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COVER STORY

“Creating digital platforms led to optimum utilisation of resources and cost-saving.”

- **Harendra Singh**, Chairman and Managing Director, HG Infra Engineering Ltd

Established in 2003, HG Infra Engineering Ltd is one of the leading organisations in the development of roads and highways infrastructure. The company provides EPC services on a fixed-sum turnkey basis, HAM, and undertakes civil construction and related infrastructure projects. It is a prime contractor, bidding independent contracts with NHAI, MoRTH, other private players and state governments, with a presence in more than eight states. **Harendra Singh, Chairman and Managing Director, HG Infra Engineering Ltd,** shares more....

- **Strategies to overcome COVID-19 and other challenges in FY2020-21:** We have been exploring and investing in the best modern technology to scale up our business growth. We are equipping ourselves for the current scenario by creating a stronger digital presence that has helped enhance execution capabilities. The company has successfully digitalised the monitoring of the machinery equipment base, supply chain management, project planning and accounting in SAP-HANA. These developments have resulted in qualitative inputs and quick decision-making, and optimised resource utilisation, resulting in progressive financial numbers. Our corporate governance association with reputed clients, advisors and auditors has taken us to another pedestal in the corporate world.
- **Major contributor to growth in FY2020-21:** We have worked on strengthening the business

HG Infra Engineering Ltd	Total revenue	EBITDA	Reported PAT
FY21 (₹billion)	26.02	4.75	2.36
Growth over FY20 (%)	17.4%	34.0	42.0

development team with senior resources and are striving to target an additional 10 per cent of the total order book to come from new sectors like railways, airports, etc. In this financial year, our team of experts has worked to create digital platforms leading to optimum utilisation of resources and cost-saving that would contribute to the bottom-line.

- **Decision avoided/made that helped maintain top-line and bottom-line:** Despite all the odds, we have avoided salary cuts and retrenchment to boost the morale of employees. We have avoided personal interactions with our external stakeholders (suppliers/contractors/auditors). To overcome the aforementioned challenges, we moved onto digital platforms that resulted in effective execution of work and sustained healthy relationships with client groups.
- **Plans for growth in FY2021-22 and beyond:** We are leveraging our existing capabilities and plan to continue to look at opportunities beyond roads, in sectors such as railways, metro, water supply and airports. With this in mind, we have acquired the best professionals and are relentlessly working on

upskilling our human resources to meet business challenges. We are promoting a highly inclusive environment that welcomes new ideas, processes and technologies that are resulting in unique business strategies. While physical movement was limited, we improvised on our MIS and monitoring system for better reviews, transparency and control, and are continuing to promote virtual practices to achieve our targeted business plan.



Harendra Singh, ◀
Chairman and Managing Director,
HG Infra Engineering Ltd