

May 24, 2022

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (East),
Mumbai- 400 051

Scrip Code- 541019/ 973671

Scrip Symbol- HGINFRA

Dear Sir/Madam,

Sub: Investor Presentation Q4 & FY22

Please find enclosed a copy of Investor Presentation on the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2022.

The above information is also being uploaded on the Company's website at www.hginfra.com

This is for your information and records.

Thanking you,

Yours faithfully,

For H.G. Infra Engineering Limited


Ankita Mehra

Company Secretary & Compliance Officer
ICSI. M. No-A33288



Encl: as above

H. G. INFRA ENGINEERING LTD.



H.G Infra Engineering Ltd.

**Investor Presentation
Q4 & FY22**



1 **HG Infra** **Our Journey So Far**

2 **Financial Highlights** **Q4 & FY22**

3 **Operational Highlights** **Q4 & FY22**





Company overview



Leading Road/ Highway Construction Company

19

Years of execution

20+

Active Projects

9

HAM Projects



Strong Growth Trajectory

27%

Revenue CAGR
(4 years)

29%

EBITDA CAGR
(4 years)

42%

Profit CAGR
(4 years)



Pan India Presence

8

States

100%

North India
(Incorporation)

North **20%**

South **40%**

East **28%**

West **12%**
(Today)



Robust Business Model

2,000+

Fleet of Modern
Equipment

Multiple

Digital initiatives to
enhance processes

4,800+

Number of
Employees



What we promised vs what we delivered in FY22



Revenue (Rs Cr)

Target

≥3,400

Outcome FY22

3,615

Revenues increased by 43% year on year, maintaining our steadfast commitment towards execution and growth

Operating Profit (Rs Cr)

Target

≥550

Outcome FY22

585

16.2% EBITDA Margins remained in range despite input price inflation. We remain focused on our strategy of selective bidding with an emphasis on operational efficiencies to continue maintaining our margin profile

Order Inflow (Rs Cr)

Target

≥5,000

Outcome FY22

4,328

Order inflow was muted during the year given the increasing competition in EPC and HAM projects. Our focus continues to be on orders which meet our margin/IRR criteria. We are optimistic of the future given the strong bid pipeline

Debt (Rs Cr)

Target

≤300

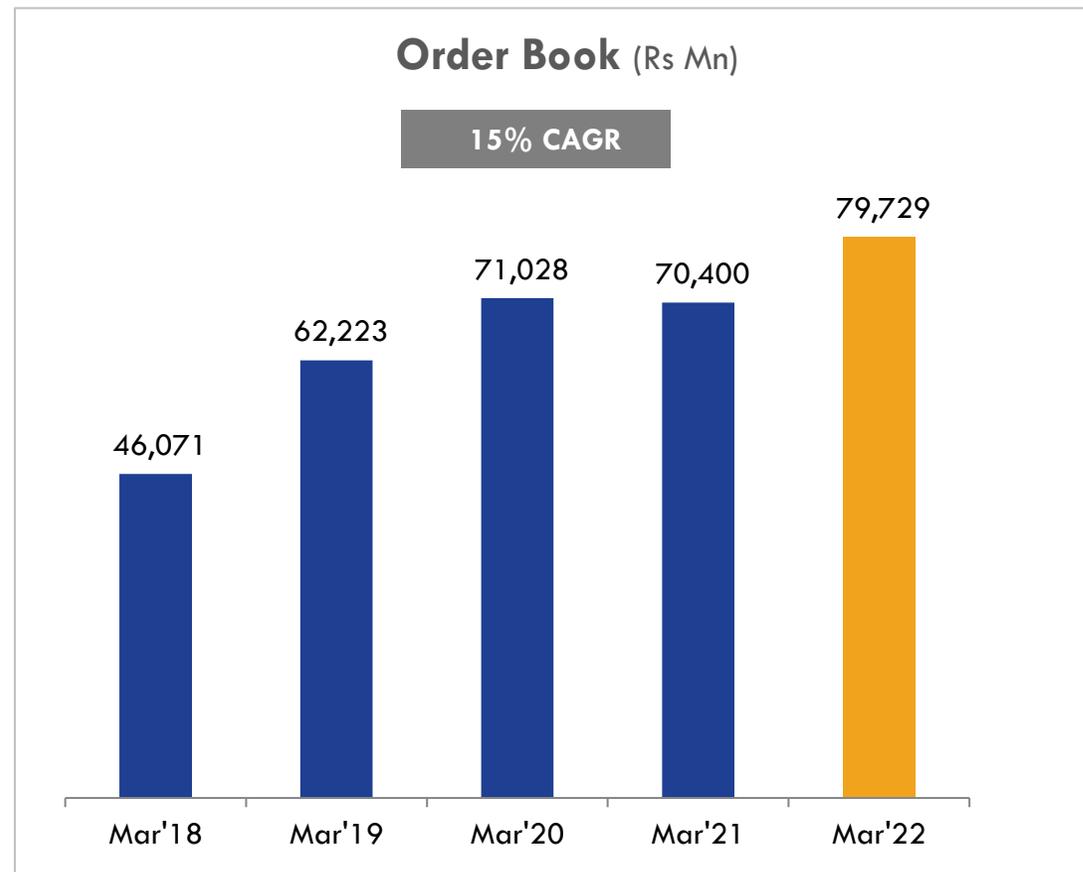
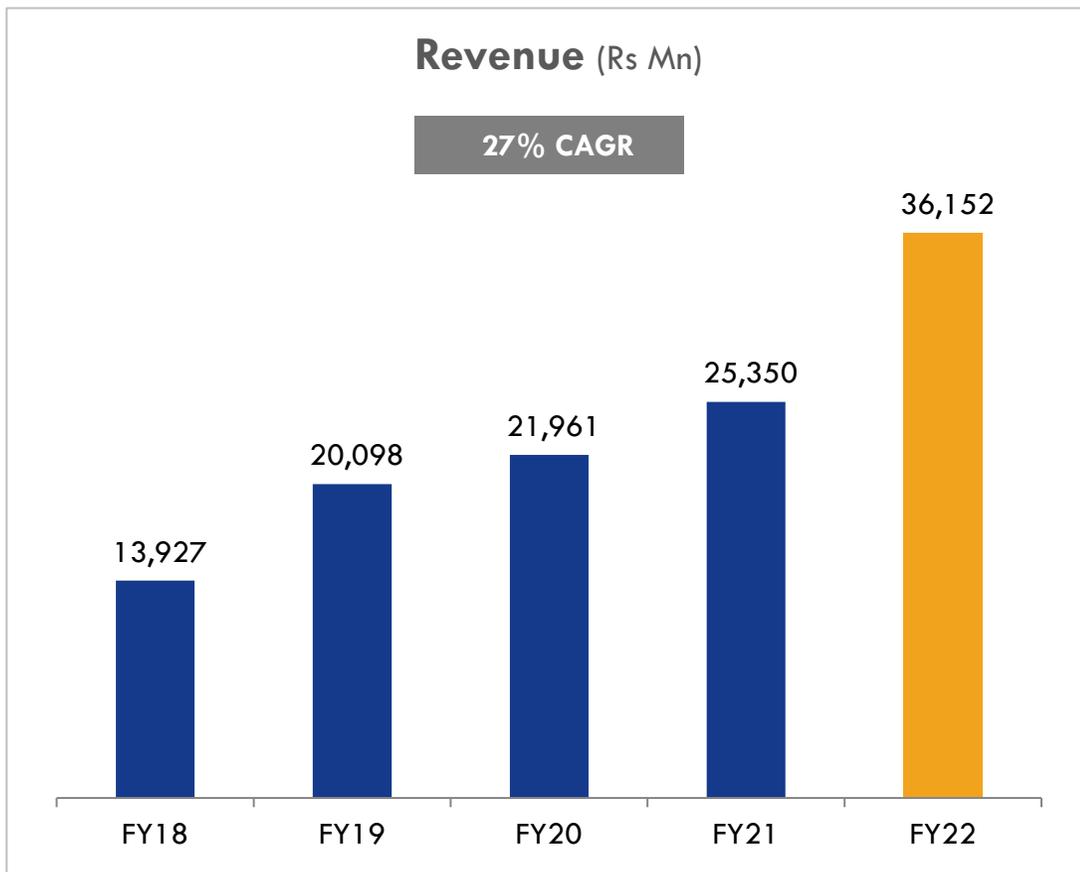
Outcome FY22

315

Debt remains within guided range, while we further improved Debt to Equity to 0.23x from 0.28x the previous year. Net debt stood at Rs 156 Cr as of year end



One of the fastest growing EPC companies

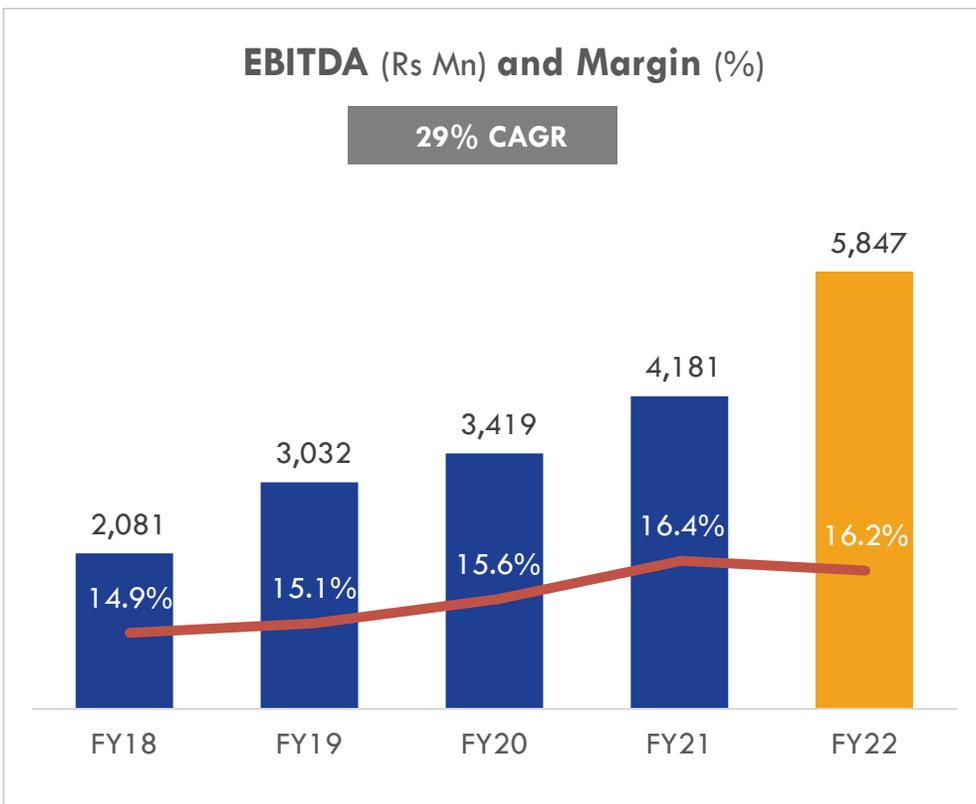


Timely execution of all projects with no delays in any project

Standalone financials

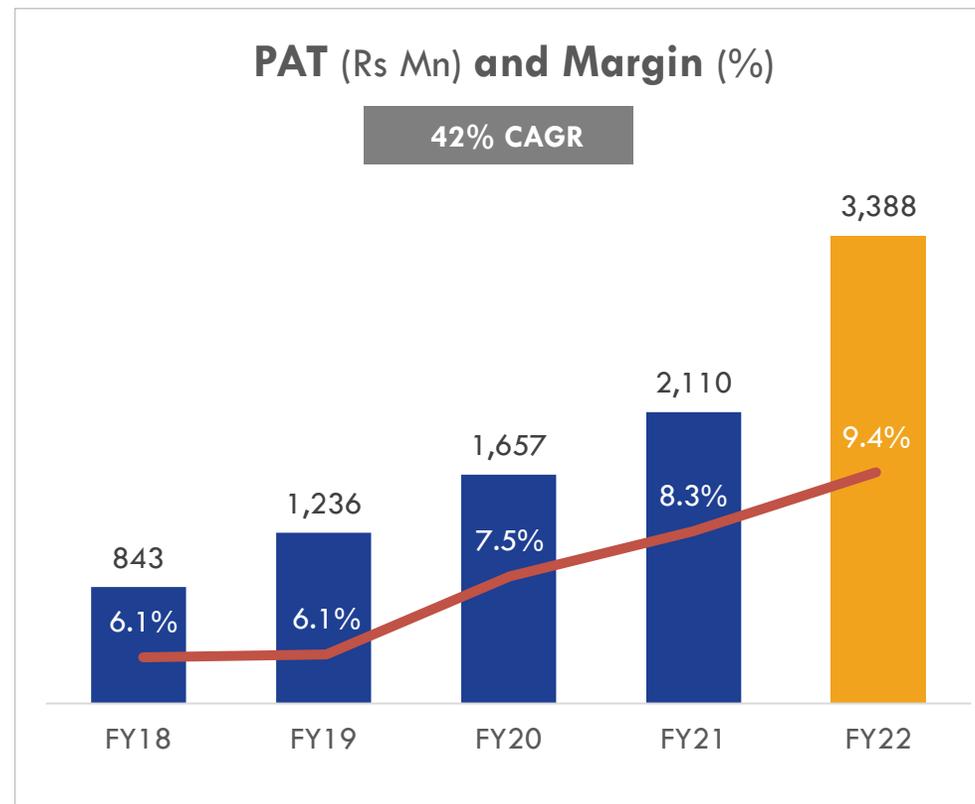


With profitability growth outpacing revenue growth



33%
Return on Capital
Employed
FY22

25%
Return on Equity
FY22



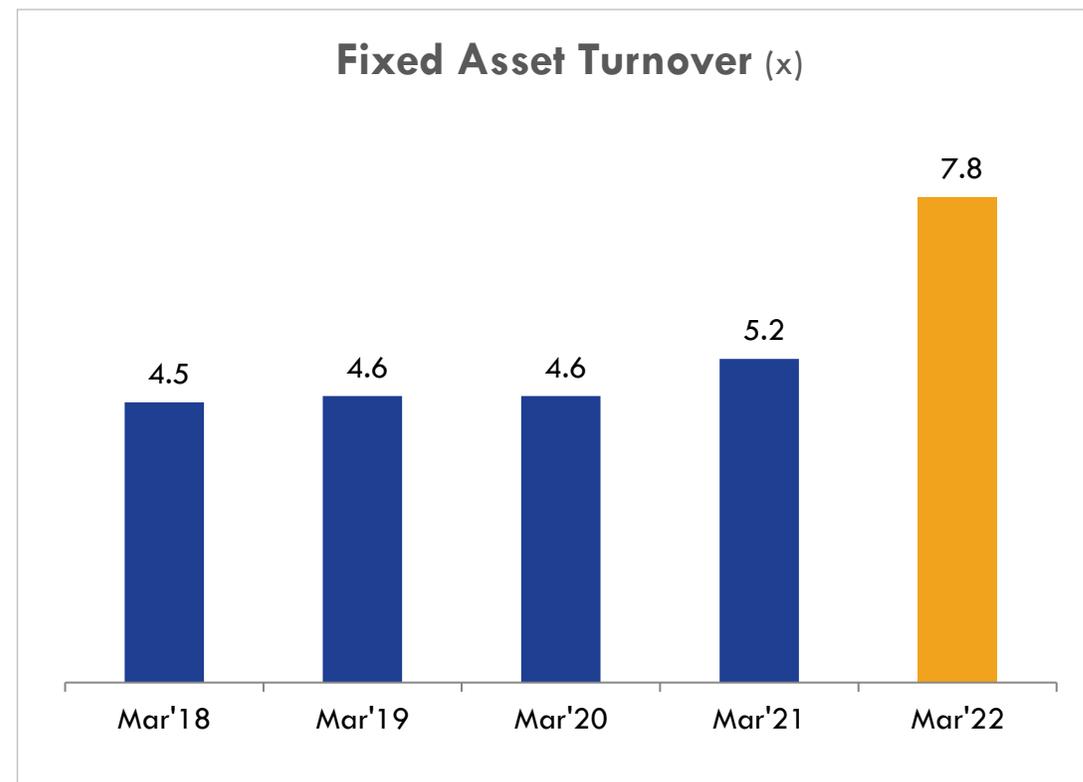
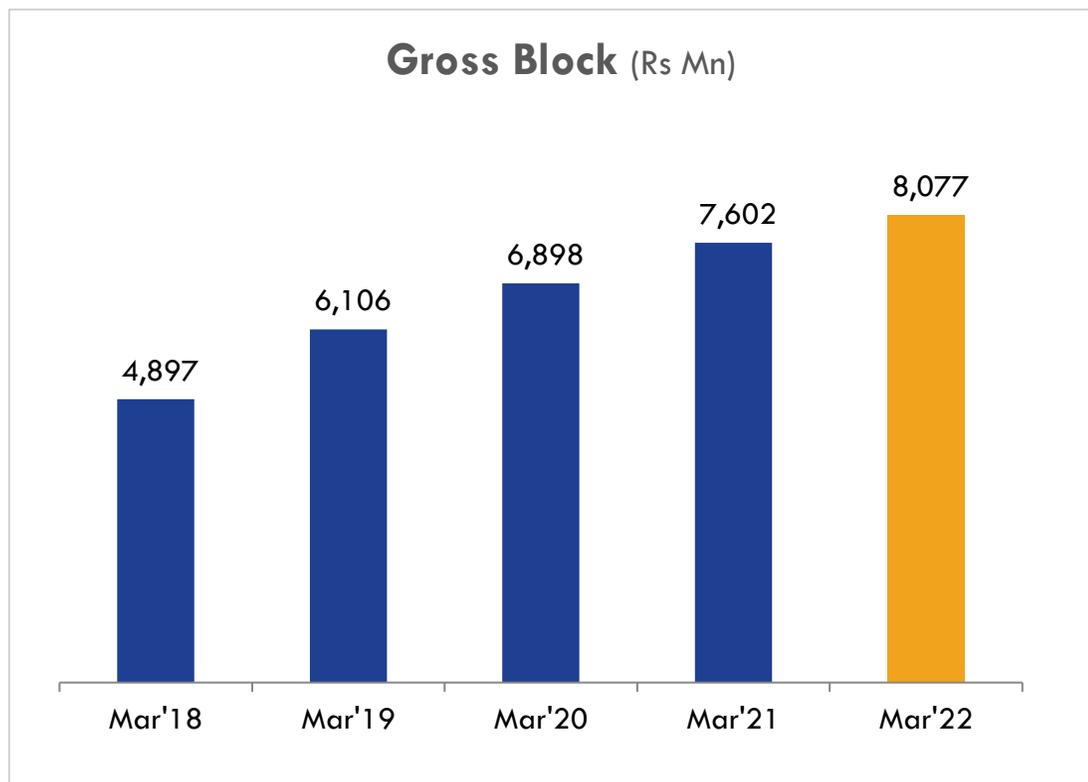
Standalone financials

Strict discipline in selecting and executing orders translating into robust margins and return profile

*ROCE = EBIT/Total Assets – Current Liabilities | ROE = Net Income/ Shareholder's Fund



Strong repository of assets promoting efficiencies

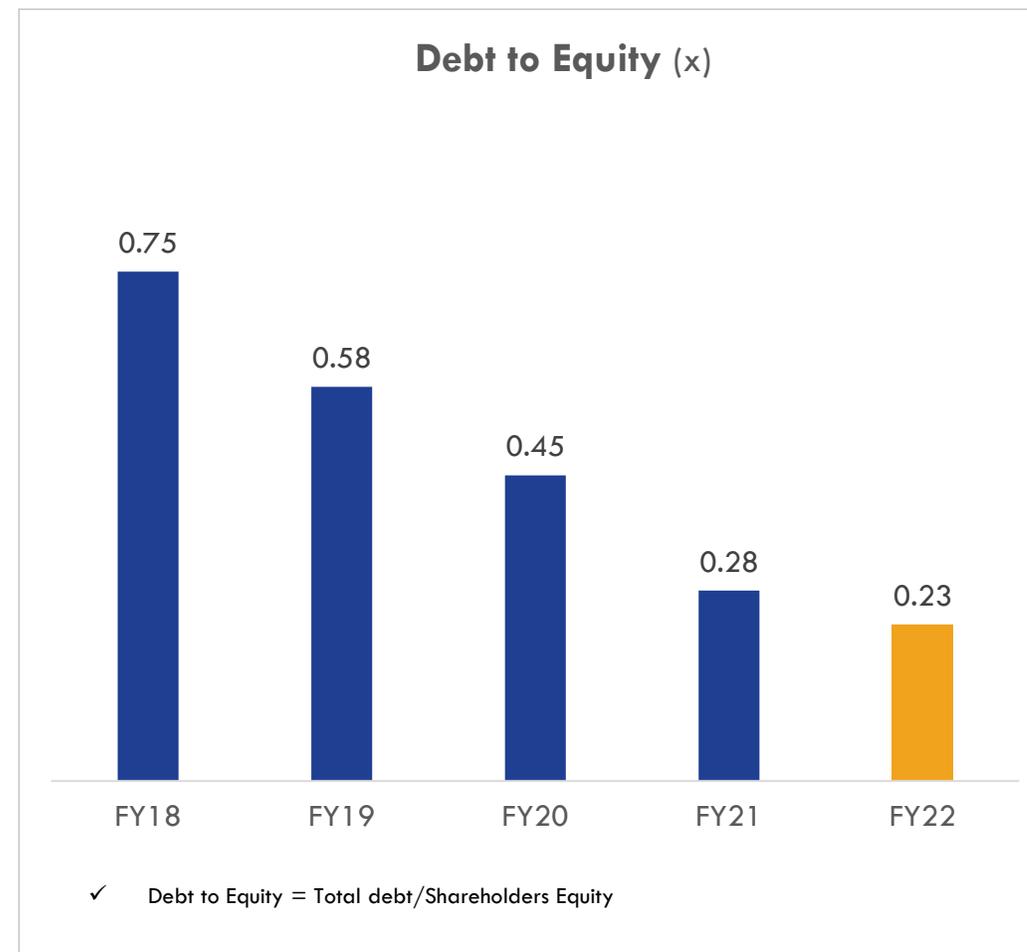
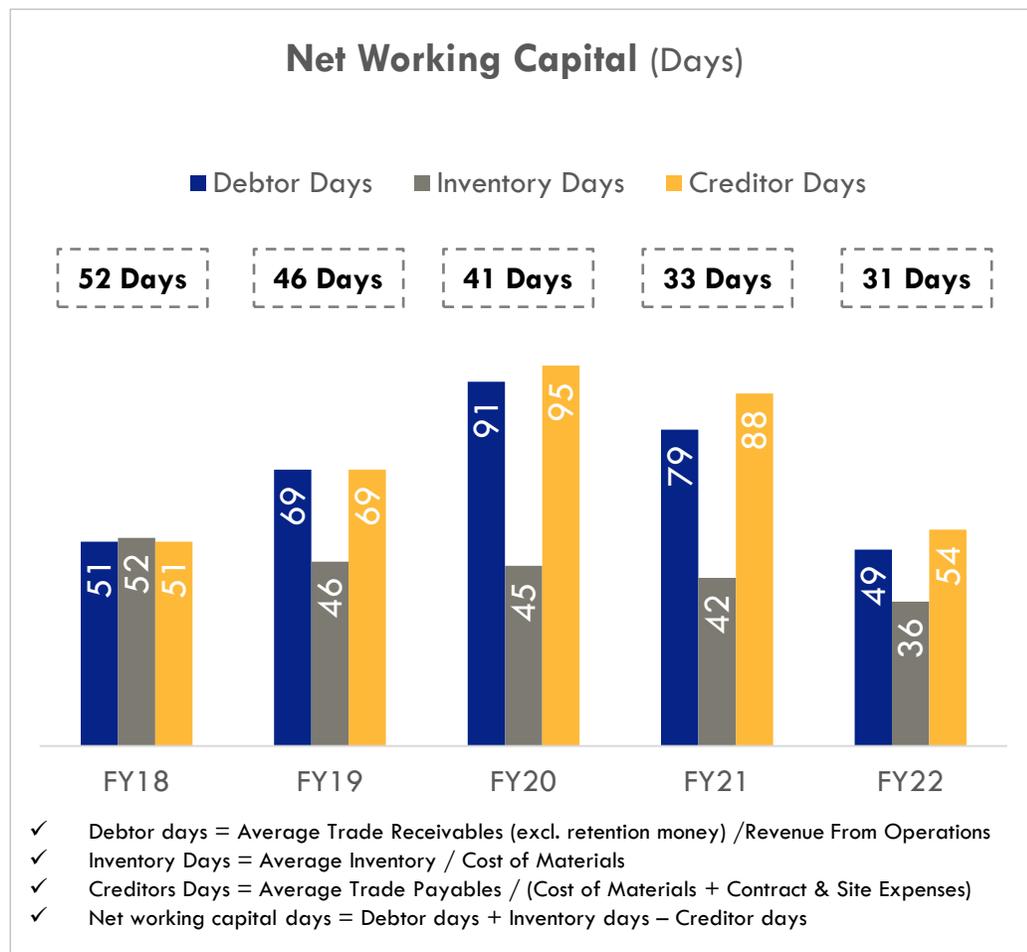


Invested ~Rs 3,596 Mn in plant and machinery in last 4 years

Fleet of modern construction equipment totaling 2,000+ for large scale execution



Maintaining a healthy balance sheet



Standalone financials



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HG Infra Our Journey So Far

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Financial Highlights Q4 & FY22

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Operational Highlights Q4 & FY22



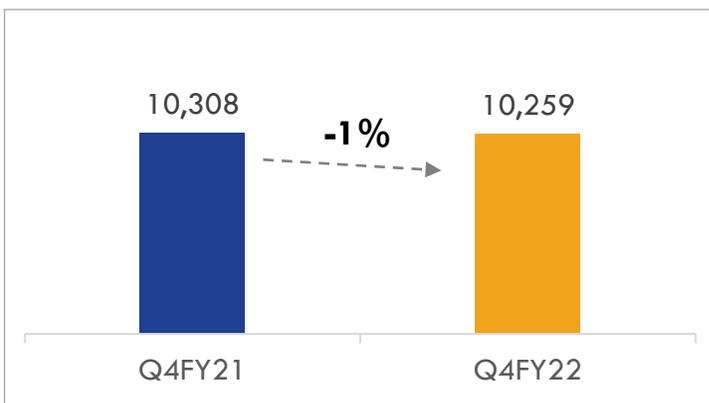


Consistent financial performance and growth

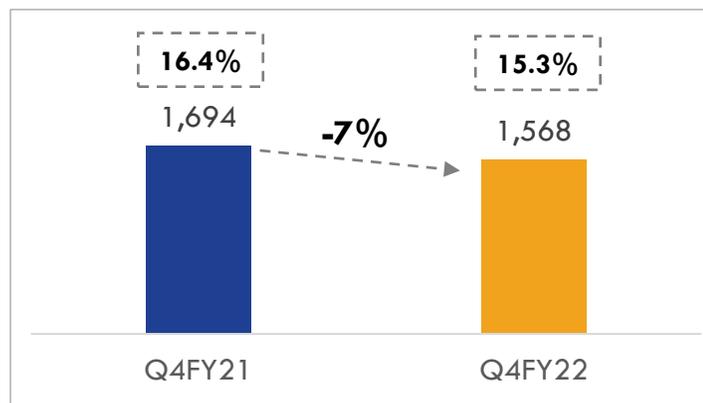


Quarter Highlights

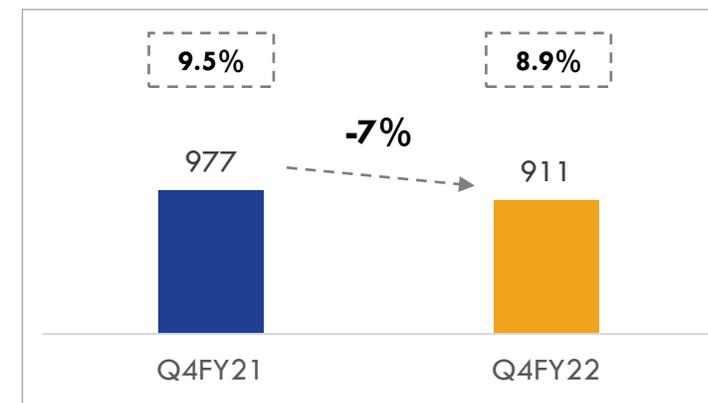
Revenue (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)

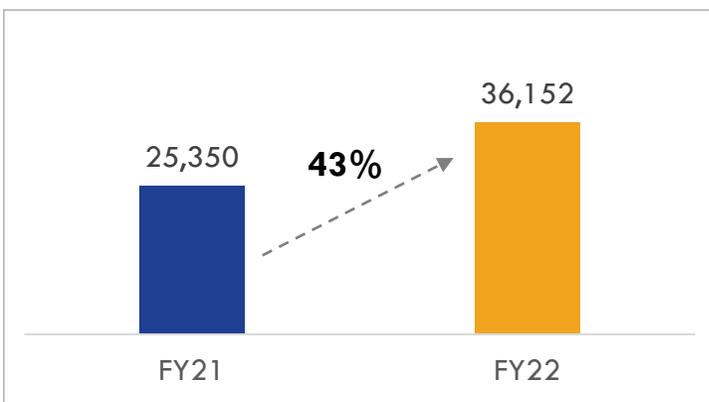


PAT (Rs Mn) & PAT Margin (%)

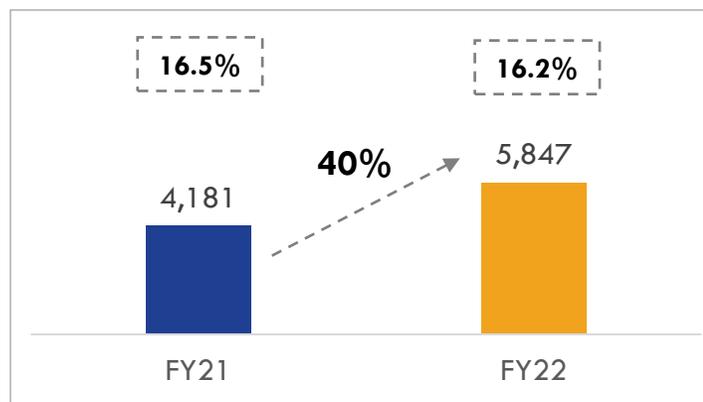


Full Year Highlights

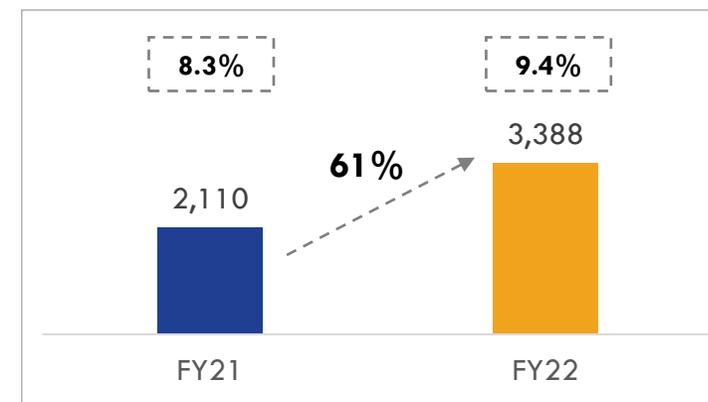
Revenue (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



PAT (Rs Mn) & PAT Margin (%)



Standalone profit & loss statement



Particulars	Q4FY22	Q4FY21	YoY	FY22	FY21	YoY
Revenue from operations	10,259	10,308	-0.5%	36,152	25,350	42.6%
Cost of material consumed	5,066	4,628		17,919	11,857	
Contract and site expenses	3,204	3,589		10,763	7,952	
Employee expenses	335	296		1,279	1,093	
Other expenses	86	100		344	267	
Total Operating expenses	8,691	8,613		30,305	21,169	
EBITDA	1,568	1,695	-7.5%	5,847	4,181	39.8%
EBITDA margin	15.3%	16.4%		16.2%	16.4%	
Finance Cost	160	192		528	596	
Depreciation	219	226		851	844	
Other Income	27	48		78	80	
PBT	1,216	1,325	-8.2%	4,546	2,821	61.1%
PBT margin	11.9%	12.9%		12.6%	11.1%	
Tax Expenses (Credits)	305	348		1,158	711	
PAT	911	977	-6.8%	3,388	2,110	60.6%
PAT margin	8.9%	9.5%		9.4%	8.3%	
Other comprehensive income	-11	-6		-14	-4	
Total comprehensive income	900	971		3,373	2,106	



Consolidated profit & loss statement



Particulars	Q4FY22	Q4FY21	YoY	FY22	FY21	YoY
Revenue from operations	10,647	10,592	0.5%	37,514	26,097	43.7%
Cost of material consumed	5,066	4,627		17,919	11,857	
Contract and site expenses	3,209	3,594		10,782	7,967	
Employee expenses	340	300		1,299	1,108	
Other expenses	107	114		413	334	
Total Operating expenses	8,722	8,635		30,413	21,266	
EBITDA	1,925	1,957	-1.6%	7,101	4,832	47.0%
EBITDA margin	18.1%	18.5%		18.9%	18.5%	
Finance Cost	345	309		1,177	942	
Depreciation	219	226		851	844	
Other Income	26	43		73	74	
PBT	1,387	1,465	-5.3%	5,146	3,120	64.9%
PBT margin	13.0%	13.8%		13.7%	12.0%	
Tax Expenses (Credits)	347	354		1,346	753	
PAT	1,040	1,111	-6.4%	3,800	2,367	60.5%
PAT margin	9.8%	10.5%		10.1	9.0%	
Other comprehensive income	-11	-6		-14	-4	
Total comprehensive income	1,029	1,105		3,786	2,363	



Standalone Balance Sheet



Rs Mn	Mar'22	Mar'21
Share Capital	652	652
Reserves	12,992	9,670
Shareholders' Funds	13,644	10,322
Secured Loans	1,598	945
Other liabilities	95	864
Total Non-Current Liabilities	1,693	1,809
Trade Payables	4,320	4,146
Other Current Liabilities	146	131
Current Tax Liabilities	144	74
Other Financial Liabilities	199	144
Contract Liabilities	2,108	3,236
Short Term Borrowings*	1,549	1,945
Total Current Liabilities	8,466	9,676
Total Liabilities	23,803	21,807

Rs Mn	Mar'22	Mar'21
Fixed Assets incl. CWIP	4,494	4,813
Other Financial Assets	3,892	2,771
Other Non Current Assets	242	181
Total Non-Current Assets	8,628	7,765
Inventories	1,836	1,680
Sundry Debtors	6,953	6,534
Cash and Bank	1,585	2,584
Other Financial Assets	307	91
Contract Assets	3,512	2,654
Other Current Assets	972	499
Total Current Assets	15,165	14,042
Assets classified held for sale	10	-
Total Assets	23,803	21,807

*Includes payables under MSME Trade receivables discounting system (TReDS)- Rs. 623.28 Mn for Mar'22 (Rs 754.11 Mn in Mar'21)



Consolidated Balance Sheet



Rs Mn	Mar'22	Mar'21
Share Capital	652	652
Reserves	13,708	9,974
Shareholders' Funds	14,360	10,626
Secured Loans	9660	5,570
Other liabilities	300	899
Total Non-Current Liabilities	9,960	6,469
Trade Payables	4,320	4,146
Other Current Liabilities	158	132
Current Tax Liabilities	144	74
Other Financial Liabilities	254	336
Contract Liabilities	1,549	2,959
Short Term Borrowings*	2,172	2,095
Total Current Liabilities	8,598	9,742
Total Liabilities	32,918	26,837

Rs Mn	Mar'22	Mar'21
Fixed Assets incl. CWIP	4,499	4,818
Other Financial Assets	9,148	4,241
Other Non Current Assets	1,292	311
Total Non-Current Assets	14,939	9,370
Inventories	1,836	1,680
Sundry Debtors	6,354	5,817
Cash and Bank	1,645	2,626
Other Financial Assets	3,158	3,326
Contract Assets	3,587	2,654
Other Current Assets	1,390	1,364
Total Current Assets	17,969	17,467
Assets classified held for sale	10	-
Total Assets	32,918	26,837

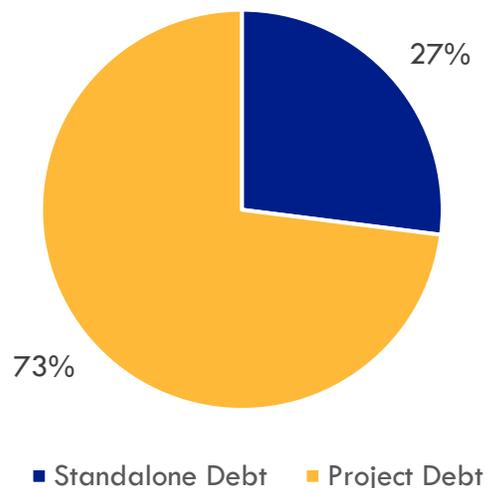
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Debt Breakup



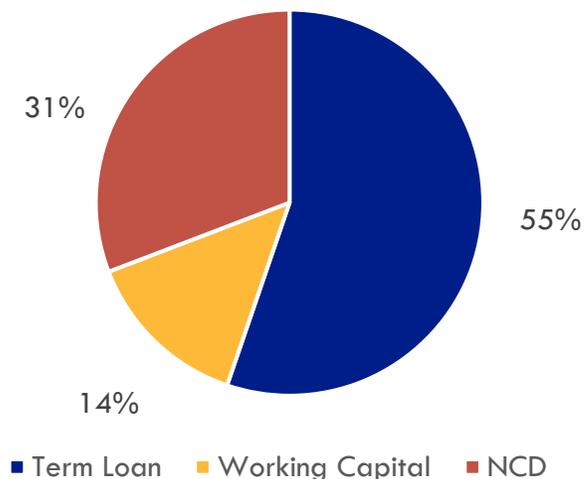
Consolidated Debt Breakup



Rs Mn	Mar-22
Standalone debt	3,147
Project debt*	8,686
Total consolidated debt	11,833
Consolidated Cash & Bank	1,645

*Net off loan fees (56.66 Mn) amortizable for HAM projects.

Standalone Debt Breakup



Rs Mn	Mar-22
Term loan + current maturities*	1,738
Non-Convertible Debentures (NCD)	970
Working capital	439
Total standalone debt	3,147
Standalone Cash & Bank	1,585

*Includes payables under MSME Trade receivables discounting system (TReDS) - Rs 623.28 Mn for Mar'22.

Rating upgrade (ICRA) from A+ to AA- (Long term facilities) & from A1 to A1+ (Short term facilities)



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Projects completed during the year



HAM Projects

Received PCOD for EPC Projects

- **Banar – Bopalgarh (Rajasthan)**
 - BPC – Rs 2,070 Mn
 - Completion effective from 12th April 2021

- **Morshi – Chandur Bazar- Achalpur (Maharashtra)**
 - BPC – Rs 2,380 Mn
 - Completion effective from 15th December 2020

- **Jodhpur – Marwar (Rajasthan)**
 - BPC – Rs 3,040 Mn
 - Completion effective from 15th November 2021



Rewari Ateli Mandi

Received provisional completion certificate

- Upgradation of 4 lane of Rewari Ateli Mandi section in the state of Haryana
- BPC – Rs 5,751 Mn
- EPC – Rs 4,838 Mn
- Completion effective from 15th November 2021
- Completed 170 days ahead of revised scheduled completion date

Gurgaon Sohna

Received provisional completion certificate

- 6 laning and strengthening of NH-248A in the state of Haryana
- BPC – Rs 6,060 Mn
- EPC – Rs 5,150 Mn
- Completion effective from 25th February 2022

Narnaul Bypass

Received provisional completion certificate

- 6/4 laning and strengthening of NH-11 in the state of Haryana
- BPC – Rs 9,521 Mn
- EPC – Rs 8,010 Mn
- Completion effective from 11th March 2022
- Completed 255 days ahead of revised scheduled completion date



Other project updates/ developments during the year



Projects Awarded

- **Awarded EPC project in the State of Karnataka in the month of Jan '22**
 - Development of Six Lane highway with access control of Neelmangala-Tumkar including Tumkar bypass section of NH-48 under Bharatmala Pariyojna Phase I
 - Bid Project Cost – **Rs 8,441 Mn (Excluding Taxes)**
- **Awarded 2 HAM projects in the State of Odisha in the month of Oct'21**
 - Development of Six Lane Kaliagura Baunsagar section of NH 130 CD under Raipur Visakhapatnam Eco Corridor (Package OD 5)
 - Bid Project Cost – **Rs 14,921 Mn & EPC Cost - Rs 12,850 Mn (Both Excluding Taxes)**
 - Development of Six Lane Baunsagar Baraja section of NH 130 CD under Raipur Visakhapatnam Eco Corridor (Package OD 6)
 - Bid Project Cost – **Rs 11,231 Mn & EPC Cost - Rs 9,550 Mn (Both Excluding Taxes)**
- **Awarded EPC project in the State of Delhi in the month of July '21**
 - Development of Six Lane Urban Extension Road from NH 1 to Karala – Kanjhawala Phase 1
 - Bid Project Cost – **Rs 12,438 Mn (Excluding Taxes)**

Project Developments

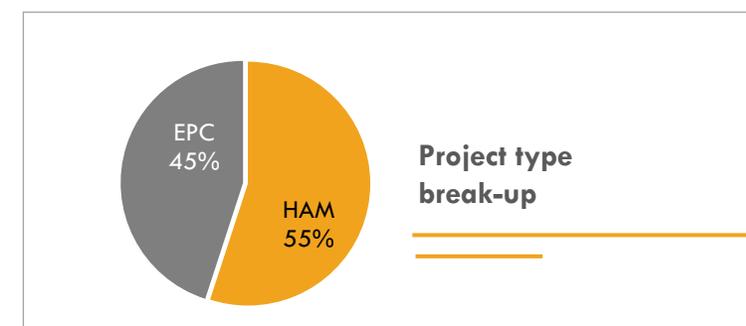
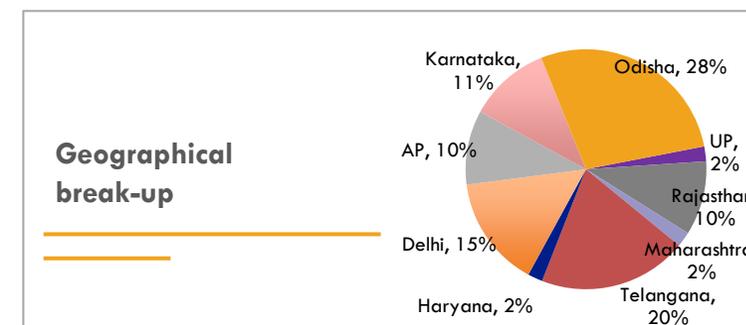
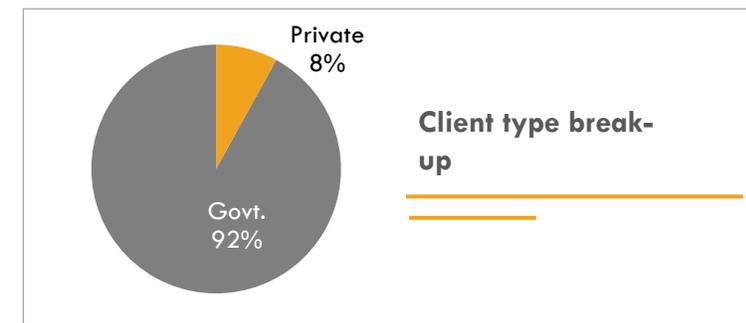
- **Appointment Date for**
 - Raipur - Visakhapatnam AP -1 received on 31st March 2022
 - Karala - Kanjhawala UER received on 28th October 2021
- **Financial closure of**
 - Raipur - Visakhapatnam AP -1 achieved on 25th February 2022
 - Raipur - Visakhapatnam OD5 achieved on 25th March 2022

Total Order Inflow FY22 to date - Rs 43,279 Mn

Well diversified order book as on 31st March 2022



Project	Awarding Authority	Project Status	~Completion Progress as on 31 st 'Mar' 22	Unexecuted Value (Rs Mn)
Delhi Vadodara Pkg-9	NHAI	Under Execution	59%	4,955
Mancherial - Repallewa	Adani	Under Execution	56%	4,057
Delhi Vadodara Pkg-8	NHAI	Under Execution	75%	2,039
Hapur Morradabad	IRB - MRM	Under Execution	78%	1,889
Rewari Bypass Pkg-4	NHAI	Under Execution	60%	1,800
MoRTH Projects (MH)	MoRTH	Under Execution	91%	1,325
Rewari Ateli Mandi	NHAI	Under Execution	95%	271
Narnaul Bypass	NHAI	Under Execution	98%	130
Delhi Vadodara Pkg-4	NHAI	Under Execution	99%	99
Rajasthan (World Bank funded)	PWD	Under Execution	89%	658
Gurgaon-Sohna (Rajiv chowk)	NHAI	Under Execution	100%	12
Karala-Kanjhawala UER	NHAI	Under Execution	4%	11,884
Raipur-Visakhapatnam AP-1	NHAI	Under Execution	2%	7,927
Khammam-Devarapalle Pkg-1	NHAI	A.D Awaited	-	6,071
Khammam-Devarapalle Pkg-2	NHAI	A.D Awaited	-	5,042
Raipur-Visakhapatnam OD-5	NHAI	A.D Awaited	-	12,766
Raipur-Visakhapatnam OD-6	NHAI	A.D Awaited	-	9,502
Neelmangala-Tumkur	NHAI	A.D Awaited	-	8,436
Others		Under Execution	57%	866
Grand Total				79,729



* A.D – Appointed Date

Expanding selective HAM projects



Project	Awarding authority	State	Kms Lanes	BPC (Rs. Mn)	Grant Amount (Rs. Mn)	Total Debt (Rs. Mn)	Invested Equity (Rs. Mn)	Debt as on 31 st Mar '22 (Rs. Mn)	Physical Progress on 31 st Mar' '22 (%)
Gurgaon-Sohna (Rajiv chowk)	NHAI	Haryana	12.7	6,060	2,424	2,879	729	2,499	100%
Rewari Ateli Mandi	NHAI	Haryana	30.4	5,750	2,300	2,270	688	1,993	95%
Narnaul Bypass	NHAI	Haryana	40.8	9,521	3,808	4,060	1,235	3,400	98%
Rewari Bypass Pkg-4	NHAI	Haryana	14.4	5,220	2,088	2,200	465	850	60%
Khammam Devarapalle Pkg-1	NHAI	Telangana	33.6	7,721	3,088	3,100	4	-	-
Khammam Devarapalle Pkg-2	NHAI	Telangana	29.5	6,371	2,548	2,560	4	-	-
Raipur Visakhapatnam AP-1	NHAI	Andhra Pradesh	31.8	10,601	4,240	4,520	388	-	-
Raipur Visakhapatnam OD-5	NHAI	Odisha	44.0	14,921*	5,968	6,670	30	-	-
Raipur Visakhapatnam OD-6	NHAI	Odisha	45.5	11,231*	4,492	5,150	2	-	-

* Excluding GST

Status of new projects



	State	Project Type	BPC (Rs Mn)	LOA Received	Agreement Signed	Status of Land	Appointed Date
Karala-Kanjhawala UER	Delhi	EPC	13,931	23 rd July 2021	8 th Sept 2021	~95% land is available	Declared w.e.f. 28 th Oct 2021
Raipur Visakhapatnam AP-1	Andhra Pradesh	HAM	10,601	30 th July 2021	14 th Oct 2021	~81% land is available	Declared w.e.f. 31 st Mar 2022
Khammam Devarapalle Pkg-1	Telangana	HAM	7,721	15 th Sept 2021	To be signed	~52% land is available	After achievement of financial closure. (within 150 days from signing of Agreement)
Khammam Devarapalle Pkg-2	Telangana	HAM	6,371	15 th Sept 2021	25 th Feb 2022	~95% land is available	
Raipur Visakhapatnam OD-5	Odisha	HAM	14,921	25 th Oct 2021	14 th Dec 2021	~81% land is available	
Raipur Visakhapatnam OD-6	Odisha	HAM	11,231	25 th Oct 2021	14 th Dec 2021	~80% land is available	
Neelmangala Tumkar	Karnataka	EPC	8,441	31 st Jan 2022	To be signed	~90% land is available	Awaited



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Thank You

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