



MAN INFRACONSTRUCTION LIMITED



INVESTOR PRESENTATION
August 2021

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About the Company



50+

Years of building
Infrastructure across the
Country

Years of quality execution
and timely delivery of
projects

~25Mn.+

Sq. Feet of residential
and commercial
construction

Certified Company

ISO 9001:2015

ISO 14001:2015

ISO 45001:2018

8+

Years of Real Estate

1,000+

Happy Families across
Projects developed under
Man Infraconstruction
Limited Group

Credit Rating

Long Term Bank Facilities:
CARE A; Stable*

Short Term Bank Facilities:
CARE A2+

* Long Term Bank Facilities have been revised from CARE A- Stable and upgraded to CARE A; Stable

Vision & Mission



VISION

To be a world class infrastructure construction and Real Estate Development company committed to total customer satisfaction and enhancing shareholder's value, by building on our strengths - innovative designs, superlative quality of material, cutting-edge technology, timely completion and demonstrating the highest standards of workmanship.

MISSION

To strengthen our position as a Market Leader in Infrastructure Construction & Real Estate Development Projects

2012

India's fastest-growing mid-sized companies third time in a row*

Business Excellence Award from Tata Housing

2014

Outstanding concrete structure of Vidarbha from Ultratech

Best Safety Practices for Godrej Project from National Safety Council

2018

Top Challenger of the Year from Construction World

2019

Most promising delivery from Realty Lion



* Received from INC India 500



Real Estate

~Rs. 4,000 crore of Cumulative sales in last 8 years

Commitment to quality and timely delivery

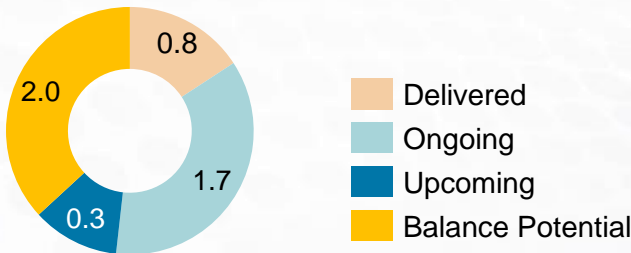
Partnering with leading architects and consultants

In-house construction capabilities ensuring timely completion and maximizing returns

~2 Million
Sq.ft. of Ongoing &
Upcoming Real Estate
projects

7
Residential Real Estate
projects delivered before
time

Real Estate Portfolio (Million Sq.ft.)



EPC Business

Vast expertise and experience in civil construction of port infrastructure, Residential, Commercial, Industrial & Institutional Buildings

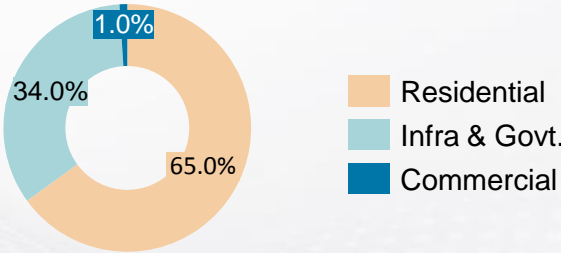
Efficient project monitoring and cost control

Qualified and well-trained team of about 550 employees

~25 Million
Sq.ft. of Residential &
Commercial Building
construction executed

7
Private Ports
constructed in India
(Onshore Infra)

Order Book Rs. 722 crore



Our Journey



1964



Started by Mr. Kishore Shah as a partnership firm engaged in industrial contracting works

1991



Mr. Parag Shah (son of Mr. Kishore Shah) joins the business with professional insights and expertise

1997



Bagged contract for constructing the first international private port in India for P&O Ports (Now DP World) at Nhava Sheva, Navi Mumbai

2002



Man Construction Private Limited was incorporated

2004



Received port infrastructure project for GTI from AP Moller Group, catapulting the company as a key private port contractor in the country

2006



Secured two landmark projects - executed using MIVAN technology

One of the largest township under Slum Rehab Scheme in Mumbai

Residential complex, 'Orchid Woods' comprising of three towers of 55 storey - One of the tallest structures in western suburbs of Mumbai

2007



Received yet another port infrastructure project for execution Reclamation Work for ICTT Vallarpadam, Kochi – India's 1st Transshipment terminal

Now associated with 5 major ports in India

2008



Awarded the prestigious Government residential project by Pimpri Chinchwad Municipal Corporation under EWS scheme (113 buildings built)

2010



Entered the capital markets with an IPO and were subsequently listed on the NSE and the BSE in March 2010; IPO was oversubscribed by over 60 times

2012



Ventured into Real Estate Development with **first Residential Development project 'Aaradhya Tower'** in Ghatkopar, Mumbai

Our Journey



2013



2014



2016



2017



2018



Mr. Manan Shah (son of Mr. Parag Shah) **joins the Company with a passion for Real estate**

Launched its first mega Real Estate Project 'Atmosphere' in 2014 in partnership with The Wadhwa Group and Chandak Developers



Completed 'Atmosphere' before the scheduled delivery date in 2019

Received large port order worth Rs. 751 crore from BMCT, a wholly owned subsidiary of Port of Singapore Authority (PSA) for execution of Nhava Sheva Terminal 4 – Phase 1 at JNPT, Navi Mumbai



Completed the port work for Nhava Sheva Terminal 4 – Phase 1 in a tight schedule of 24 months

Launched a premium mid-sized Residential Development project 'Aaradhya Nine' in Ghatkopar East, Mumbai.

Received an overwhelming response in pre-launch, sold about 60% apartments in pre-launch



Completed 'Aaradhya Nine' before the scheduled delivery date in 2019

Received two work orders worth Rs. 220 crore for constructing residential units under the Pradhan Mantri Awas Yojna (PMAY) Housing Scheme in Pune



Strength of Real Estate Business



Proven track record of quality and timely delivery;

7 Residential projects delivered - all before the scheduled delivery date

Man Infra (through its SPVs) has invested
~**Rs. 558.5 crores** in own Real Estate Development Projects as on 30th June 2021

About **2 million sq. ft.** (Carpet area) of ongoing and upcoming Residential Development Projects.

**Be
Asset
Light**

**In-house
Execution**

**Discipline
&
Efficiency**

**Cash Flow
Management**

Joint development model; spreads risk and leverages on partners capabilities as well

Capitalizing on Man Infra's execution capabilities leading to better control & margin expansion

Maintain Project Discipline and Tight project monitoring ensuring no cost over runs and margin expansion

Maintain financial discipline with focus on Cash Flow management to manage Project risks and earn high IRR

Real Estate – Ongoing Projects



Sr. No.	Project Name	Name of developing entity	MICL's Stake	Type	Location	Carpet area (sq ft.)	Area sold as on 30.06.2021 (sq. ft.)	Date of Completion (RERA)	Total Units	Units Sold as on 30.06.2021
1	Aaradhya Eastwind	MICL Developers LLP	99.99%	Residential	Vikhroli, Mumbai	1,02,484	61,075	Sept-22	164	99
2	Aaradhya High Park - Phase 1*	Man Vastucon LLP	99.99%	Total - 4 Residential and 1 Commercial (Aaradhya Primus)	Near Dahisar, Thane	4,20,418	3,81,753	Sept-22	840	781
3	Aaradhya One Earth #	Man Realtors & Holdings P.L.	62.79%	Total - 7 Residential and 1 Commercial (Aaradhya Square)	Ghatkopar, Mumbai	4,54,359	3,21,589	Dec-25	500	361
4	Atmosphere - Phase 2 \$	Atmosphere Realty P.L	17.50%	Total - 3 Residential (Atmosphere O2) and 1 Commercial (The Gateway)	Mulund, Mumbai	7,12,420	3,10,504	Jun-26	1,170	523
5	Insignia ^^	Man Chandak Realty LLP	50%	Residential	Vile Parle, Mumbai	37,040	9,259	Dec-22	46	11
					TOTAL	17,26,721	10,84,180		2,720	1,775

* 4 out of 6 towers launched in Phase 1. Further Potential of approximately 15.0 Lakh Sq. Ft. Carpet Area

8 out of 9 towers launched till date (1 Commercial tower yet to be launched)

\$ Further Potential of ~2.4 Lakh Carpet Area

^^ Further Potential of ~2.75 Lakh Carpet Area

Real Estate – Upcoming Projects



Sr. No.	Project Name	Name of developing entity	MICL's Stake	Type	Location	~ Carpet area (sq ft.)	Expected Start Date / Date of Completion	Total Units
1	Aaradhya High Park - Phase 1	Man Vastucon LLP	99.99%	2 Residential Towers	Near Dahisar, Thane	2,21,460	Sept-21 / Sept-24	468
2	Aaradhya One Earth	Man Realtors & Holdings P.L.	62.79%	1 Commercial Tower	Ghatkopar, Mumbai	44,000	Dec-22/ Dec-25	14

Real Estate – Ongoing Projects



aaradhya
HIGHPARK
Near Dahisar Toll Plaza



Aaradhya Primus

AMENITIES



Swimming Pool Theatre



The Gymnasium



Royal Banquet Hall



The Indoor Games Room

Real Estate – Ongoing Projects



aaradhya
EASTWIND
VIKHROLI EAST



Real Estate – Ongoing Projects



AMENITIES



Real Estate – Ongoing Projects



AMENITIES



The Sports Lounge



Snooker Lounge



Gymnasium



Business Chamber

Aaradhya Square

Real Estate – Ongoing Projects



The Gateway

AMENITIES



Luxurious Swimming Pool



Kids' Play Area



Mini - Theatre



Gymnasium

Real Estate – Completed Projects



Project	Type	Total Units	No. of Units Sold	Total Carpet Area (sq.ft.)	Carpet Area Sold (sq.ft.)	Completion Date
Atmosphere - Phase 1	Residential	721	716	517,775	512,862	All 7 Real Estate Project completed well within completion time
Aaradhya Nine	Residential	155	155	109,062	109,062	
Aaradhya Residency	Residential	46	46	30,210	30,210	
Aaradhya Signature	Residential	27	27	32,590	32,590	
Aaradhya Saphalya	Residential	5	5	4,244	4,244	
Aaradhya Nalanda	Residential	10	10	8,405	8,405	
Aaradhya Tower	Residential	48	48	46,994	46,994	
Completed - Total (B)		1,012	1,007	749,280	744,367	

aaradhya | tower
GHATKOPAR-EAST

aaradhya | saphalya
GHATKOPAR-EAST

aaradhya | nalanda
GHATKOPAR-EAST

aaradhya | residency
GHATKOPAR-WEST

aaradhya | signature
SION-WEST

atmosphere
live it
Mulund (West)

aaradhya | nine
GHATKOPAR-EAST



Strength of EPC Business



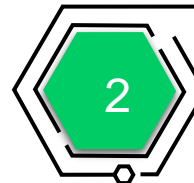
Team Size of about **550 employees**,
Qualified and well-trained workforce



Owned Plant & equipment and **limited subcontracting** result in better execution



Experience in executing high-rise
buildings and mass housing
developments



Efficient **project monitoring and cost control**



Commitment to **quality and timely delivery** resulting in repeat business from clients

Marquee Clientele with excellent client relationships



adani



EPC – Port Infrastructure



Constructed the **first Private Port of India**



Nhava Sheva International Container Terminal

20 Hectares



Bharat Mumbai Container Terminals
Pvt Ltd (BMCT)

90 Hectares



Mundra International Container
Terminal (MICT)

23 Hectares



Chennai Container Terminal
(CCT)

15 Hectares



Gateway Terminals India Pvt Ltd
(GTI)

29 Hectares



International Container
Transhipment Terminal (ICTT)

30 Hectares



Gujrat Pipavav Port Ltd.

Residential Buildings & Townships



Kohinoor Residency

CLIENT : Kohinoor Planet Construction Pvt. Ltd.

AREA: 0.30 Million Sq. Ft.



Blue Ridge

CLIENT : Flagship Infrastructure Pvt Ltd.

AREA: 1.68 Million Sq. Ft.



Anandam City

CLIENT : Godrej Properties Limited

AREA: 1.33 Million Sq. Ft.



SRA Township

CLIENT : DB Realty

AREA: 7.32 Million Sq. Ft.



PCMC - EWS

CLIENT : Pimpri Chinchwad Municipal Corporation (PCMC)

AREA: 2.85 Million Sq. Ft.



Orchid Woods

CLIENT : DB Realty

AREA: 1.95 Million Sq. Ft.



Rehab Buildings - Tata Housing

CLIENT : Tata Housing Development Co. Ltd.

AREA: 0.86 Million Sq. Ft.

and many more....

Commercial Buildings / Institutions / IT / Hospitals



Kohinoor Commercial Complex

CLIENT : Kohinoor Planet Construction Pvt. Ltd.

AREA: 0.36 Million Sq. Ft.



Sai Complex

CLIENT : Shirdi Nagar Panchayat

AREA: 0.07 Million Sq. Ft.



Ramsheth Thakur International Sports Complex

CLIENT : Thakur Infraprojects Private Ltd.

AREA: 0.10 Million Sq. Ft.



Kohinoor Hospital

CLIENT : Kohinoor Hospital Trust

AREA: 0.25 Million Sq. Ft.



Godfrey Phillips Factory Shed

CLIENT : Godfrey Phillips India Ltd.

AREA: 0.10 Million Sq. Ft.



Gigaplex IT Park

CLIENT : B Raheja Builders Pvt. Ltd.

AREA: 0.52 Million Sq. Ft.



Airtel Mobile Switching & Data Centre

CLIENT : Bharti Airtel Ltd.

AREA: 0.06 Million Sq. Ft.



Jindal Stainless Steelway Factory

CLIENT : Jindal Stainless Steelway Ltd.

AREA: 0.08 Million Sq. Ft.

1

Infrastructure Works

~1.4 Million Of Construction Work

- IPRCL - Phase 2
- PCMC - EWS Housing
- PCMC - Charholi & Ravet



2

Residential Works

~3.4 Million Of Construction Work

- Atmosphere Phase II
- Aaradhya High Park- - Phase 1
- Insignia - Vile Parle



3

Commercial & Institutional Works

~0.2 Million Of Construction Work

- HCL Nagpur
- Aaradhya Primus



Experienced Management Team



**MR. PARAG
SHAH**

**Non-executive Chairman
& Promoter**

30 years of experience in the construction industry.

Led the Company as a Managing Director before handing over reins to his son Mr. Manan Shah in 2019

Under his leadership, the Company won the prestigious contract for construction of the first private port in India at Nhava Sheva, JNPT. He continues to guide and provides overall strategic direction to the Company



**MR. MANAN
SHAH**

Managing Director

Leads the EPC and Real Estate Business Development.

Joined the Company in 2013, he was instrumental in growing the Group's Real Estate Business

His tremendous foresight enables the Company to take strategic decisions at every stage of the Company's development



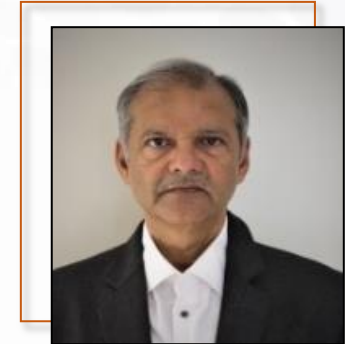
**MR. SUKETU
SHAH**

Joint Managing Director

Leads the project execution team with a technical eye towards detail, successful engineering and resource planning

Associated with the Company for more than 25 years

His leadership skills have enabled the company to execute complex projects successfully



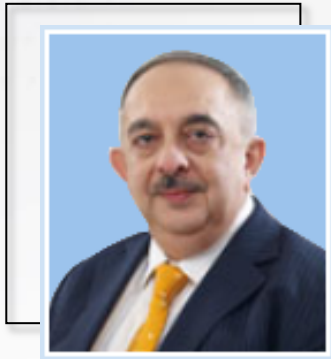
**MR. ASHOK
MEHTA**

Finance Director

A qualified Chartered Accountant, he has over 35 years of experience both in India and abroad in finance, accounts, systems and commercial aspects of the business in trading and manufacturing organizations

He oversees all finance and accounting operations of the Company

Professional & Independent Board



**MR. BERJIS
DESAI**

Independent Director

A Master of Law from the University of Cambridge, he is an independent legal counsel engaged in Private Client Practice

Retired as Managing Partner of J Sagar Associates, a National Law Firm; he guides the company towards strong corporate governance and culture of compliance



**MR. KAMLESH
VIKAMSEY**

Independent Director

Former President of the Institute of Chartered Accountants of India and a Member of the Audit Advisory Committee to The United Nations and UNICEF

He guides the company in the areas of tax policies, audit & accounting.



MR. DHARMESH SHAH

Independent Director

Member of the Institution of Mechanical Engineers and a Fellow of the Institution of Valuers, he guides the company in overall financial planning and asset allocation



MS. KAVITA UPADHYAY

Independent Director

A Chartered Accountant, practicing in the name of Kavita B Upadhyay and Associates. She has over a decade of experience in the field of Accounting, Direct and Indirect Taxation, Transfer Pricing and Tax Compliance



- Asset Light Model to minimize risks
- Select Partner of Choice, Benefit from Partner Capabilities & Develop multiple projects
- To explore new opportunities in Real Estate with enhanced liquidity
- Venturing into global market (USA) for exploring real estate opportunities

Capture the Infra Growth Story

- Opportunity driven by Govt. schemes like PMAY to provide 'Housing for All'
- Investment of Rs. 1.42 trillion by 2035 under the Sagarmala Programme for modernization of ports
- Huge investment outlay for Roads, Highways & Bridges to support the growing urbanization

In-house construction capabilities ensuring timely completion and maximizing returns

Q1 FY22 Financial Performance*



Revenue from Operations#

Rs. 153 crores

Previous year Q1: Rs. 23 crores

EBITDA

Rs. 70 crores

EBITDA Margins at 45.5%

Previous year Q1: Rs. 14 crores

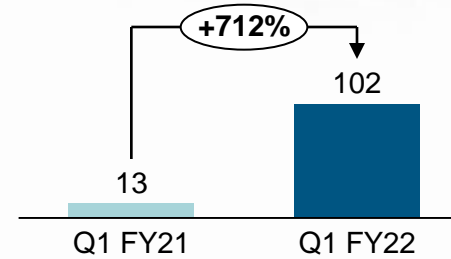
Profit After Tax^

Rs. 33 crores

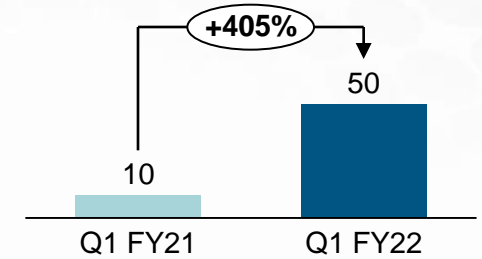
PAT Margins at 20.5%

Previous year Q1: Rs. 2 crores

Real Estate Business

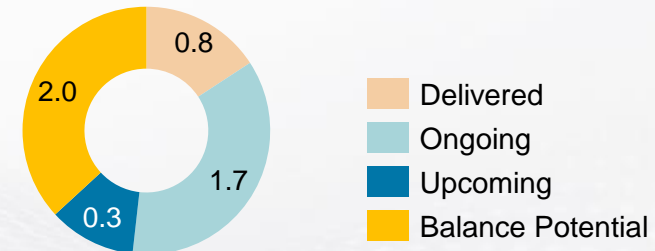


EPC Business



Order Book of **Rs. 722 crores** (As on 30th June 2021) Residential (65%), Infrastructure & Govt. Sector (34%) and Commercial (1%)

Real Estate Portfolio (Million Sq.ft.)



Q1 FY22 Consolidated Financial Highlights



Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Total Revenue	153.4	22.8	571%	209.4	-27%	427.2
Total Expense	83.6	8.9		169.6		330.6
EBITDA	69.8	13.9	402%	39.8	75%	96.6
EBITDA Margin (%)	45.5%	60.9%		19.0%		22.6%
Other Income	6.5	5.8		8.3		24.9
Depreciation and Amortisation Expense	1.9	1.6		4.5		9.2
Finance Cost	16.8	12.3		18.1		58.4
Profit before Tax	57.1	5.7	899%	25.4	124%	55.1
Tax	12.2	4.4		5.5		21.8
Profit After Tax	44.9	1.3	3,350%	19.9	126%	33.3
Non Controlling Interest	12.1	-1.0		4.4		1.3
Profit After Tax after Non-Controlling Interest	32.8	2.3	1,326%	15.5	111%	32.0
PAT Margins (%)	20.5%	8.0%		7.1%		7.1%

Q1 FY22 Standalone Financial Highlights



Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Total Revenue	51.6	7.2	616%	51.8	0%	119.6
Total Expense	33.1	10.2		48.4		115.9
EBITDA	18.5	-3.0	-	3.5	432%	3.7
EBITDA Margin (%)	35.9%	-		6.7%		3.1%
Other Income	17.4	23.5		38.0		113.8
Depreciation and Amortisation Expense	1.0	1.0		3.5		6.5
Finance Cost	0.1	0.1		0.8		1.2
Profit before Tax	34.8	19.5	79%	37.1	-6%	109.8
Tax	7.6	4.8		5.1		17.4
Profit After Tax	27.3	14.6	86%	32.0	-15%	92.4
PAT Margins (%)	39.5%	47.6%		35.7%		39.6%

Historical Financial Highlights - Consolidated



Profit & Loss Statement (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Revenue from Operations	427.2	267.0	371.4	651.6	451.7
Total Expense	330.6	269.7	271.6	452.2	345.9
EBITDA	96.6	-2.7	99.8	199.4	105.8
EBITDA %	22.6%	-1.0%	26.9%	30.6%	23.4%
Other Income	24.9	27.2	31.4	44.2	47.5
Depreciation and Amortisation Expense	9.2	7.1	7.4	8.0	7.7
Finance Costs	58.4	56.9	53.4	55.5	38.7
Profit before Tax	55.1	-34.4	85.5	178.8	112.2
Tax	21.8	-22.2	42.9	69.6	46.8
Profit After Tax	33.3	-12.2	42.6	109.2	65.4
Non Controlling Interest	1.3	-5.1	0.8	42.6	12.5
Profit After Tax after Non-Controlling Interest	32.0	-7.1	41.8	66.5	53.0
PAT Margins (%)	7.1%	--	10.4%	9.6%	10.6%

Particulars (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Equity Share Capital	49.5	49.5	49.5	49.5	49.5
Other Equity	625.3	620.3	644.5	638.9	604.9
Equity attributable to owners of Man Infraconstruction Limited	674.8	669.8	694.0	688.4	654.4
Non Controlling Interest	18.7	19.1	42.5	73.8	43.1
Total Equity	693.5	688.8	736.5	762.2	697.5
Long Term Borrowings	323.5	363.2	402.8	388.8	248.5
Short Term Borrowings	182.9	33.2	47.4	47.7	47.1
Total Borrowings	506.4	396.4	450.2	436.5	295.6

Particulars (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Total Cash & Cash Equivalents	299.5	156.3	163.1	236.5	343.8

Historical Financial Highlights - Standalone



Profit & Loss Statement (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Revenue from Operations	119.6	107.0	166.5	192.9	158.4
Total Expense	115.9	108.8	125.7	175.2	130.0
EBITDA	3.7	-1.8	40.8	17.7	28.4
EBITDA %	3.1%	-	24.5%	9.2%	17.9%
Other Income	113.8	96.3	107.5	90.3	66.6
Depreciation and Amortisation Expense	6.5	4.8	4.0	4.8	5.5
Finance Costs	1.2	1.1	1.5	0.9	0.9
Profit before Tax	109.8	88.6	142.8	102.2	88.7
Tax	17.4	19.9	34.3	28.5	29.0
Profit After Tax	92.4	68.7	108.5	73.7	59.6
PAT Margins (%)	39.6%	33.8%	39.6%	26.0%	26.5%

Particulars (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Equity Share Capital	49.5	49.5	49.5	49.5	49.5
Other Equity	881.2	811.2	756.6	678.5	633.7
Total Equity	930.7	860.7	806.1	728.0	683.2
Long Term Borrowings	0.0	0.0	0.0	0.0	0.0
Short Term Borrowings	0.0	0.0	10.4	0.0	0.0
Total Borrowings	0.0	0.0	10.4	0.0	0.0

Particulars (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Total Cash & Cash Equivalents	191.4	61.0	60.3	141.4	219.5
Loans (given to own Real estate SPVs)	528.9	521.1	536.3	423.9	272.7



Thank You

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