
| Other Income | 20.16 | 13.82 | | 16.65 | 12.14 | |
| Depreciation | 52.46 | 36.37 | | 109.08 | 60.34 | |
| Interest | 33.23 | 46.24 | | 128.75 | 92.51 | |
| ***PBT*** | **200.41** | **147.84** | **36%** | **186.16** | **139.16** | **34%** |
| Tax | -3.38 | 47.48 | | -4.06 | 47.88 | |
| Net Profit before Exceptional Items | 203.79 | 100.36 | | 190.23 | 91.28 | |
| Short/(Excess) Provision for Taxation of Earlier Years | -38.95 | 0.00 | | -38.95 | 0.00 | |
| ***Profit After Tax*** | **242.74** | **100.36** | **142%** | **229.18** | **91.28** | **151%** |
| ***PAT Margin*** | **12.05%** | **6.43%** | | **9.57%** | **4.91%** | |
| Minority Interest | 0.00 | 0.00 | | 0.00 | 0.00 | |
| Share of Profit / (Loss) of Associates Companies | 0.00 | 0.00 | | -13.07 | 0.00 | |
| ***PAT after MI & Asso. Profit*** | **242.74** | **100.36** | **142%** | **216.10** | **91.28** | **137%** |
| | | | | | | |
| ***Cash Profit **** | **295.20** | **136.73** | **116%** | **325.18** | **151.62** | **114%** |



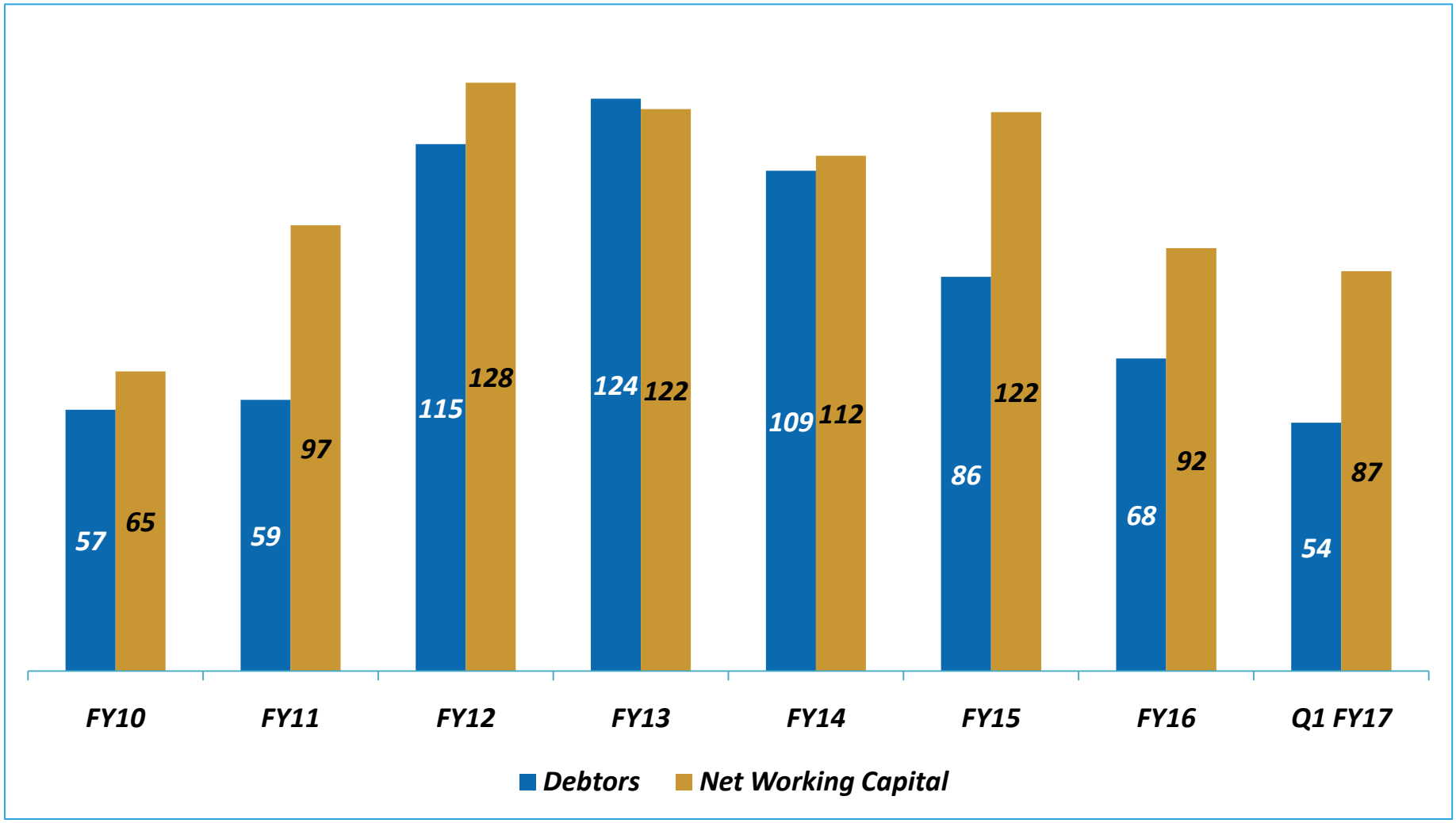
* Cash Profit = PAT after MI & Asso. Profit + Depreciation

# Balance Sheet [as per I GAAP]

| Rs. Crores | Standalone | | Consolidated | |
|---|---|---|---|---|
| | Mar-16 | Mar-15 | Mar-16 | Mar-15 |
| ***Shareholder's Fund*** | **1,362.26** | **718.44** | **1,309.74** | **871.08** |
| Share capital | 51.31 | 39.81 | 51.31 | 39.81 |
| Reserves & Surplus | 1,310.96 | 678.63 | 1,258.44 | 831.27 |
| ***Minority Interest*** | **-** | **-** | **0.05** | **0.05** |
| ***Non-current liabilities*** | **165.84** | **274.05** | **1,734.76** | **1,566.22** |
| Long term borrowings | 6.03 | 23.76 | 1,573.54 | 1,306.56 |
| Other non-current liabilities | 159.81 | 250.29 | 161.22 | 259.66 |
| ***Current liabilities*** | **362.14** | **585.19** | **545.93** | **660.07** |
| Short term borrowings | 0.00 | 300.26 | 29.92 | 328.35 |
| Trade Payables | 106.16 | 108.12 | 204.62 | 111.14 |
| Other current liabilities | 255.97 | 176.81 | 311.39 | 220.59 |
| ***TOTAL EQUITIES & LIABILITIES*** | **1,890.25** | **1,577.68** | **3,590.48** | **3,097.43** |
| | | | | |
| ***Non-current assets*** | **921.66** | **751.60** | **2,601.70** | **2,384.60** |
| Fixed assets | 214.39 | 217.45 | 2,289.88 | 2,165.52 |
| Non-Current Investments | 464.36 | 423.54 | 55.38 | 92.88 |
| Other Non-current assets | 242.91 | 110.62 | 256.43 | 126.20 |
| ***Current assets*** | **968.59** | **826.08** | **988.78** | **712.82** |
| Current Investment | 0.00 | 0.00 | 10.19 | 0.88 |
| Inventories | 236.38 | 222.53 | 236.38 | 222.53 |
| Trade receivables | 376.30 | 366.74 | 412.07 | 264.42 |
| Cash and bank balances | 97.05 | 21.16 | 106.58 | 41.10 |
| Other current assets | 258.86 | 215.66 | 223.56 | 183.91 |
| ***TOTAL ASSETS*** | **1,890.25** | **1,577.68** | **3,590.48** | **3,097.43** |

*Strong credit rating of CARE A+ for Long Term and CARE A1+ for short-term loans*

# Net Working Capital Days*




* - Standalone

# Utilization of IPO Proceeds

## Offer Proceeds

| | Particulars | Rs. Crores |
|---|---|---|
| A | Fresh Issue | 434.70 |
| B | Offer for Sale | 53.74 |
| C | Gross Fund Raised (A+B) | 488.44 |
| | Less: Offer for Sale portion | 53.74 |
| **D** | **Total Net Proceeds** | **434.70** |

## Utilization of Net Proceeds as on June 30, 2016

| Particulars (Rs. Crores) | Utilization Planned | Revised Utilization Planned* | Amount Utilized | Amount Pending Utilization |
|---|---|---|---|---|
| | 1 | 2 | 3 | 4=2-3 |
| Funding working capital requirements | 150.00 | 150.00 | 150.00 | 0.00 |
| Investment in our subsidiary, PNC Raebareli Highways Private Limited for part-financing the Raebareli-Jaunpur Project | 65.00 | 65.00 | 65.00 | 0.00 |
| Investment in capital equipment | 85.06 | 81.70 | 69.47 | 12.23 |
| Partial repayment or pre-payment of Debt | 35.14 | 35.14 | 35.14 | 0.00 |
| General Corporate purposes | 81.10 | 85.35 | 81.10 | 4.25 |
| Issue related expenses (only those apportioned to our company) | 18.40 | 17.51 | 17.51 | 0.00 |
| **Total** | **434.70** | **434.70** | **418.22** | **16.48** |

***Approved by Shareholders through Postal Ballot on July 19, 2016**

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# Annexure II – Company Overview

# Introduction

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

Executed 55 major infrastructure projects spread across 13 states , of which 34 are road EPC projects; currently executing 17 projects

Strong credit rating of CARE A+ for Long Term and CARE A1+ for Short Term Loans

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

Operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets

Established track record of timely/early completion of projects

# Business Overview

**Roads & Highways EPC**

Completed 34 infrastructure road projects on EPC basis

**Roads & Highways BOT / OMT**

Operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets

**Power Transmission**

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

**Airport Runways**

Executed 19 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

**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)

**Dedicated Freight Corridor / Railways**

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

# 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 Power Private Limited ("PNCPPL")**

*Engaged in erection, installation, repair and re-modelling of power plants etc*

**Ferrovia Transrail Solutions Private Limited ("FTSPL")**

*Designing, procurement & construction for track & track related work on the Mughalsarai-Sonnagar section*

**Joint Ventures**
**Ghaziabad Aligarh Expressway Private Limited ("GAEPL")**

*4 laning of Ghaziabad to Aligarh section of NH 91*

# Experienced Promoters

## Mr. Pradeep Kumar Jain - Chairman & Managing Director

- Over 37 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 - Whole-time Director

- Over 28 years of experience in industries such as construction, cold storage, transportation, machineries and transport organization
- Responsible for supervision of administration, human resources, legal and logistics-related functions

## Mr. Chakresh Kumar Jain - Managing Director

- Over 27 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 22 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. Naveen Kumar Jain**
*Whole-time Director*

**Mr. Chakresh Kumar Jain**
*Managing Director*

**Mr. Yogesh Kumar Jain**
*Managing Director*

**Mr. Anil Kumar Rao**
*Whole-time Director*

**Mr. Sunil Chawla**
*Non-Executive Director*

**Mr. Chhotu Ram Sharma**
*Independent Director*

**Mr. Subhash Chander Kalia**
*Independent Director*

**Mr. Dharam Veer Sharma**
*Independent Director*

**Mr. Ashok Kumar Gupta**
*Independent Director*

**Mr. Rakesh Kumar Gupta**
*Independent Director*

**Ms. Deepika Mittal**
*Independent Director*

# Clientele

HSRDC

AIRPORTS AUTHORITY OF INDIA
भारतीय विमानपत्तन प्राधिकरण

DSIIDC
Delhi State Industrial and Infrastructure Development Corporation Ltd.

RITES
THE INFRASTRUCTURE PEOPLE

MILITARY ENGINEER SERVICES
Providing infrastructure to the armed forces since 1851

भा रा रा प्रा
NHAI

उत्तर प्रदेश राज्य राजमार्ग प्राधिकरण
Uttar Pradesh State Highways Authority

Upeida
UP Expressway Industrial Development Authority

MPRDC

Uttar Pradesh Power Corporation Limited

डेडीकेटेड फ्रेट कोरीडोर

GOVERNMENT OF UTTAR PRADESH

## For further information, please contact:


| Company : | Investor Relations Advisors : |
|---|---|
| PNC Infratech Ltd<br>CIN: L45201DL1999PLC195937 | Strategic Growth Advisors Pvt. Ltd.<br>CIN: U74140MH2010PTC204285 |
| Mr. D. K. Maheshwari<br>Assistant Vice President - Finance | Mr. Jigar Kavaiya<br>Group Account Head<br>+91-9920602034 |
| dkm@pncinfratech.com | kjigar@sgapl.net |
| www.pncinfratech.com | www.sgapl.net |