



BUILD

**BUILD A BETTER
TOMORROW**

RKEC PROJECTS LIMITED

MARINE WORKS | BRIDGES | ROADS | BUILDINGS

**Investor Presentation
F.Y. 2019-20**

Website: www.rkecprojects.com

**DELIVERING EXCELLENCE
PROGRESSING EXPONENTIALLY**





DELIVERING EXCELLENCE IN BUILDING NATION'S INFRASTRUCTURE



Offshore Berth at Mumbai Port Trust

MUMBAI



Terminal at Kochi Port Trust

KOCHI



Jetty with loading facility

VIZAG



Offshore Berth , Adani Port

HAZIRA



Offshore Berth, Essar Projects

JAMNAGAR



Product Berth, Essar Projects

VADINAR



Fishing Harbour ,Machilipatnam Port

VIZAG



DELIVERING EXCELLENCE IN BUILDING NATION'S INFRASTRUCTURE



Military Station, Imphal
MANIPUR



Flyover on NH45A
PUDUCHERRY



Bridge on River Beas
PUNJAB



Bridge, East Coast Railways
BHUBANESWAR



Major Bridge 382, East Coast
BHUBANESWAR



Bridge on River Godavari
NANDED



T Girder Bridge
VIZAG



Rural Electrification Work
PRATAPGARH



PROGRESS

PROGRESSING EXPONENTIALLY WITH STRONG ORDER BOOK

As at the end of Oct.'20 our total order book stood at Rs.1,500 Crores of which the unexecuted work stood at Rs. 931.77 crores which is expected to be executed in the next 12-36 months.

CURRENT ORDER BOOK

SEGMENTS	NO. OF PROJECTS	CONTRACT VALUE (Rs. Crores)	VALUE OF WORK REMAINING (Rs. Crores)
Marine Works	06	555.69	341.38
Road & Bridges	01	521.20	307.94
Building & Infrastructure	07	302.44	247.02
Power	01	120.36	35.43
Total	15	1,499.69	931.77

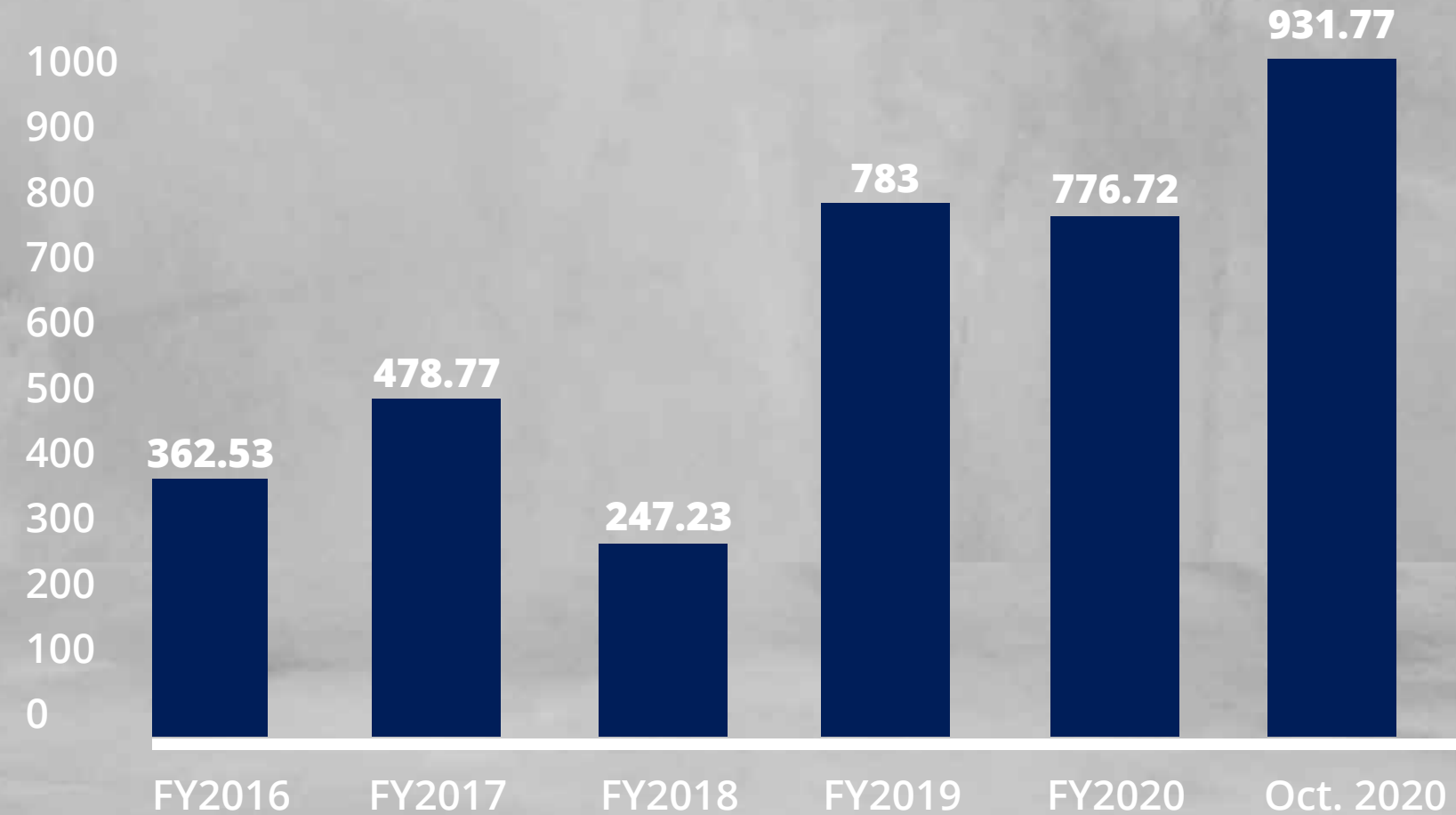


PROGRESS

PROGRESSING EXPONENTIALLY WITH STRONG ORDER BOOK

The robust order book of Rs. 931.77 Crores as on October 31, 2020 is expected to give a sustained revenue visibility for the next 2-3 years.

Growth in order book (YOY)

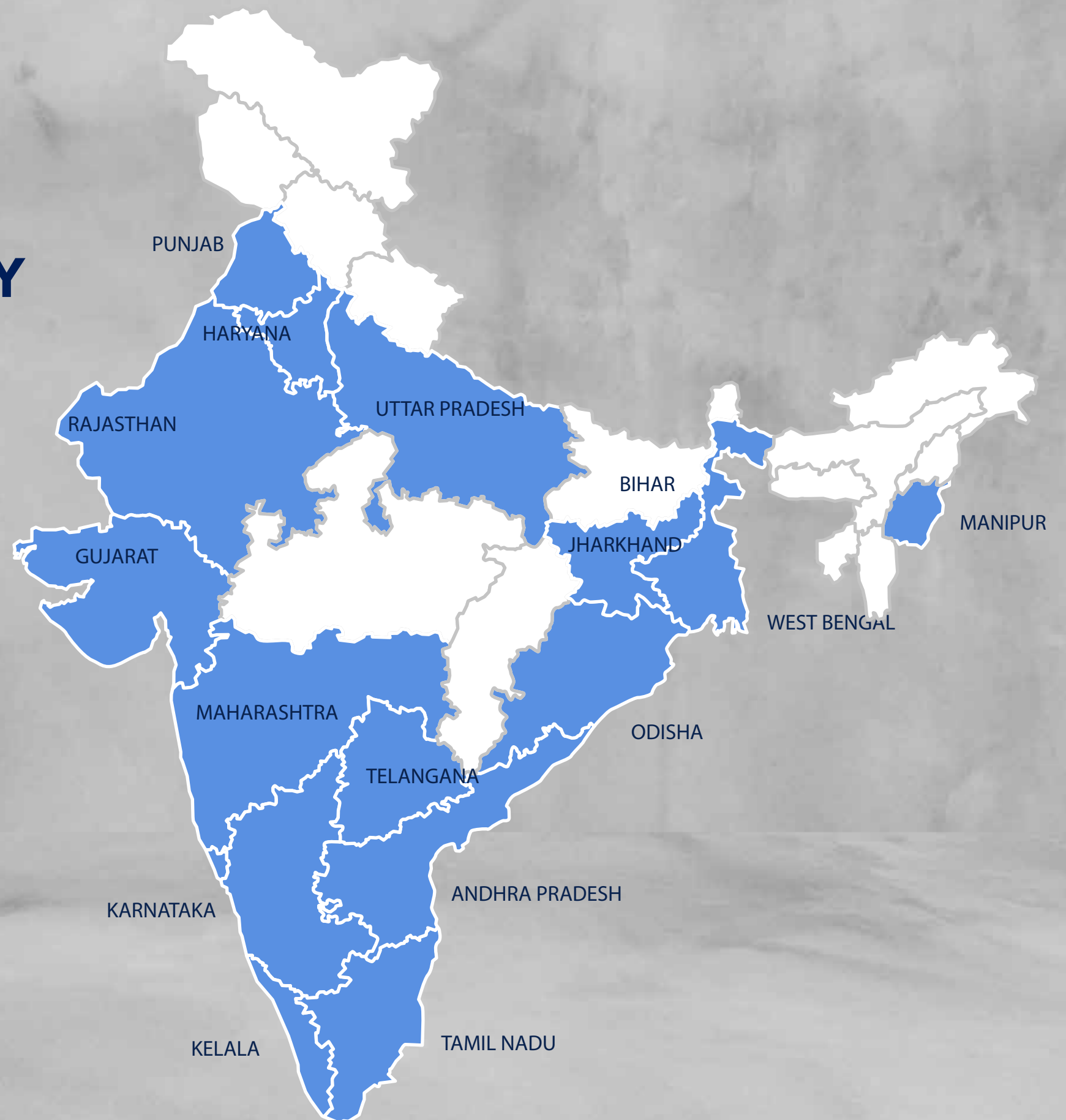




PROGRESSING EXPONENTIALLY WITH STRONG ORDER BOOK

**WE HAVE EXECUTED A TOTAL OF 94 MAJOR
INFRASTRUCTURE PROJECTS ACROSS 14
INDIAN STATES AND ARE CURRENTLY
EXECUTING 15 PROJECTS HAVING
CONTRACTUAL VALUE OF OVER RS. 1,500
CRORES.**

**IN LAST 5 YEARS, WE HAVE EXECUTED
WORK ORDERS AMOUNTING TO RS. 635
CRORES**





TIMELINE

Key Milestones/Events

35 YEARS OF EXCELLENCE

2008

- ▶ Awarded construction of Coal Berth Project at Salaya Port, Gujarat for Essar Projects (India) Limited, worth over Rs. 100 crores
- ▶ Started construction of Jetty at Naval Dockyard, Visakhapatnam for Indian Navy, worth over Rs. 62 crores



01

1985 BEGINNING

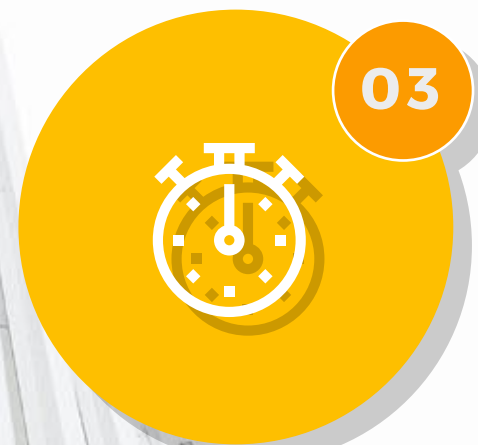
- ▶ Set up as Proprietorship Firm under the stewardship of Shri G Radhakrishna
- ▶ Started Executing onshore and infrastructure projects



02

1994

- ▶ Started Executing Offshore works



03

2005

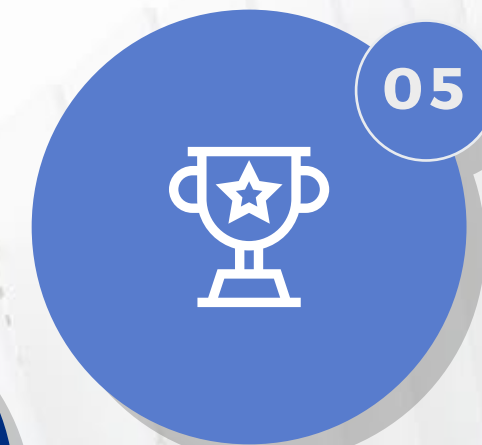
- ▶ Incorporation of the company
- ▶ Merged business of Proprietorship Firm with Company



04

2007

- ▶ Awarded bridge construction project in Nanded, Maharashtra under JNNURM Scheme, worth Rs. 60 crores



05



06

2012

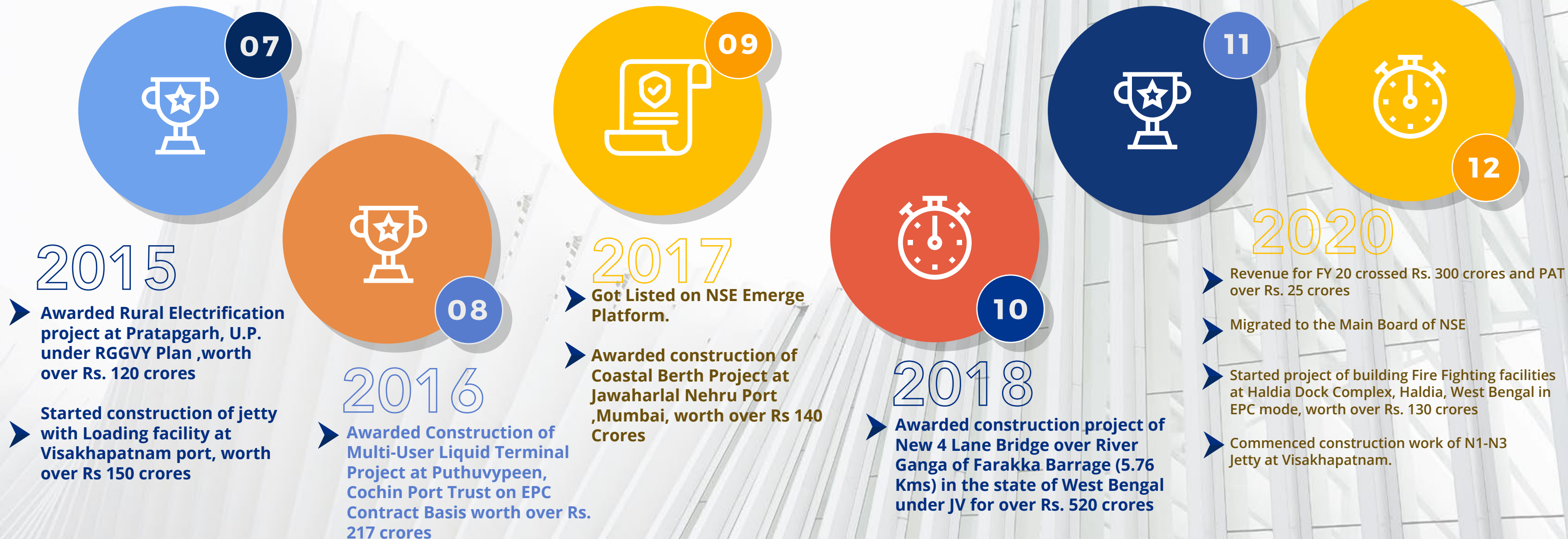
- ▶ Awarded construction of Offshore Berth Project at Pir Pau, Mumbai for Mumbai Port Trust, worth over Rs. 130 crores



TIMELINE

Key Milestones/Events

35 YEARS OF EXCELLENCE





CLIENTS

BUILDING EXCELLENCE IN CLIENT RELATIONSHIPS

Over the past three decades, we have worked with several State and Central Government Organizations as well as large private enterprises which has facilitated us to build successful, healthy and long-term relations with them. Some of our top notch clients includes:



“ We intend to emerge as the preferred and reliable partner for our clients when it comes to infrastructure development. Our aim is to successfully deliver high quality projects on time and contribute towards the advancement of the economy through rapid development of infrastructure.”





AT A GLANCE

RKEC - AT A GLANCE

+35

Years of Experience

+125

Engineers

+465

Total Employees

+94

Projects Completed

+1499

Current order book

+15

Projects in hand

306.93

CRORES
Total Revenue
(F.Y. 2019-20)

25.81

CRORES
Total PAT
(F.Y. 2019-20)

+86

CRORES
Market Capitalization
(as on 30-09-20)

3.36

PE Multiple
(as on 30-09-20)



WE ARE ONE OF THE FASTEST GROWING LISTED COMPANY IN THE INFRASTRUCTURE SEGMENT

S. No.	Companies	CAGR Growth in terms of Revenue (in last 4 F.Y.)	CAGR Growth in terms of PAT (in last 4 F.Y.)
1	RKEC Projects Ltd.	28.25%	66.73%
2	KNR Constructions Ltd.	26.12%	19.29%
3	PNC Infratech Ltd.	24.63%	24.46%
4	Gayatri Projects Ltd.	20.74%	-
5	J Kumar Infraproject Ltd.	20.42%	15.50%
6	Ashoka Buildcon Ltd.	18.48%	28.70%
7	Larsen & Toubro Ltd.	9.55%	20.95%
8	IRB Infrastructure Developers Ltd.	8.26%	3.19%
9	NCC Ltd.	-1.52%	29.83%
10	ITD Cementation India Ltd.	-1.72%	-
11	Simplex Infrastructures Ltd.	-8.73%	-

Note - CAGR is based on the consolidated financial results obtained from BSE website from F.Y. 2015-16 to 2019-20 of respective Companies.

The above mentioned listed peers should not be construed as exhaustive list.

VERTICALS

OUR DIVERSIFIED CORE BUSINESS VERTICALS

We have structured our business according to sector-specific verticals that makes us a complete EPC Service provider. Our diversified business portfolio enables us to cater to the infrastructure requirements of different sectors as well as strengthens our expertise and order book .

THE DIFFERENT VERTICALS IN OUR CORE BUSINESS ARE:-



Marine Works
(Offshore space)



Transportation
(Roads and Bridges)

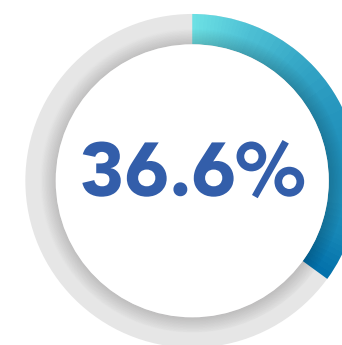


Buildings & Infrastructure

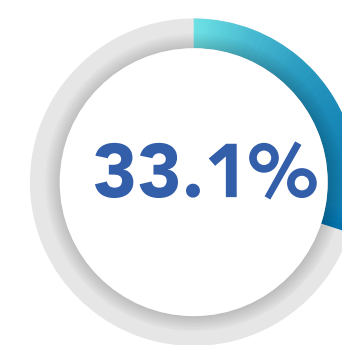


Power

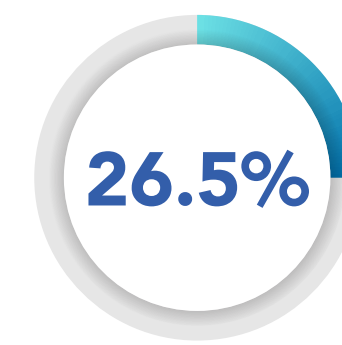
SECTORAL CONTRIBUTION IN THE ORDER BOOK (AS ON OCTOBER 31, 2020)



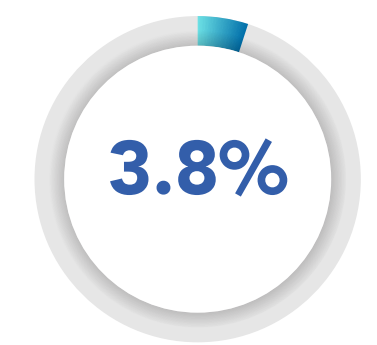
Marine Works



Transportation



Buildings & Infrastructure



Power



VERTICALS

DELIVERING EXCELLENCE IN MARINE ENGINEERING

Marine structures are considered to be among the most challenging in construction engineering. We have developed expertise over a wide ranging service capability in the offshore space which include construction of Jetties, Berths, Wharfs and water intake project works for our clients which are mainly Government Enterprises.

Our investments in capital equipments including ownership of world class pipe laying barge and piling rigs allow us to meet the project deadlines and lead our team with better productivity and efficiency.

Our Ongoing notable offshore projects includes:-



Coastal Berth at JN Port, Mumbai

Client: JNPT Port, Mumbai
Work Value: Rs. 143.33 Crores
Target for Completion: Feb 2021



Naval Jetty, Vishakhapatnam

Client: DGNP
Work Value: Rs. 141.32 Crores



Development of Berth & trestles

Client: Honnavar Port Private Limited
Work Value: Rs. 77.24 Crores
Target for Completion: Nov. 2022

VERTICALS

DELIVERING EXCELLENCE IN BRIDGES & ROAD PROJECTS

India has the second largest road network in the world, spanning a total of 5.89 Mn kms. In the past few years, we have been successful in executing construction of major bridge projects including railway bridge at Delang-Puri Section, Odisha ; Bridge on river Beas, Punjab ; Bridge at Naval Dock Yard, Visakhapatnam , a major bridge on Tuni-Dharmavaram section, Andhra Pradesh and Flyover on NH-14, in Puducherry. In Dec.' 18, we bagged a major work order of Rs. 520 crores for construction of 4 lane bridge over Ganga river (Farakka Barriage), under JV, which is expected to be completed by Dec. 2021



Four Lane Bridge over River Ganga down stream of Farakka Barriage

CLIENT

NHAI, West Bengal

WORK VALUE

Rs. 520 Crores

TARGET FOR COMPLETION

Dec. 2021

Progress of work is ahead of schedule.

VERTICALS

DELIVERING EXCELLENCE IN BUILDINGS & INFRASTRUCTURE

Infrastructure sector is a key driver for the Indian economy. The sector is highly responsible for propelling India's overall development and enjoys intense focus from Government for initiating policies that would ensure time-bound creation of world class infrastructure in the country. Some of our distinguished completed projects in this vertical includes Military Station, Leimakhong, Manipur ; Overhauling facility building and building Complex for Indian Navy, Visakhapatnam.

Our Ongoing notable building projects includes:-



Fire fighting facility and Barge Jetty at Haldia, West Bengal

Client: Shyama Prasad Mookherjee Port
Work Value: Rs. 129.29 Crores
Target for Completion: July 2022



Warehouse for Indian Navy, Vishakhapatnam

Client: MES
Work Value: Rs. 36.91 Crores
Target for Completion: Jan. 2022



Indoor Sports Arena, Vishakhapatnam

Client: GVMC
Work Value: Rs. 19.9 Crores
Target for Completion: Mar. 2021

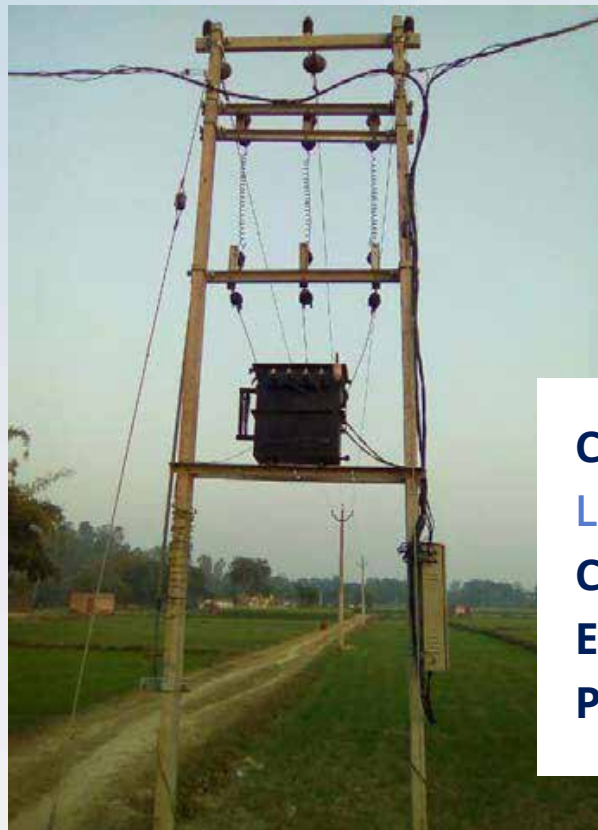


VERTICALS

STEPPING IN TO DELIVER EXCELLENCE IN POWER TRANSMISSION

Sustained economic growth continues to drive electricity demand in India. The Government of India's focus on attaining 'Power for all' has accelerated capacity addition in the country.

In 2015, we commenced Rural Electrification for 2085 Majras with 46th BPL connections, in Purvanchal, Pratapgarh district, Uttar Pradesh under Rajiv Gandhi Grameen Vidyutikaran Yojna (RGGVY) - 12th Plan .



Client – Purvanchal Vidyut Vitran Nigam Limited, Varanasi
Contract Value – Rs. 120.36 crores
Expected completion date – Dec. 31, 2020
Progress of work- 92%

TEAM

STRONG IN-HOUSE CAPABILITIES AND PROJECT EXECUTION TEAM

Our fleet of major equipment



Jackup Barge



Casagrade B250



Crane 100 Mt



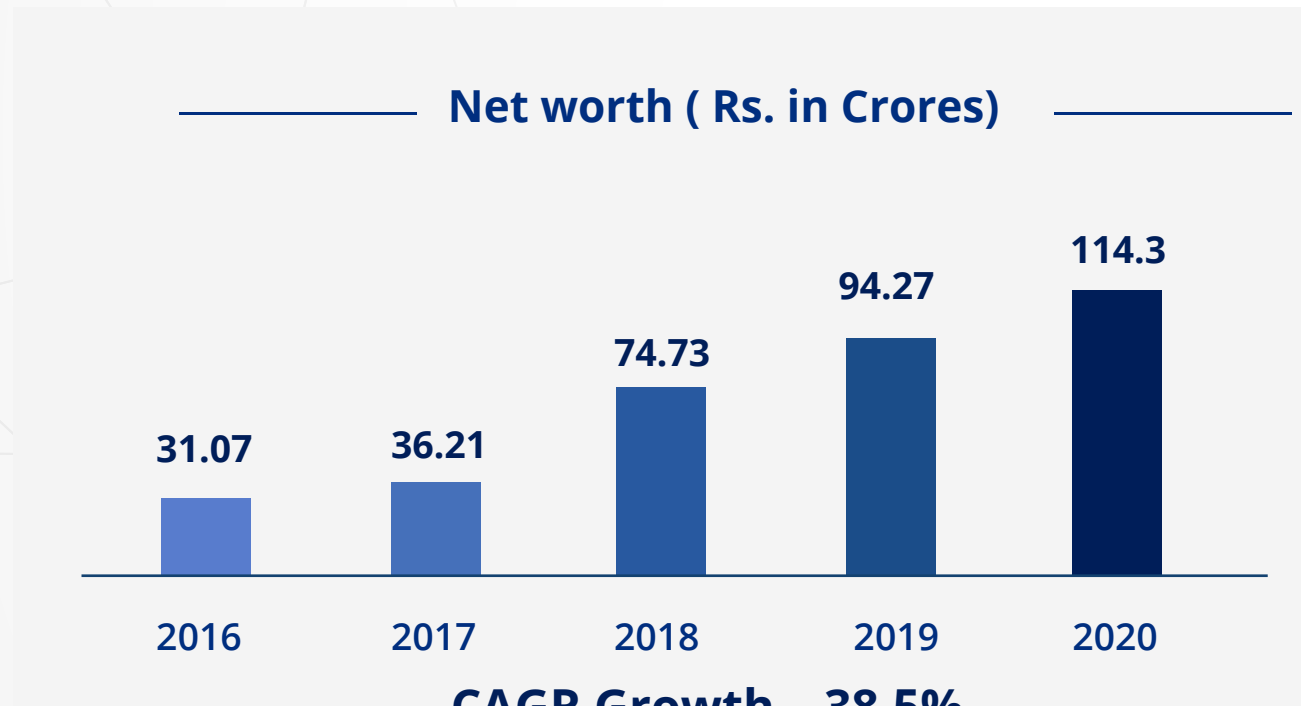
Hydraulic Piling Rig

Over the years, we have developed in-house design and engineering capabilities. We also have a large fleet of sophisticated construction equipment, that allows us to provide end-to-end solutions for our projects. We have a well-qualified engineering and design team of 125 personnel possessing skills in various fields, including civil, structural, electrical, mechanical and instrumentation. Our in-house design and engineering team gives us control of the entire process of a project.

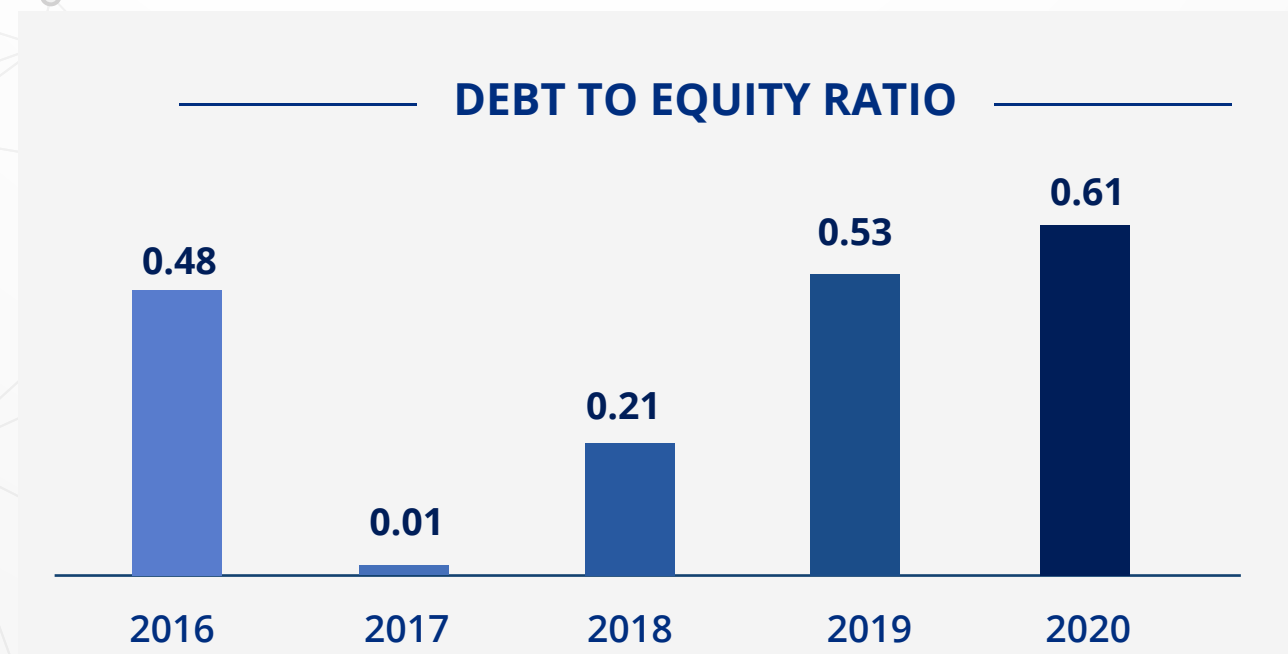
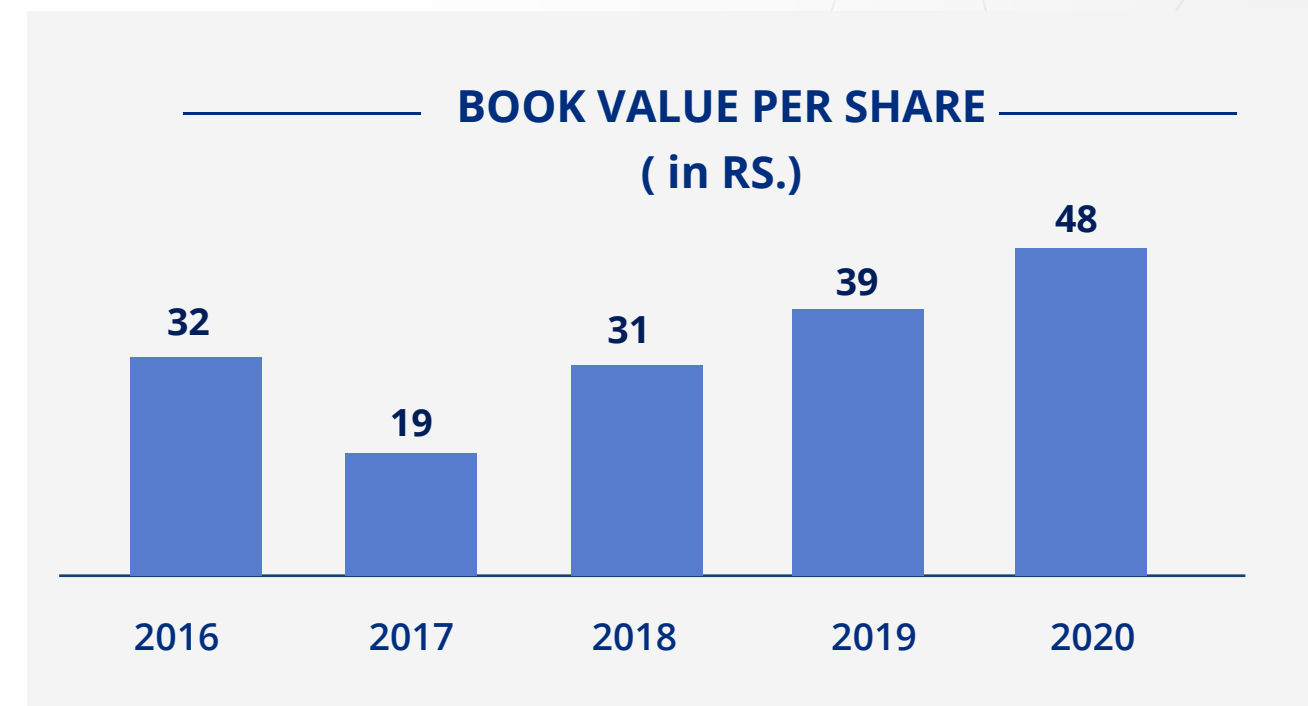


GROWING EXPONENTIALLY WITH STRONG BALANCE SHEET

Net worth (Rs. IN Crores)

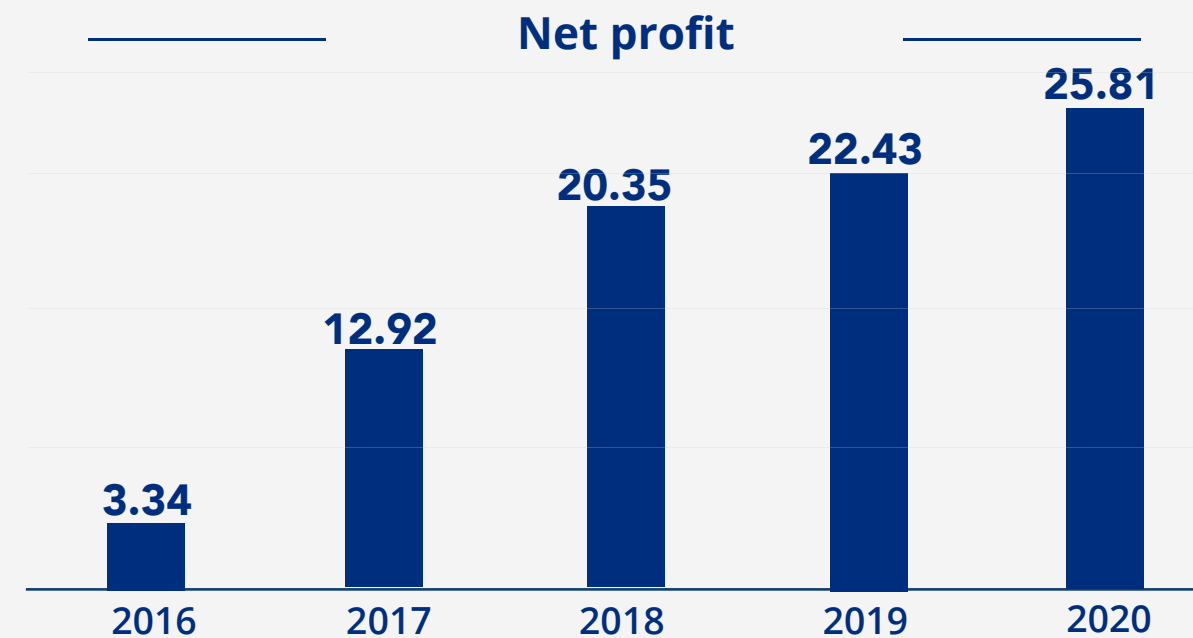
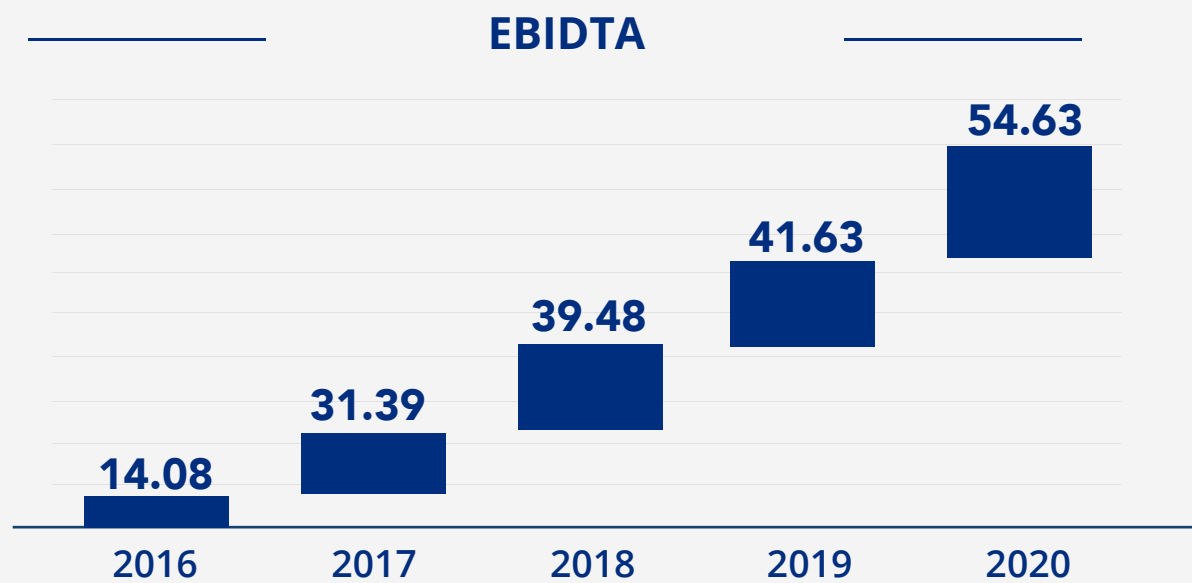
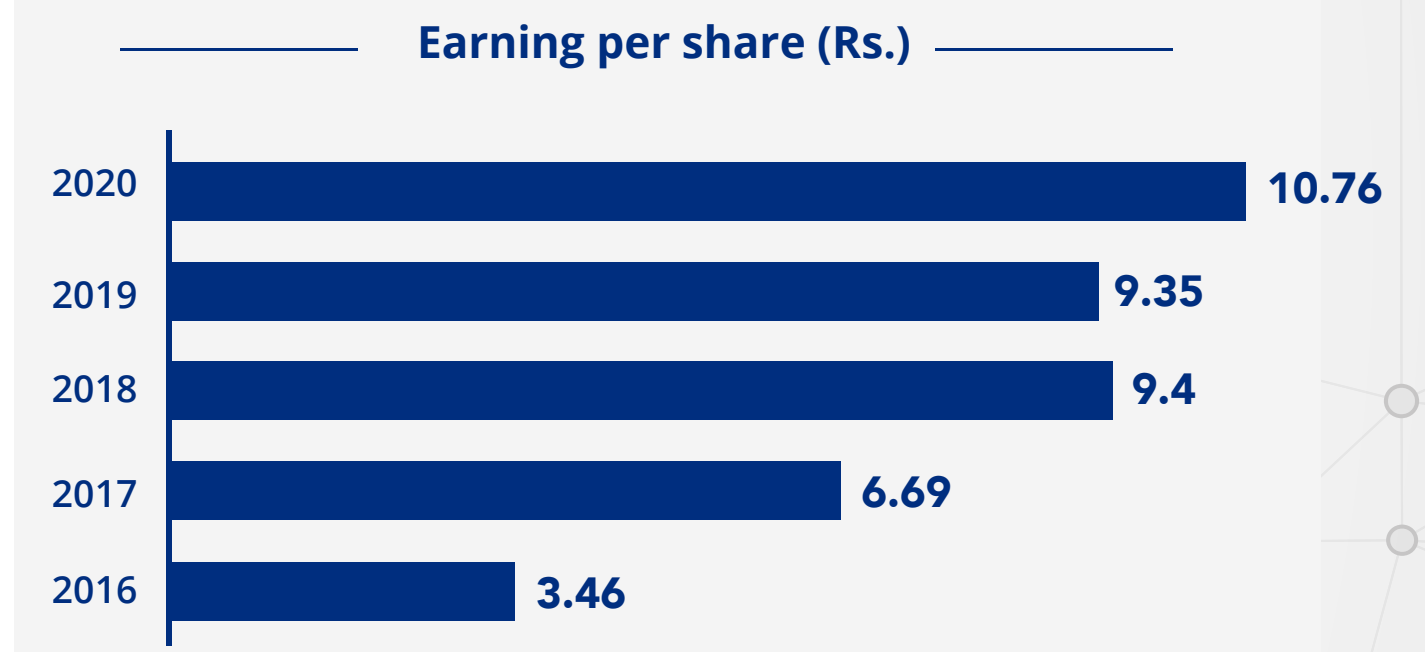
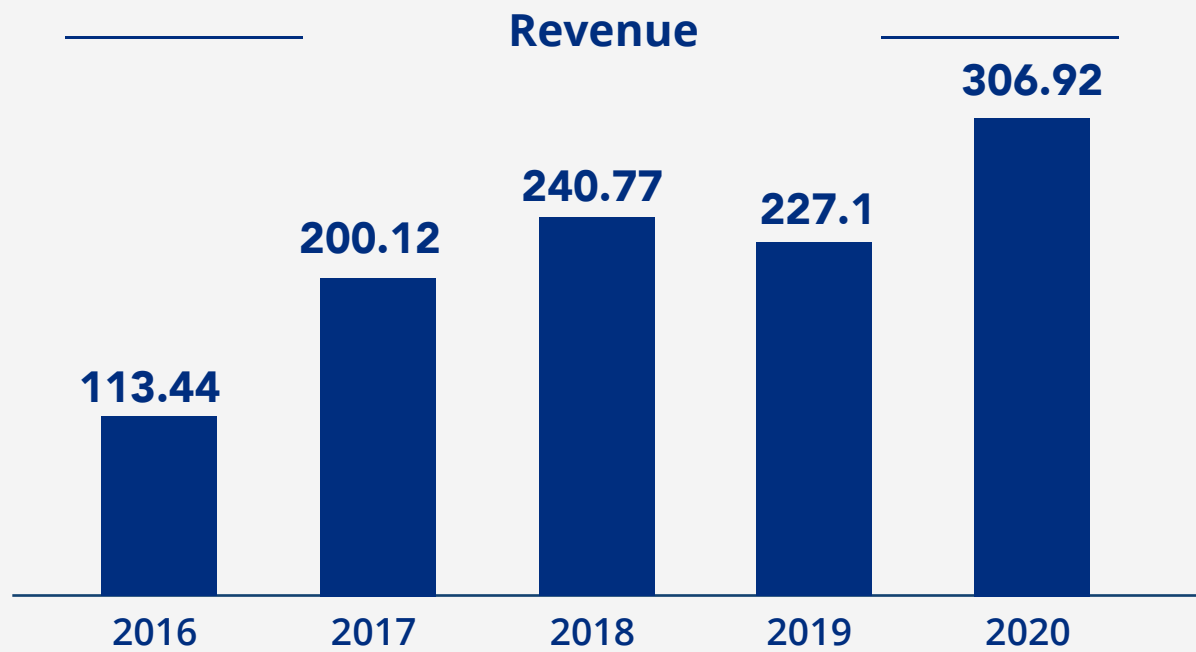


CAGR Growth - 38.5%





SNAPSHOT OF OUR RISING PROFITABILITY

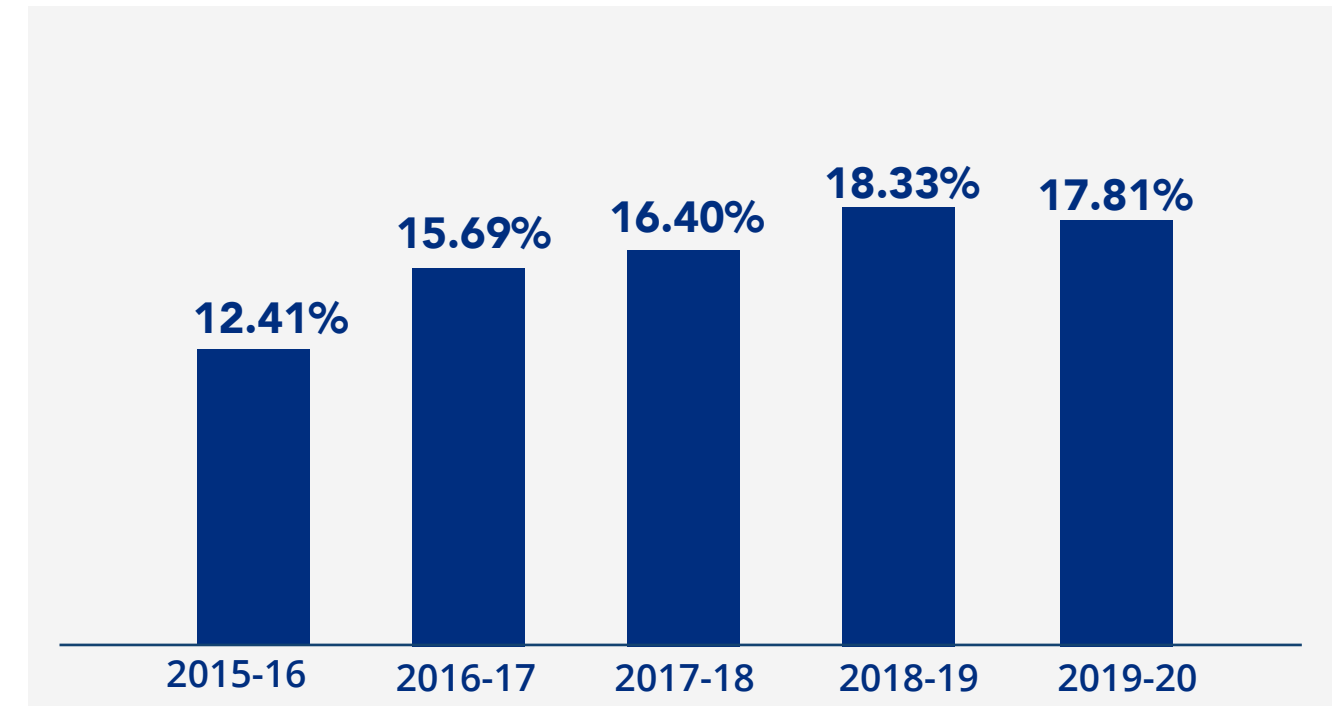
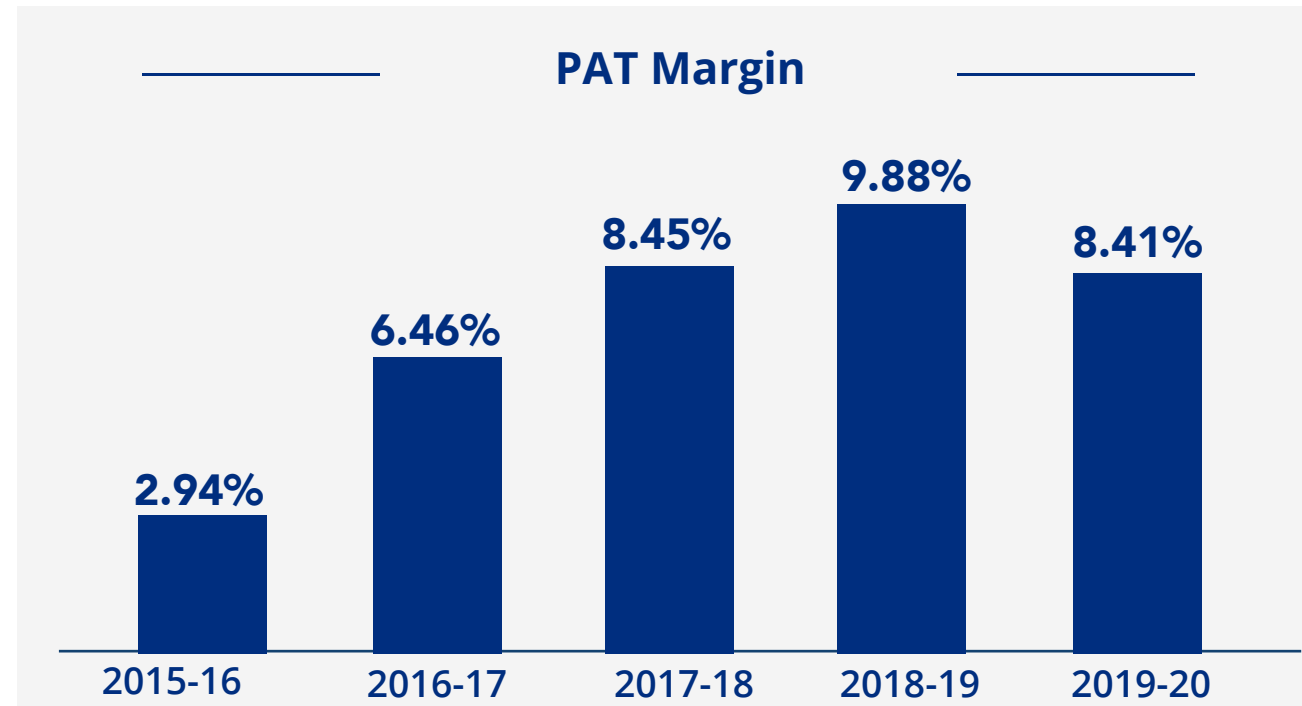




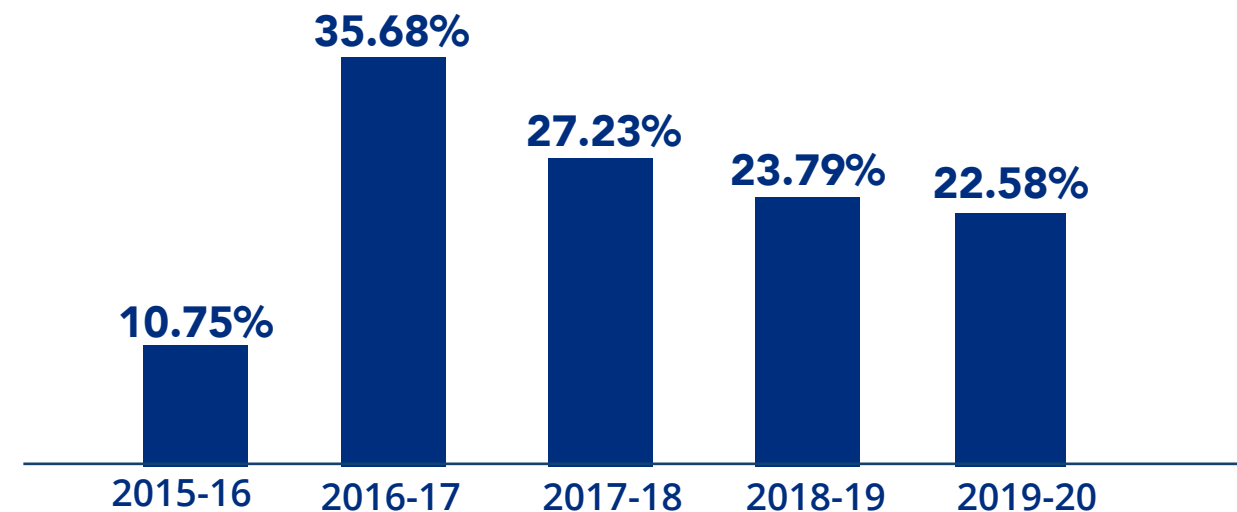
SNAPSHOT OF OUR RISING PROFITABILITY RATIOS

Net worth

EBITDA Margin



Return on Net Worth





CONSOLIDATED STATEMENT OF PROFIT & LOSS

(Rs. in Crores)

Companies	F.Y. 2019-20	F.Y. 2018-19	Growth (YoY%)
Revenue from operations	303.98	225.77	34.65%
Other Income	2.95	1.33	121.14%
Total Revenue	306.93	227.10	35.15%
Cost of materials consumed	104.53	111.61	-6.34%
Construction expenses	95.97	94.18	1.90%
Changes in inventories of work-in-progress	7.58	(46.35)	-116.35%
Employee benefit expenses	18.35	13.40	36.89%
Finance Costs	11.33	5.84	93.88%
Depreciation	6.49	3.54	83.71%
Other expenses	12.50	12.61	-0.88%
Total Expenses	256.75	194.83	31.78%
Profit before exceptional item	50.18	32.27	55.50%
Exceptional Item	13.33	-	
Profit before taxes	36.85	32.27	14.19%
Tax Expenses	11.04	9.83	12.21%
Profit after taxes	25.81	22.43	15.06%



CONSOLIDATED BALANCE SHEET - ASSETS

(Rs. in Crores)

ASSETS	F.Y. 2019-20	F.Y. 2018-19
Non-Current Assets		
Property, Plant and Equipments	30.97	19.55
Intangible assets	0.03	0.02
Capital Work in Progress	22.53	9.97
Deferred tax asset (net)	1.24	0.98
Non Current Investments	-	-
TOTAL	54.77	30.52
Current Assets		
Inventories	91.27	65.84
Trade receivables	84.65	80.55
Cash and Bank Balances	45.65	33.34
Short-term Loans and advances	46.25	46.53
Other Current assets	6.94	3.05
TOTAL	274.77	229.32
GRAND TOTAL	329.54	259.84

CONSOLIDATED BALANCE SHEET – EQUITY & LIABILITIES

(Rs. in Crores)

EQUITY & LIABILITIES	F.Y. 2019-20	F.Y. 2018-19
Shareholders' funds		
Share Capital	23.99	23.99
Reserves and Surplus	90.31	50.74
	114.30	94.27
Non-Current Liabilities		
Long Term borrowings	3.92	1.51
Long-term provision	0.71	0.62
	4.63	1.36
Current Liabilities		
Short-term borrowings	61.45	46.65
Trade Payables	97.19	76.23
Other Current liabilities	42.34	38.81
Short Term provisions	9.63	1.74
	210.61	163.44
TOTAL	329.54	259.84



FUTURE

FUTURE OUTLOOK OF INFRASTRUCTURE SECTOR IN INDIA



ROBUST DEMAND

India is expected to become the third largest construction market globally by 2022.



ATTRACTIVE OPPORTUNITIES

Only 24 per cent of the national highway network in India is four-lane, therefore there is an immense scope for improvement.

Favourable valuation and earnings outlook makes this sector an attractive opportunity.



INCREASING INVESTMENTS

Large investment in infrastructure have provided momentum to overall PE/VC investment into India, which touched an alltime high value of US\$ 14.5 billion during 2019.

Construction development sector and infrastructure activities sector received FDI inflow amounting to US\$ 25.66 billion and US\$ 16.84 billion, respectively, from April 2000 to March 2020.



POLICY SUPPORT

With initiatives like 'Housing for All' and 'Smart Cities Mission', the Government of India is working on reducing bottlenecks and impeding growth in the infrastructure sector. Rs 2.05 lakh crore (US\$ 31.81 billion) will be invested in the smart cities mission.

100 per cent FDI is permitted under the automatic route across various infrastructure sectors.



EXCELLENCE

RECOGNITION OF OUR EXCELLENCE



Awarded as "Excellence in generating Employment" by Visakhapatna Chamber of Commerce and Industry in 2018



Listing Ceremony of RKEC on NSE Emerge platform by Special invitee - Sri Sri Ravi Shankar ji

CLIENT TESTIMONIALS



RKEC is a synonym of professionalism. Their team from the top level management to the lowest level supervisor all are thorough professionals for which is quite evident from the quality of work & other deliverables"

DGNP, Indian Navy, Visakhapatnam



"Resourceful firm having expertise in Marine work"

Mumbai Port Trust

OUR MAJOR ENLISTMENTS

Super Special Class Civil Contractors with MES (Military Engineering Services), Indian Army

Special Class Civil Contractors with DGNP (Director General Naval Projects), Indian Navy

CIV-IV Category Contractor with DRDO (Defence Research & Development Organization)

LEADERS

OUR EXPERIENCED & VISIONARY LEADERS



Shri G Radhakrishna

Chairman & Managing Director
Exp. – 35 years



Smt. G Parvathi Devi

Whole Time Director
Exp. – 33 years



Shri G V Rammohan

Whole Time Director
Exp. – 12 years



Vice Admiral Satish Soni

PVSM, AVSM, NM (Retd.)
Independent Director
Exp - 44 years



Shri T Lucas Peter (IRS) (Retd.)

Independent Director
Exp. – 37 years



Brig. J K Rao VSM

Independent Director
Exp. – 33 years



Lt Gen P R Kumar

PVSM, AVSM, VSM (Retd.)
Independent Director
Exp. – 39 years



Dr. G Sita Ratnam

Non- Executive Director
Exp - 10 years



We strongly believe that growth should always be sustainable. At RKEC, we are determined to achieve sustainable growth by continuously achieving excellence in all spheres of our business functions, maintaining our track-record for the timely completion of projects, and efficiently adopting advanced technologies into our processes.

Disclaimer:- This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating RKEC Projects Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



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