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# CORPORATE PRESENTATION

## March'18 Results ( Standalone)

**Simple** solutions for **complex** structures



# Disclaimer

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- **Certain statements in this presentation concerning our future growth prospects are forward- looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, our ability to successfully implement our strategy, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global infrastructure sector, increasing competition in and the conditions of the Indian infrastructure sector, changes in political conditions and regulatory framework in India. Neither our company, nor our directors nor any of their respective affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events even if the underlying assumptions do not come to fruition.**



# Simplex Background

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- Established in 1924 and executed over 3000 projects.
- Presence pan-India and Overseas with 200+ ongoing projects.
- Presence across all Construction Verticals—Piling & Ground Engineering, Industrial, Building & Housing, Power—Thermal; Nuclear; Hydel; Power Transmission, Marine Ports, Roads; Railways; Bridges; Elevated Road & Rail Corridors and Urban Infra – Airports; Metro Rails; Urban Sewerage ; water supply and Utilities.
- Repeat orders from reputed & large clientele.
- Mundhras took over in 1947 and grew 16% CAGR over 71 years.
- An uninterrupted profit track record since inception.
- 3% of Order Book and 9% of Revenue from Overseas for FY18.
- Order Book ₹ 186225 mn as of FY18.
- Order Inflow in FY18 ₹ 76662 mn .
- FY18 Sales- ₹ 57102 mn . CAGR : 10 Yrs 7% and 15 Yrs 17%.
- Permanent Employees 7059 and owned Construction Equipment ₹ 30323 mn as of Mar18.



# Milestones

**1992 - Built international class hotel at Tashkent, Uzbekistan**

**1990 - Piling jobs in UAE – Abu Dhabi**

**1960 - Foray into construction of Thermal Power Plants ranging 10 to 4000 MW**

**1958 - Designed and constructed the first RCC framed structure in Asia, the 17-storied National Tower in Kolkata**

**1947 – Mundhras Take over**

**1940 - Built King George Docks in Mumbai**

**1935 – Foray into construction of Industrial Structures**

**1924 - Pioneered cast-in-situ driven piles in Asia.**

**1993 - Went Public**

**1996 - Follow on public issue of Equity shares & Rights Issue of POCD**

**2000 – Added more construction verticals**

**2004 – Overseas Expansion in the M.E.**

**2005 - Private Placement of 15% equity shares for ₹ 93 cr at ₹ 726 per share of ₹ 10 each.**

**2006 - Split ₹ 10 Equity Share into 5 Shares of ₹ 2 each**

**2007 – QIP ₹ 400 crs, 13% dilution at 625 per share of ₹ 2**

**2010 – Foray into Power T&D and Road BOT**

**2011 – Widened International Territories beyond the Middle East**

**2018 – Pref Warrants to Promoters ₹ 200 cr & QIP ₹ 402 crs**

1924

2018



# Simplex - Organisational Strength

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- Promoters solely focussed on this business for nearly 7 decades.
- Promoters hold 49%( excluding the Share Warrants ~6%)  
Institutions 30%.
- Some of the key investors include Funds like HDFC, Reliance MF, SBI Bank , Kotak funds , Abu Dhabi Investment , HSBC Global , ICICI Prudential Insurance etc.
- Long Employee association – Avg. 15 yrs for top & middle levels.
- Graduate Engineers 1226 , Diploma Engineers 1539, Technicians 2610, CA/MBA – 197, Graduate & Post Graduate 1487.
- Owned construction equipment ₹ 30323 mn.
- Strong Project planning and monitoring system based on in-house developed ERP.



# Simplex - Business Strengths

## Risk-mitigated Business Model

- Risk-mitigated, well-diversified and spread out construction revenues
- The largest sector in revenues – Bldg & Hsg construction 34%.
- The largest sector in order book – Urban Infra 25%.
- Single Client exposure average 0.56%., highest 6.6%
- Entire focus on EPC .
- Negligible Import intensity. But Export is 9%

## Good Quality Order Book

- Stringent Project selection and diligence process.
- Diversified order book across 208 Contracts, 9 verticals & 7 countries
- Domestic 97% , Overseas 3%.
- Shorter Execution duration of 3 months to 40 months, avg 2.5 years.
- Pan India presence across 22 States.
- Blended EBITDA margin of ~12%.

## Superior Execution Capabilities

- Completed 3000 project across business segments and geographies.
- In-house 200+ project execution teams with ₹ 30323 mns owned construction equipments.
- Robust planning and management systems for projects, plants and human resources.
- In house developed ERP for realtime project management and monitoring.
- Continuous Training of labour, supervisors, artisans, construction engineers and others.

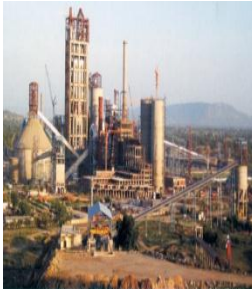


# Business Strength – Segments...



**Ground Engg.**  
(6/12%)\*

- Since 1924. Introduced Ground Engg. techniques in the Indian sub-continent.
- Ground Engg. includes Piling - Driven cast-in-situ, Driven Precast RCC, Bored cast-in-situ RCC, Under-reamed, Diaphragm walls; Ground Strengthening.
- Major orders : Gujarat UMPP, BHEL, BGR, BPCL.



**Industrial**  
(11/13%)\*

- Since 1935. Associated with many industrial majors with several repeat orders
- Presence across varied industries – cement, steel, aluminum, copper, engineering, automobile, petrochemicals, oil & gas, fertilizers, paper, textiles, chemicals, pharmaceuticals and shipyard
- Commissioned 5000TPD Cement plant on EPC basis for Gulf cement – Qatar.
- Preferred Contractor in Reliance Jamnagar Complex 3.



**Building & Housing**  
(34/38%)\*

- Since 1955. Introduced first RCC-framed structure in South-East Asia (designed and built 17-storied National Tower at Kolkata)
- High-end High-rise residential towers, hotels, and institutional buildings
- 18 million square feet in 80 towers( the tallest 117 storied) under construction.
- Currently Building for Sheth, Lodha, Brigade, DLF, Keppel, Tata Housing , Mantri, Salarpuria, Hiranandani, Raheja , Godrej, Ritz Carlton Prestige, Phoenix , Hilton , ITC, IIT's , IIM's, Al-Arab contractor & Al-Tejir.



**Power**  
(22/10%)\*

- Since 1960. Worked on thermal power plants – coal, gas, oil-based (10 MW to 4000 MW ), nuclear power plants, hydel plants
- Associated with about 150 or 80% of thermal power plants in India
- Major Orders - Maithon ,Bajaj Infra, BHEL,NTPC, Vedanta, NHPC ,Gujarat UMPP, Jindal, Samsung, Bharat Forge,Sintex.

\* Figures in bracket are per cent of revenue for FY18/FY17



# .... Business Strength - Segments



**Marine**  
**(1/4%)\***

- Since 1940. Started with King George Docks in Mumbai
- Associated with many major ports in India and area of operations includes design & const. of on-shore and off-shore structures.
- Commissioned the largest ICTT Kochi for DP World , at JNPT for Maersk.
- Major Orders – Cochin, Adani, Karaikal , Paradeep., Mundra, Goa Shipyard.



**Roads**  
**(4/4%)\***

- Since 1980.
- Associated with projects under GQ, NSEW
- Major orders – NHAI & NHIDCL.



**Bridges & Railways**  
**(6/7%)\***

- Since 1982.
- Built the largest 12km PVNR Expressway, 12Km Eastern Freeway.
- Elevated road corridors in Hyderabad , Mumbai ,Delhi, 6 flyovers in Muscat.
- Successfully completed trial runs for Hi- speed- 200km Gooty - Pullampet for RVNL.



**Urban Infra**  
**(16/13%)\***

- Since 1965.
- Metros, Airports, sports & entertainment complexes, capital city infrastructures
- Water and sewerage systems.
- Metros – Mumbai ;Delhi; Kolkata; Ahmedabad ,Bangalore; Dubai. Sewerage : Ranchi, Jabalpur, Indore, Kolkata, Bilaspur & Hyderabad corporations.
- Airports – Udaipur ,Jaipur , Durgapur – Aerotropolis, Vijayawada.

\* Figures in bracket are per cent of revenue for FY18/ FY17





# Business Strength – Diversity of Sales

Segments	Sales (in %)					
	FY13	FY14	FY15	FY16	FY17	FY18
Figures in %						
Piling & Ground Engg.	6	6	6	8	12	6
Industrial	10	12	16	12	13	11
Bldg. & Hsg.	18	26	28	33	38	34***
Power	32	22	12	10	10	22*
Marine	1	1	3	5	4	1
Roads	8	15	15	5	4	4
Railways	2	2	2	2	4	2
Bridges	12	6	8	9	3	4
Urban Utilities	11	10	10	16	13	16**
Total (%)	100	100	100	100	100	100
Turnover (₹. mns.)	59214	56154	56605	58553	55741	57102
Growth YOY(%)	-1%	-5%	1%	7%	-5%	2%
Overseas Sales (%) of Tot	8%	12%	18%	9%	14%	9%

\* Power includes 15.1% Thermal & 6.4% Transmission

• \* Urban Includes 7.3% Metros and 6% Water Systems.

• \*\*\* Bldg includes 19% residential and 15% institutional Bldgs.



# Business Strength – Robust & Diverse New orders

Segments	Order Inflow (in %)						
	FY12	FY13	FY14	FY15	FY16	FY17	FY18
Segment (%)							
Piling	7	3	4	8	4	3	5
Power	39	15	3	12	17	32	19*
Industrial	3	5	7	16	5	6	3
Marine		6		5	1		9
Road	18	19	26	-	7	16	15
Railways	1	2	6	-	-	3	-
Bridges	1	19	10	-	7	5	3
Bldg & Hsg	30	16	33	46	46	10	18***
Urban	1	15	11	13	13	25	28**
Total (%)	100	100	100	100	100	100	100
Amount (₹. Mns)	64458	63062	78760	64868	50624	81173	76662
Foreign (%)	5	5	32	4	27	4	2

\* Power includes 12.8% Thermal & 5.6% Transmission

• \*\* Urban Includes 26.5% Metros and 1.7% Water Systems.

• \*\*\* Bldg includes 7.6% residential and 10.1% institutional Bldgs.



## Business Strength – Diversified Order-book....

Segment (%)	FY13	FY14	FY15	FY16	FY17	FY18
Piling	2	3	4	4	4	2
Power	20	11	12	15	25	21*
Industrial	8	6	7	5	5	3
Marine	3	3	3	4	1	4
Road	20	16	12	3	9	15
Railways	2	4	3	3	3	1
Bridges	9	14	8	8	6	4
Bldg & Hsg	26	32	39	45	27	25***
Urban	10	11	12	13	20	25**
Total (%)	100	100	100	100	100	100
Amount (₹. Mns)	154932	152572	161037	140693	165180	186225
Growth (%)	2	-2	6	-13	17	13
OB / Sales – times	2.6	2.7	2.8	2.5	2.9	3.3

\* Power includes 15.3% Thermal & 3.5% Transmission

• \* Urban Includes 17.7% Metros and 6.6% Water Systems.

• \*\*\* Bldg includes 19% residential and 6% institutional Bldgs.



## .....Business Strength – Diversified Order-book

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Segment (%)	FY13	FY14	FY15	FY16	FY17	FY18
Govt	32	48	55	42	62	76
Private	68	52	45	58	38	24
Total(%)	100	100	100	100	100	100

Segment (%)	FY13	FY14	FY15	FY16	FY17	FY18
Domestic	90	94	81	84	92	97
Foreign	10	6	19	16	8	3
Total(%)	100	100	100	100	100	100



## Business Strength – Strong Bid Pipeline

Segment (%)	FY18
Piling	3
Power	13
Industrial	27
Marine	7
Road	-
Railways	3
Bridges	7
Bldg & Hsg	25
Urban	15
Total (%)	100
Amount (₹ Crs)	21290

Segment (%)	FY18
Domestic	97
Foreign	3
Total(%)	100

Segment (%)	FY18
Govt	81
Private	19
Total(%)	100



# Simplex - Growth Drivers...

## Urban Infra.

- \$10 bn planned investment in Airport sector in next 5 Years.
- Huge opportunities in MASS RAPID TRANSPORT SYSTEM in Urban cities.
- Existing & New cities infrastructure upgradation & development.
- Simplex present in all kinds of Urban infra construction
- Share in Order book 25% and in bid pipeline 15%.

## Roads & Bridges

- Govt. special thrust and closely monitored sector.
- Focus for road construction award in FY18 .
- Leverage existing construction capabilities
- Share in Order book 19% and in bid pipeline.7%

## Power Transmission

- Proposal to set up National Transmission & Distribution Fund to address T &D.
- Focus on Transmisison lines and sub-station capacities and National smart Grid system.
- Simplex poised to capitalize on the opportunity with its strength in Piling, Fabrication & Const.
- Foray into EPC of Power Transmission Lines

## Water & sewerage

- JNNURM covers 63 cities with \$15 bn planned outlay in next 7 years.
- Estimated Budgetary support of \$23 bn over next 5 yrs for improvement in rural water supply & sanitation.
- Estimated investment of \$ 5 bn for urban infrastructure over 5 years.
- Simplex major participant in the past for most towns & cities.
- Current order inflow from various cities encouraging.

## Railways

- Railways rollout capacity expansion plans– 25000km of track laying in next 10 years.
- Budget Outlay 148000 crs in FY19.
- Eastern & Western Direct Freight corridors & High Speed Railway under priority focus.



# .... Simplex - Growth Drivers

## Building & housing

- “Affordable Housing” to swing construction demand in the sector.
- Rising Income & living standards to generate more demand.
- Dearth of quality contractors.
- Expected annual construction \$60bn.
- Share in Order book 25% and in bid pipeline 25%.

## Industrial

- Growing Economy, GDP & Consumption to spur demand.
- More demand for Metal, Cement, Oil & Gas in line with Infrastructure growth.
- Expected annual construction \$10 bn
- Share in Order book 4% and in bid pipeline 27%

## Power

- Power generation to increase by 50% by 2020. Power for all 24 X7 by 2019
- By 2030, capacity needed 8,00,000 MW.
- Availability of adequate and quality power for all, necessary for economic growth of 8%+
- Expected annual construction \$20bn.
- Share in Order book 21% and in bid pipeline 13%.

## Ports

- Vast coastline 7517 km, Improvement of existing berths & new terminals expected.
- Overall capacity to double to 800 MMT in next 6 years.
- Share in Order book 4% and in bid pipeline 7%.



# 5 Years' Financials - P & L - Standalone

(₹. In Mn)

PARTICULARS	2013-14	2014-15	2015-16 (IND AS)	2016-17 (IND AS)	2017-18 (IND AS)
Sales	56154	56605	58553	55741	57102
EBITDA	6364	6593	6822	7777	8052
OPM %	11.3%	11.6%	11.7%	13.9%	14.1%
EBIT	4324	4561	4787	5798	6218
EBIT %	7.7%	8.1%	8.2%	10.4%	10.9%
PBT	856	939	1482	1346	1509
% of Sales	1.5%	1.7%	2.5%	2.4%	2.6%
Profit After Tax	606	624	1061	1203	1170
NPM %	1.1%	1.1%	1.8%	2.2%	2.0%





# 5 Years' Financials – Standalone B/Sheet

(₹. in Mns)

Particulars	31.03.2014	31.03.2015	31.03.2016 ( IND AS)	31.03.2017 ( IND AS)	31.03.2018 ( IND AS)
<b><u>Sources of Funds</u></b>					
Net Worth	16051	16341	14997	16367	17553
Loans ( Net of Cash)	28489	32026	33758	32925	35069
Capital Employed	44540	48367	48755	49292	52622
<b><u>Application of Funds</u></b>					
Gross Block	20074	20738	28859	29384	30323
Net Fixed Assets	12169	11208	12934	11845	11076
Investments	1340	1476	1230	1338	1341
Gross Current Assets ex. cash	58550	65485	64708	70664	78678
Gross Current Liabilities	27519	29799	30117	34555	38473
Net Working Capital	31031	35683	34591	36109	40205
Capital Employed	44540	48367	48755	49292	52622



# Marquee Clientele



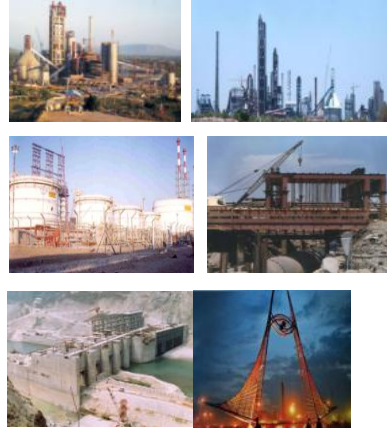


# Simplex - Key Projects

## Ground Engineering



## Industrial



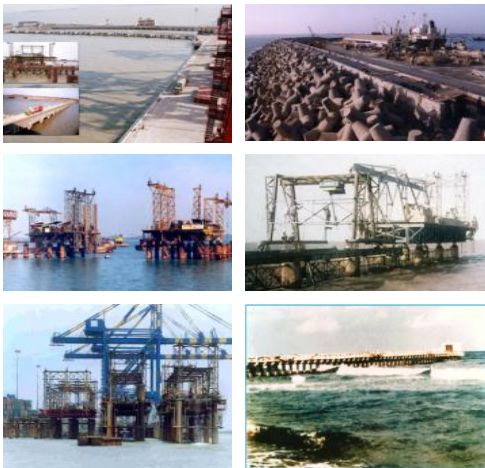
## Building & Housing



## Power



## Marine



## Roads, Railways & Bridges



## Urban Infra





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# Thank You

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