



MAN INFRACONSTRUCTION LIMITED

25th July, 2023

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051, India

The Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Symbol: MANINFRA

Scrip Code: 533169

Sub.: Man Infraconstruction Limited- “Investor Presentation – Q1 FY24”.

Dear Sir/Madam,

Please find attached “Investor Presentation – Q1 FY24” for your information and records. The same shall also be uploaded on the Company’s website.

Request you to take the same on your records.

Thanking you,

Yours faithfully,
For **Man Infraconstruction Limited**

Durgesh Dingankar
Company Secretary
Membership No.: F7007



Encl: As above

L I V E B E T T E R

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(CIN: L70200MH2002PLC136849)

www.maninfra.com



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MAN INFRACONSTRUCTION LIMITED

INVESTOR PRESENTATION – Q1 FY24
July 2023

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MICL Group Overview

A white yacht is shown from an aerial perspective, moving across a vast blue ocean. The yacht is leaving a wide, white wake that curves behind it. The sky is a clear, light blue with a few wispy clouds. The overall scene is bright and open.

**BUILT WITH ETHICS,
LED WITH PASSION,
FOCUSSED ON VALUE CREATION**

We are an integrated EPC company

- Established formidable position in real estate development
- 3rd generation now in business with a focussed leadership
- Backed by superior financial track record

EPC

- Pioneered in constructing India's 7 major ports at key locations
- Working with marquee clients
- Successfully delivered complex EPC projects

Real Estate

- Asset light business model
- Diversified portfolio – present across all categories of residential projects
- Strong track record of execution

Establishing Landmarks

50+ Years of experience in construction across the Country

50+ Mn Sq. Ft. of real estate and infra. construction delivered

25 mn + Sq. Ft. of residential & commercial development

25 mn + Sq. Ft. of ports, infra. & industrial development

10+ Years of experience in Real Estate Development

2,200+ Happy Families

700+ Workforce Employment



Built with Ethics



MR. KISHORE SHAH
Founder

The journey of MICL Group dates back to 1964 as a partnership firm

Started by Mr. Kishore Shah, a civil engineer by profession and the 1st generation entrepreneur of the Group

Predominantly engaged in industrial and civil contracting works

Undertook & completed multiple projects during his tenure

Created a platform with strong foundation and fundamentals for future growth

Led with Passion



MR. PARAG SHAH
Chairman Emeritus, MICL

“ I SEE A CLEANER, GREENER FUTURE ON THE HORIZON WHERE EVERYONE CAN LIVE HAPPIER, LIVE BETTER. ”

30+ years of solid experience in the construction industry and continues to be a mentor in strategic decisions of the Company

Known for Quality, Timely execution & Team work, has led repeat orders from marquee clients

Achieved many firsts in infra space and pioneered in building ports under his leadership

- Constructed India's 1st private port at Nhava Sheva, JNPT
- One of the pioneers in using Malaysian Mivan Technology to build large scale housing structures
- Built India's 1st Transhipment terminal at Kochi, India

Built 200+ hectares of ports across India

Broadened the leadership base with his son Mr. Manan Shah taking charge as MD in 2019

Under his guidance, MICL wins biggest EPC port orders in year 2016 & 2022 from PSA group

Focused on Value Creation



MR. MANAN SHAH
Managing Director, MICL

“ TODAY WE LIVE OUR
BEST LIFE, AND
TOMORROW,
WE LIVE BETTER. ”

Joined business in 2013 with a vision to diversify & grow in the real estate space

Successful Diversification – Real Estate vertical constitute ~50% of revenue in FY23

Strengthened real estate portfolio with 4.6* mn. sq. ft. of projects

Built reputed brand – ‘Aaradhya’ under ‘MICL’ Real Estate which stands for trust & quality

Achieved Rs. 6,150+^ crore of cumulative sales as on Jun-23 within a short span in Real Estate

Proven Track record with delivery of all real estate projects, before time

Recently awarded the title of ‘40 under 40’ by Times Group in category of Emerging Builder Young achiever of the year

* Includes carpet area of ongoing, upcoming and balance potential

^ Includes sales of all MICL group companies in real estate

Global Aspirations



MR. VATSAL SHAH
Director, MICL Global

Third Generation of the founding family, Mr. Vatsal Shah preserves the guiding principles that have brought MICL it's continued success

Graduated in Business administration from Northeastern University in 2019

Earned a M.S. in Business Analytics from University of Miami in 2021

Gained valuable experience while working in Manulife Asset Management

Has set sights on establishing MICL Group's presence on the global stage

Focused on Profitability



MR. ASHOK MEHTA
*Executive Director &
Chief Financial Officer, MICL*

A qualified Chartered Accountant, he has over 35 years of experience both in India and abroad

Specialized in finance, accounts, systems and commercial aspects of the business

He oversees all finance, accounting, taxation and auditing work of the Company

Responsible for managing liquidity and treasury operations of the company

Well-Structured Board



MR. BERJIS DESAI
Chairman and
Non-Executive 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.



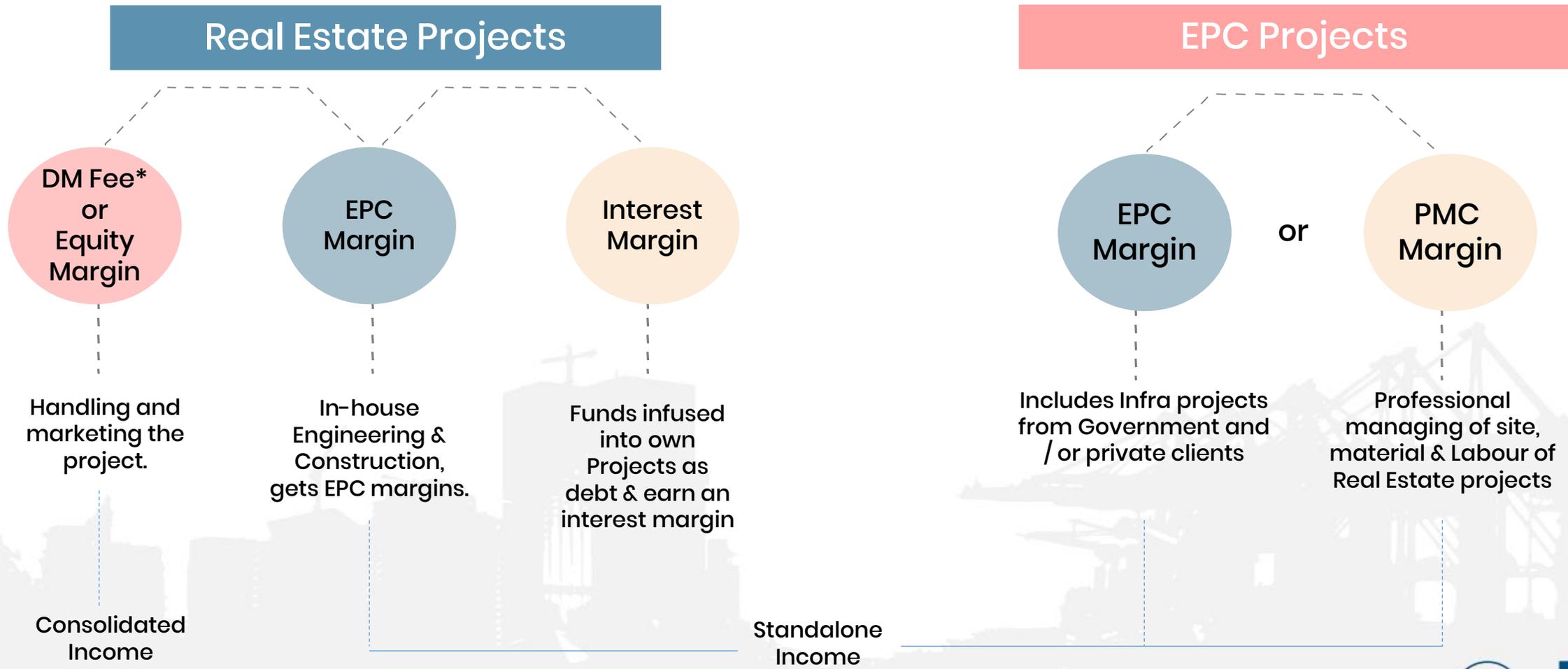
MS. KAVITA UPADHYAY
Independent Director

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.

MICL Business Model



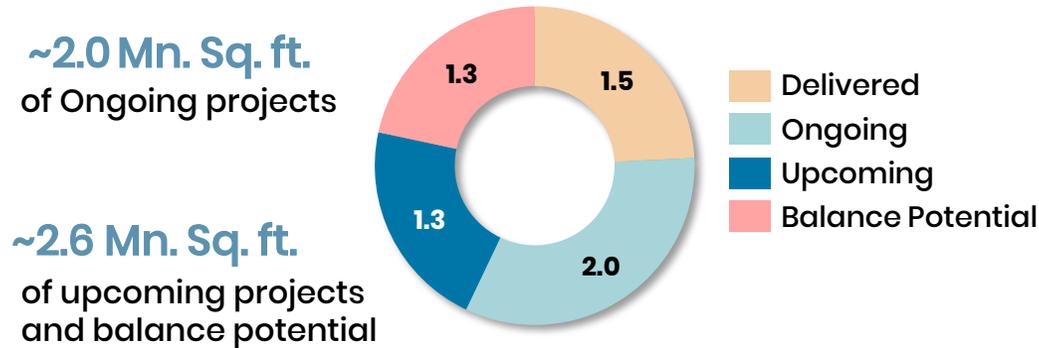
Two Segments but Multiple streams of Income



*DM - Development and Marketing model - Charged as revenue share

Diversified Business Verticals

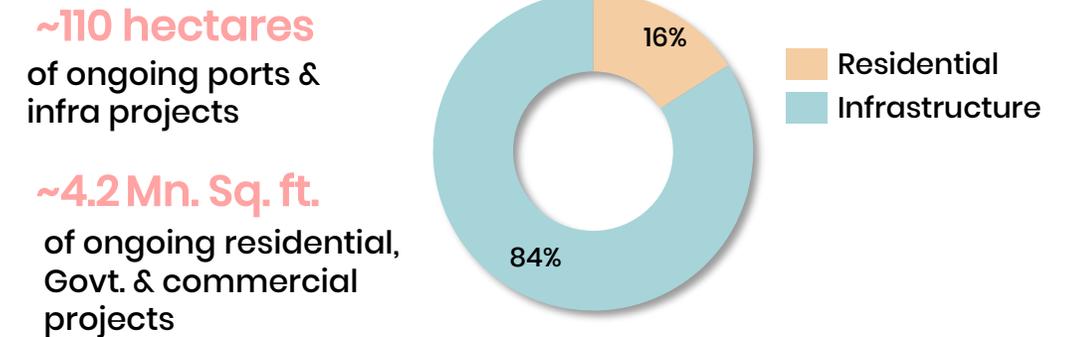
4.6 Mn. Sq. ft. Projects – Real Estate Portfolio



- Rs. 6,150+[^] crore of total sales in last 10 years
- Delivered 13 projects, all before time
- Commitment to quality and timely delivery
- Partnering with leading architects and consultants
- In-house construction capabilities ensuring timely completion and maximizing returns

[^] Includes sales of all MICL group companies in real estate

~ Rs. 1,265 Cr Order Book – EPC Portfolio



- Rich experience in civil construction of port infrastructure, Residential, Commercial, Industrial & Institutional Buildings
- Completed 200 hectares+ of ports & infra development
- Constructed 25 mn sq. ft of Residential & Commercial building
- Efficient project monitoring and cost control

Business Model: Efficient and Scalable

Maintaining Balance Sheet Strength

- Maintain low leverage
- Maximize cash flows
- Bottom-line focused

Net Cash positive as on Jun-23

Based on Consolidated financials

Giving Superior Products

- Benchmarking with global players
- Inspiring better living with neo-luxury lifestyle
- Collaborating with renowned Architects and Consultants

Leading to utmost customer satisfaction

Leverage Expertise & Knowledge

- Strong in-house EPC capabilities
- Enabling timely execution of real estate projects

Consolidated ROE & ROCE: 25%+*

*Annualized nos. for June-23

Focused Leadership Team

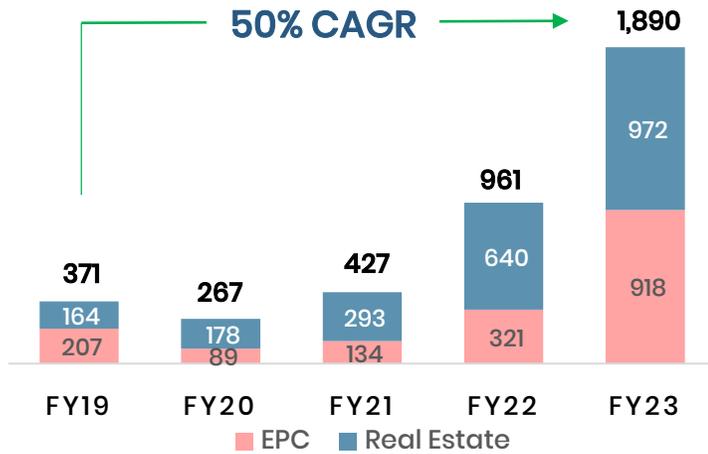
- Hands-on Senior Management
- Full involvement at each stage
- Dedicated team of engineers, architects & liaisoning
- Foster innovative thinking in team

Won 14 Prestigious Awards

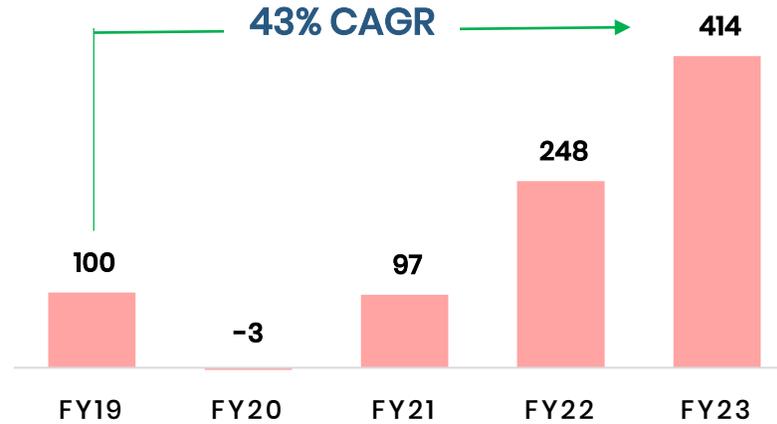


Strong Financial and Operational Track Record

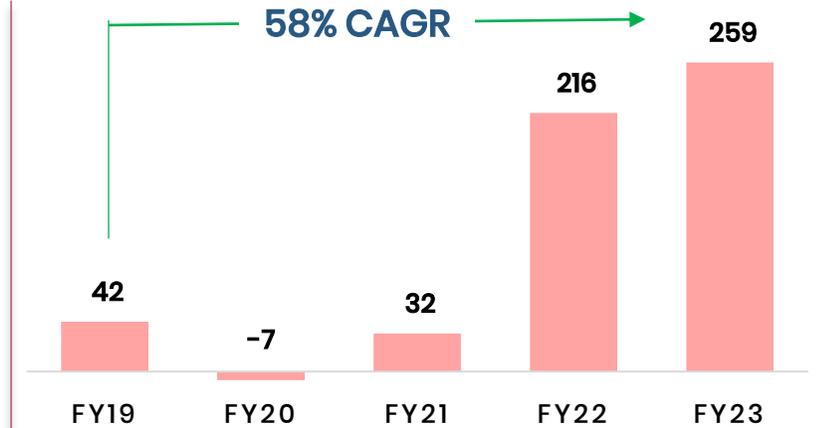
Revenue (INR Crs)



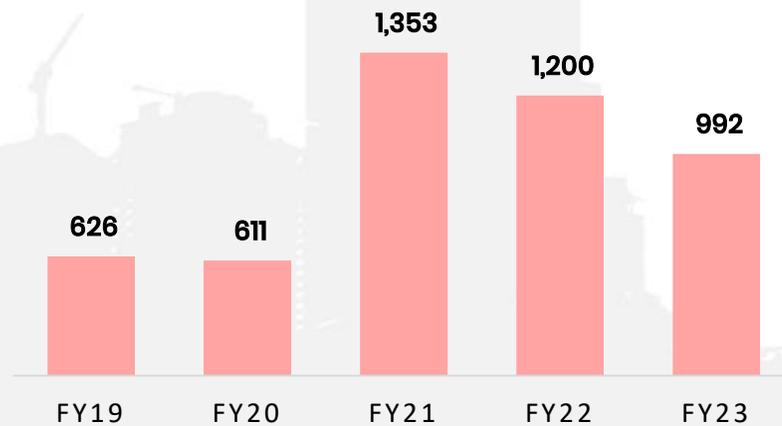
EBITDA (INR Crs)



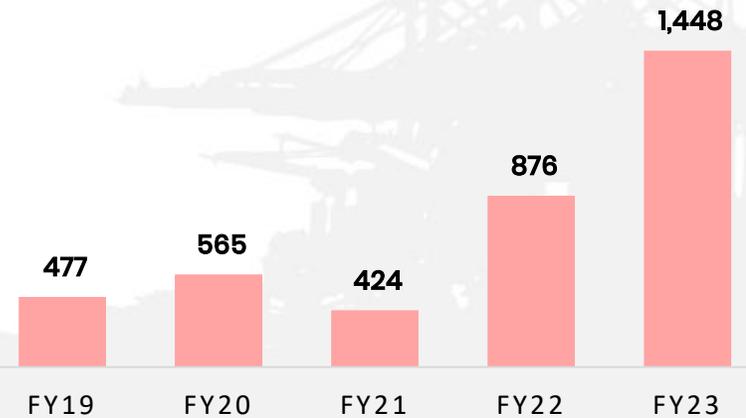
PAT (INR Crs)



Sales Performance (INR Crs)

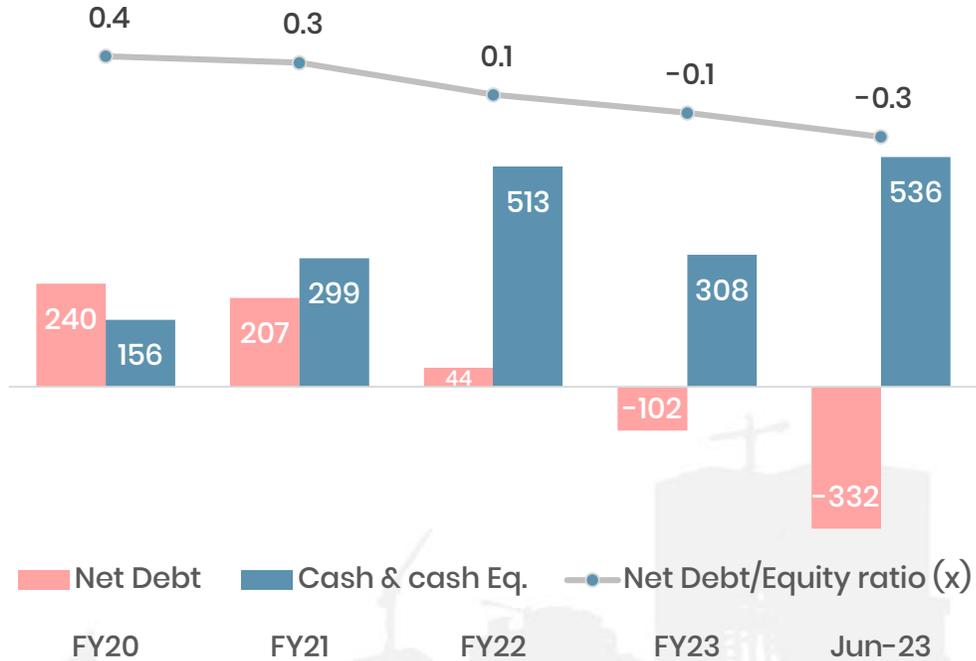


Collections (INR Crs)



Maintaining Balance Sheet strength

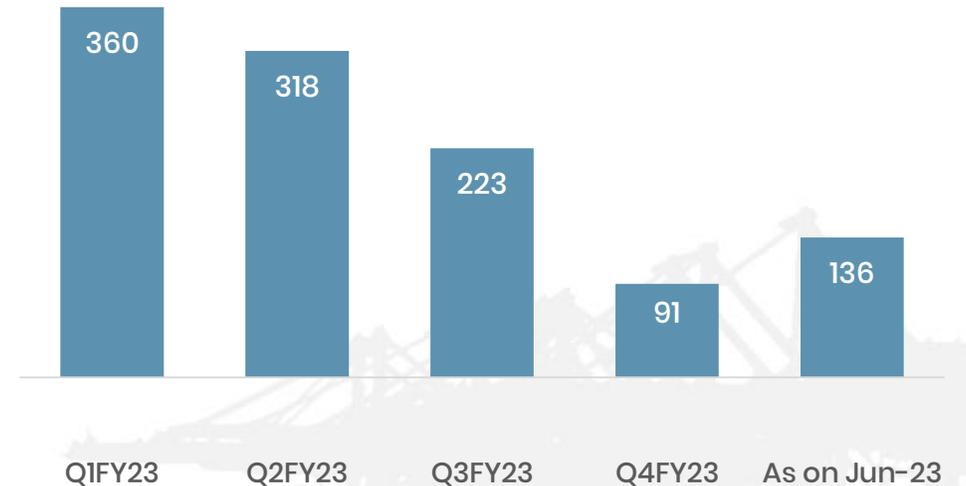
Net Cash positive Balance Sheet



Consistently focused to reduce debt and increase liquidity

Consolidated financials – Amount in (Rs. Cr)

Significant Secured Debt Reduction

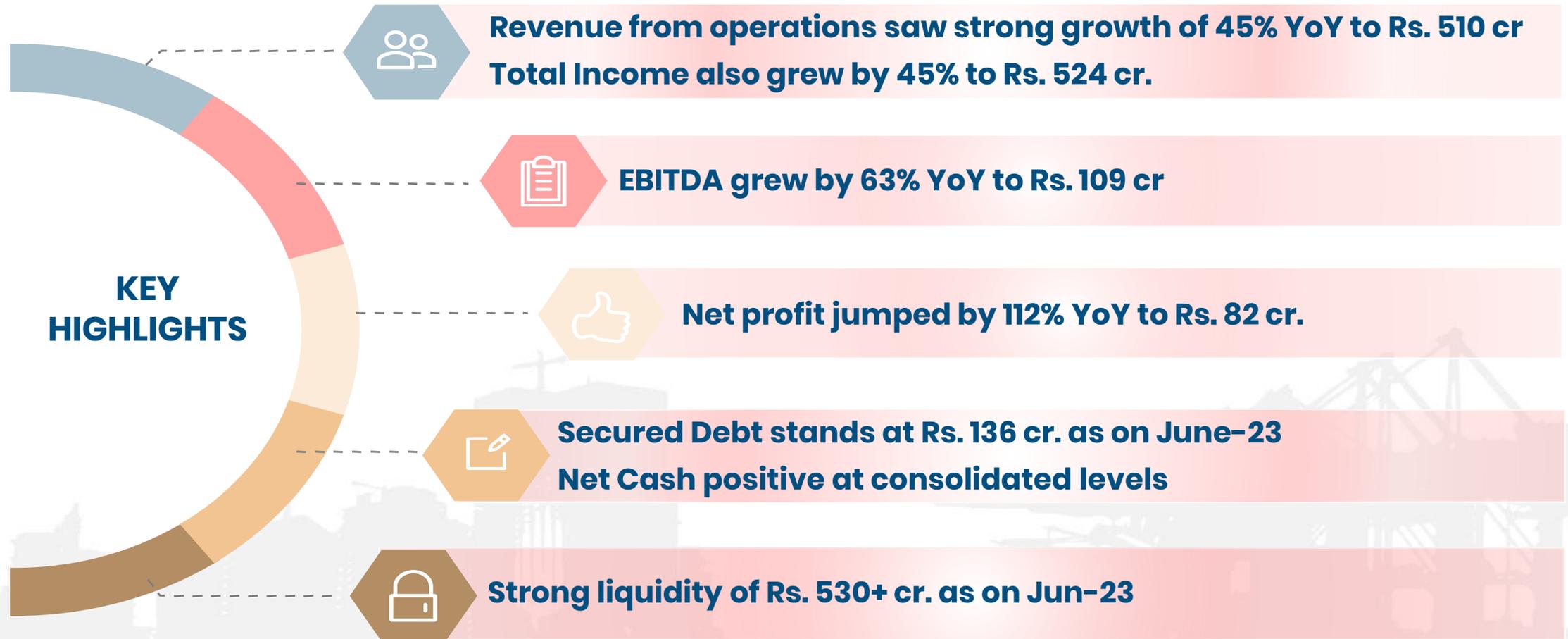


Secured debt Reduction by Rs. 224 crore YoY

Performance Update



Q1FY24 Performance - Company Highlights



Consolidated financials

Q1FY24 Performance - Financial Highlights

	Q1FY24	Q1FY23	YoY Growth
Revenue	510	352	45%
Real Estate	134	226	
EPC	376	126	
EBITDA	109	67	63%
EBITDA Margin	21.4%	19.0%	
PAT	82	39	112%
PAT Margin	15.7%	10.8%	

Q1FY24 Highlights – Business Highlights

Business Development

1. Acquired development rights for one of the largest cluster redevelopment in Ghatkopar having saleable carpet area of approx. 4 lakh sq. ft. with a revenue potential of Rs. 1,200 Cr over next 4 years
2. Bagged another significant size EPC order worth Rs. 680 Cr (inclusive of GST) from BMCT (PSA Group) for pavement work on the reclaimed earth for execution of Phase II Infrastructure Works at the Fourth Container Terminal of JNPT

Sales Performance

- Cumulative sales of 2.83 mn sq. ft. of carpet area with a corresponding sales value of Rs. 6,150+ cr as on June-23
- Achieved sales of 0.6 lakh sq. ft. of carpet area in Q1FY24 with a sales value of Rs. 143 crore mainly driven by 'Aaradhya Parkwood' and Mulund Project
- Achieved healthy collection of Rs. 276 crore during the quarter

EPC / PMC

- Construction of 'Aaradhya Aavaan' site at Tardeo, Mumbai has begun
- Execution as per schedule of BMCT phase 2 project at JNPT, Navi Mumbai

MICL to build India's iconic residential tower in Mumbai



- Building Ultra-Luxury project with saleable carpet area of 6.5 lakh sq. ft.
- Revenue potential of around Rs. 3,000 cr.

MICL to build 10,000+ sq. mtr. gated community in Ghatkopar East



- Building Ultra-Luxury project with saleable carpet area of ~4.0 lakh sq. ft.
- Acquired development rights from 10 societies in Ghatkopar east
- Revenue potential of Rs. 1,200 Cr over the next 4 years

Company Financials



Q1 FY24 Consolidated Financial Highlights

Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
Revenue from Operations	509.7	352.0	45%	680.3	-25%	1,890.3
Total Expense	400.6	285.2		555.9		1,476.4
EBITDA	109.1	66.7	63%	124.4	-12%	413.9
EBITDA Margin (%)	21.4%	19.0%		18.3%		21.9%
Other Income	14.1	8.1		12.3		47.9
Depreciation and Amortisation Expense	2.4	2.3		3.1		11.2
Finance Cost	9.3	14.6		13.9		58.4
Share of profit / (loss) of JV	2.3	0.1		2.7		4.8
Profit before Tax	113.8	58.0		122.4		397.0
Tax	26.7	14.2		30.9		108.1
Profit After Tax	87.1	43.8		91.5		289.0
Non Controlling Interest	4.6	4.8		10.0		30.4
Profit After Tax after Non-Controlling Interest	82.4	38.9	112%	81.6	1%	258.6
PAT Margins (%)	15.7%	10.8%		11.8%		13.3%

Historical Financial Highlights - Consolidated

Profit & Loss Statement (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Revenue from Operations	509.7	1,890.3	961.5	427.2	267.0	371.4
Total Expense	400.6	1,476.4	714.0	330.6	269.7	271.6
EBITDA	109.1	413.9	247.5	96.6	-2.7	99.8
EBITDA %	21.4%	21.9%	25.7%	22.6%	-	26.9%
Other Income	14.1	47.9	201.2	24.9	27.2	31.4
Depreciation and Amortisation Expense	2.4	11.2	9.3	9.2	7.1	7.4
Finance Costs	9.3	58.4	61.8	58.4	56.9	53.4
Profit before Tax	113.8	397.0	378.9	55.1	-34.4	85.5
Tax	26.7	108.1	80.4	21.8	-22.2	42.9
Profit After Tax	87.1	289.0	298.5	33.3	-12.2	42.6
Non Controlling Interest	4.6	30.4	82.2	1.3	-5.1	0.8
Profit After Tax after Non-Controlling Interest	82.4	258.6	216.4	32.0	-7.1	41.8
PAT Margins (%)	15.7%	13.3%	18.61%	7.1%	--	10.4%

Particulars (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	74.3	74.3	74.3	49.5	49.5	49.5
Other Equity	1,084.0	1,015.1	785.3	625.3	620.3	644.5
Equity attributable to owners of Man Infraconstruction Limited	1,158.3	1,089.4	859.6	674.8	669.8	694.0
Non Controlling Interest	60.3	55.8	70.2	18.7	19.1	42.5
Total Equity	1,218.6	1,145.2	929.8	693.5	688.8	736.5
Long Term Borrowings	73.8	12.3	377.4	323.5	363.2	402.8
Short Term Borrowings	130.7	193.6	179.9	182.9	33.2	47.4
Total Borrowings	204.5	205.9	557.3	506.4	396.4	450.2

Particulars (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Total Cash & Cash Equivalents	536.0	308.1	513.4	299.5	156.3	163.1

Q1FY24 Standalone Financial Highlights

Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
Revenue from Operations	362.6	97.5	272%	356.1	2%	797.8
Total Expense	283.1	62.4		328.3		660.9
EBITDA	79.5	35.2	126%	27.9	185%	136.9
EBITDA Margin (%)	21.9%	36.0%		7.8%		17.2%
Other Income	7.8	11.8		14.3		83.2
Depreciation and Amortisation Expense	1.6	1.2		2.0		6.7
Finance Cost	1.0	0.2		1.9		4.6
Profit before Tax	84.7	45.6		38.3		208.8
Tax	21.4	10.8		8.5		42.8
Profit After Tax	63.3	34.7	82%	29.8	112%	166.0
PAT Margins (%)	17.1%	31.8%		8.0%		18.8%

Historical Financial Highlights - Standalone

Profit & Loss Statement (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Revenue from Operations	362.6	797.8	236.6	119.6	107.0	166.5
Total Expense	283.1	660.9	175.5	115.9	108.8	125.7
EBITDA	79.5	136.9	61.1	3.7	-1.8	40.8
EBITDA %	21.9%	17.2%	25.8%	3.1%	-	24.5%
Other Income	7.8	83.2	75.3	113.8	96.3	107.5
Depreciation and Amortisation Expense	1.6	6.7	4.8	6.5	4.8	4.0
Finance Costs	1.0	4.6	0.4	1.2	1.1	1.5
Profit before Tax	84.7	208.8	131.2	109.8	88.6	142.8
Tax	21.4	42.8	25.6	17.4	19.9	34.3
Profit After Tax	63.3	166.0	105.6	92.4	68.7	108.5
PAT Margins (%)	17.1%	18.8%	33.9%	39.6%	33.8%	39.6%

Particulars (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	74.3	74.3	74.3	49.5	49.5	49.5
Other Equity	1,111.8	1,061.9	929.8	881.2	811.2	756.6
Total Equity	1,186.1	1,136.1	1,004.0	930.7	860.7	806.1
Long Term Borrowings	0.0	0.0	0.0	0.0	0.0	0.0
Short Term Borrowings	0.0	10.8	0.0	0.0	0.0	10.4
Total Borrowings	0.0	10.8	0.0	0.0	0.0	10.4

Particulars (Rs. Crs.)	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Total Cash & Cash Equivalents	318.7	173.8	171.8	191.4	61.0	60.3
Loans (given to own Real estate SPVs)	438.5	524.3	667.1	528.9	521.1	536.3

Real Estate Business



Superior Competitive Strength

13 projects (residential + commercial) delivered

- Proven track record of quality & execution
- All projects delivered before the scheduled date

~Rs. 700[^] cr. invested
by the company in own Real Estate
Development Projects as on 30th June 2023

~4.6* million sq. ft. (Carpet area) of
real estate portfolio

* Includes ongoing, upcoming and balance potential

Be Asset Light

Growth through JD/JV/DM model;
Spreads risk and leverages on partners capabilities as well

In-house Execution

Capitalizing on Man Infra’s execution capabilities
Leading to better control & margin expansion

Discipline & Efficiency

Maintain Project Discipline & tight project monitoring
Ensuring no cost over runs & margin expansion

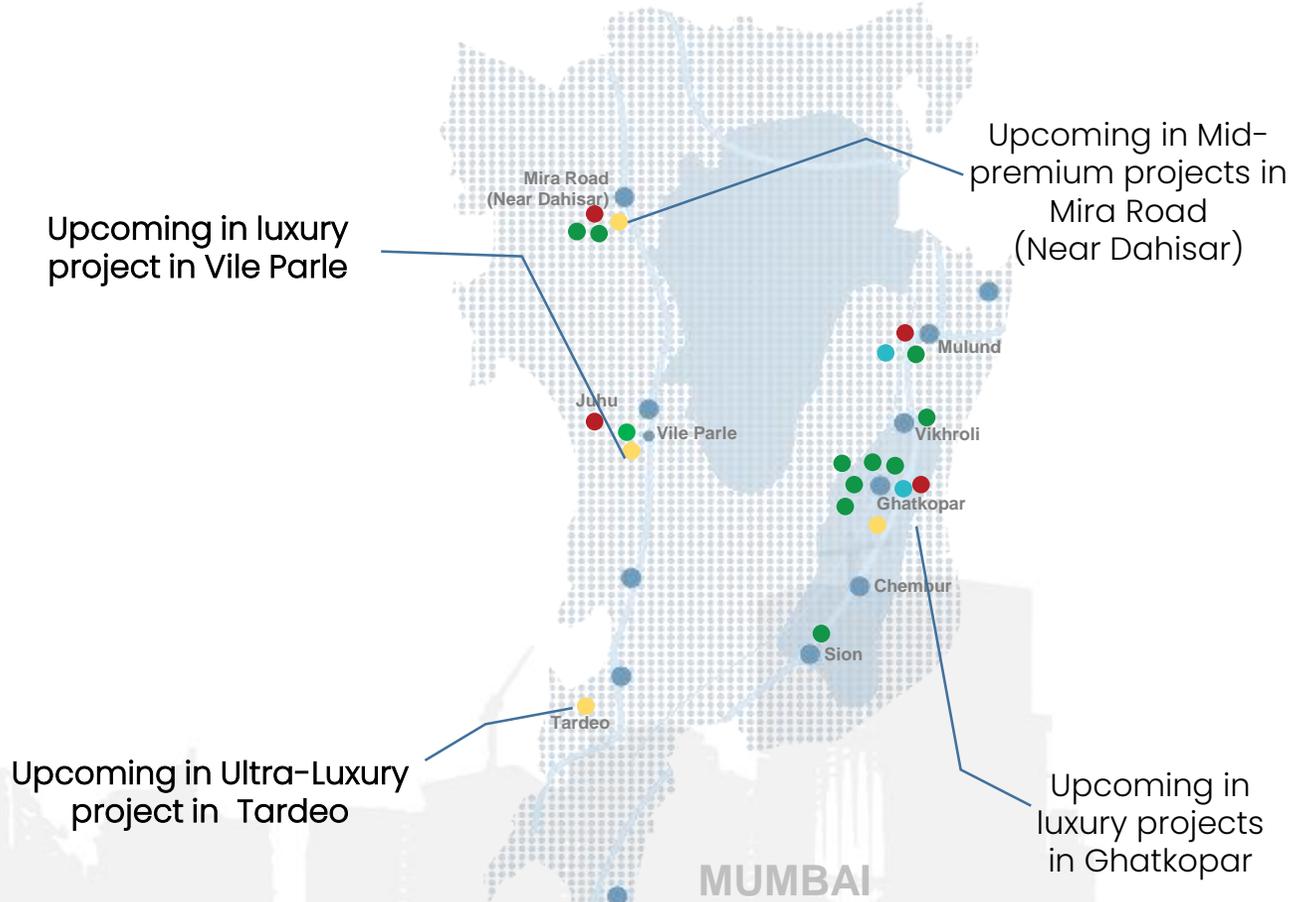
Cash Flow Management

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

[^] Includes investment by MICL in form of Equity & Loan



Strengthening Real Estate Presence



*Remaining 2 out of 6 residential towers
 \$ Remaining 6 towers (5 residential & 1 commercial)

LEGEND

- Completed Projects
- On-going Residential Projects
- On-going Commercial Projects
- Upcoming Projects

Completed Projects

- Aaradhya Tower
- Aaradhya Saphalya
- Aaradhya Nalanda
- Aaradhya Residency
- Aaradhya Signature
- Aaradhya Nine
- Aaradhya Eastwind
- Atmosphere – Ph 1
- Aaradhya Highpark - Ph 1
- Aaradhya Primus
- Aaradhya One Earth
- Aaradhya Square
- Insignia

On-going Residential Projects

- Aaradhya Parkwood
- Aaradhya Evoq
- Atmosphere O2
- Atmosphere Tower G
- Aaradhya One Earth\$
- Aaradhya Highpark – Ph 2*

On-going Commercial Projects

- The Gateway

Upcoming Projects: Tardeo • Vile Parle • Ghatkopar • Mira Road

Building Our International Presence

Edition Residences



Location: Fort Lauderdale, Florida, USA

Type: Residential

Size: 65 Luxury residence units with saleable area of ~1,75,000 sq. ft.

Launch of 'Edition Residences' in Q2FY23 – 1st branded project of 'Marriott International'

URBIN Miami Beach



Location: Washington Avenue, Miami Beach, Florida

Type: Commercial, lease model

Features: co-live, co-work, and an extended-stay hotel component alongside wellness amenities

Initial stage of approvals

1505 Ponce



Location: Coral Gables, Florida, USA

Type: Residential

Size: 87 Luxury condominium units with saleable area of ~2,52,000 sq. ft.

Initial stage of approvals

3090 McDonald Avenue



Location: Coconut Grove, Florida

Type: Residential

Size: : Saleable area of ~6,000 sq. ft.

Ongoing Real Estate Projects

Sr. No.	Project Name	Name of developing entity	MICL's Stake	Type	Location	RERA Carpet area (sq ft.)	Area sold as on 30.6.2023 (sq ft.)	Launch Date	Est. Completion Date ^{\$}	Total Units	Units Sold as on 30.6.2023
1	Aaradhya High Park – Tower E & F	Man Vastucon LLP	99.99%	2 Residential towers	Near Dahisar, Thane	2,21,460	1,89,336	Oct-21	Dec-25	468	396
2	Aaradhya One Earth	Man Realtors & Holdings Pvt. Ltd.	62.79%	5 Residential & 1 Commercial tower (MICL House)	Ghatkopar, Mumbai	3,57,082	2,86,279	Sep-20	Jun-25	316	278
3	Atmosphere O2	Atmosphere Realty Pvt. Ltd.	17.50%	3 Residential (Atmosphere O2) & 1 Commercial (The Gateway)	Mulund, Mumbai	7,12,421	6,20,438	Jan-20	Dec-26	1,170	1,026
4	Atmosphere Tower – G	Atmosphere Realty Pvt. Ltd.	17.50%	1 Residential Tower	Mulund, Mumbai	3,16,628	87,857	Apr-22	Dec-28	434	121
5	Aaradhya Evoq	Man Infra-contracts LLP	70.00%	1 Residential tower	Juhu, Mumbai	60,065	40,770	May-22	Jun-26	29	20
6	Aaradhya Parkwood – Phase 1	Man Vastucon LLP	99.99%	2 Residential towers	Near Dahisar, Thane	3,01,329	1,73,013	Dec-22	Dec-28	546	322
					Total	19,68,985	13,97,693			2,963	2,163

Note: Further Potential of approximately 10.0 Lakh Sq. Ft. Carpet Area in Dahisar Project

Further Potential of ~3.00 Lakh Carpet Area in Vile Parle Project

^{\$} As per RERA

Upcoming Real Estate Projects

Sr. No.	Project Name	Name of developing entity	MICL's Stake	Type	Location	Carpet area (sq ft.)	Expected Launch Date*	Total Units
1	Aaradhya Parkwood - Phase 2	Man Vastucon LLP	99.99%	2 Residential Towers	Near Dahisar, Thane	2,30,136	Sep-23	455
2	Aaradhya Awaan	Man Vastucon LLP	99.99% DM Model	2 Residential Towers	Tardeo, Mumbai	~6,50,000 [^]	Sep-23	323
3	Ghatkopar 60 ft	MICL Creators LLP	60%	11 Residential tower	Ghatkopar, Mumbai	~4,00,000 [^]	Q4FY24	~234
Total						1,280,136		

* Subject to change as per market conditions

[^] Subject to change as per final approvals

Completed Real Estate Projects

Sr. No.	Project	Type	Total Units	No. of Units Sold	Total Carpet Area (sq.ft.)	Carpet Area Sold (sq.ft.)	Completed time before scheduled Date
1	Aaradhya Tower	Residential	48	48	46,994	46,994	1 month
2	Aaradhya Saphalya	Residential	5	5	4,244	4,244	10 months
3	Aaradhya Nalanda	Residential	10	10	8,405	8,405	9 months
4	Aaradhya Residency	Residential	46	46	30,210	30,210	6 months
5	Aaradhya Signature	Residential	27	27	32,590	32,590	9 months
6	Aaradhya Nine	Residential	155	155	1,09,062	1,09,062	10 months
7	Aaradhya Eastwind	Residential	164	164	1,02,484	1,02,484	17 months
8	Atmosphere - Ph 1	Residential	721	720	5,17,775	5,16,777	7 months
9	Aaradhya HighPark - Phase 1*	Residential & Commercial	859	844	4,28,688	4,22,879	16 months
10	Aaradhya One Earth ^	Residential & Commercial	198	197	1,41,683	1,39,080	14 months
11	Insignia	Residential	43	40	36,455	33,816	19 months
Total			2,276	2,256	14,58,590	14,46,541	

* Completed and delivered 4 residential towers and 1 commercial tower (Aaradhya Primus) in FY23

^ Completed & delivered 2 residential towers and 1 commercial tower (Aaradhya Square) in FY23

EPC Business



Marquee Clientele with excellent client relationships

adani

PSA
The World's Port of Call

APM TERMINALS
Lifting Global Trade

DP WORLD



BHARTI airtel

Godrej | PROPERTIES

TATAHOUSING

Camlin

MILTON



PIMPRI CHINCHWAD
MUNICIPAL CORPORATION

ELCOME
INTEGRATED SYSTEMS

Sunteck

NEELKANTH
Building Trust Since 1938

The Wadhwa Group
Landmarks planned with passion

ACME
Housing happiness, since 1976

PARANJAPÉ
SCHEMES
Paranjape Schemes (Construction) Limited
The Spirit Of New India

rohan
Lifescapes

Kohinoor

DB REALTY
THE NEXT LEVEL

Ongoing EPC Projects

0 1

Infrastructure

~1.29 Mn. sq. ft. of Construction Work

- Govt. Residential: PCMC – Charholi & Ravet

~110 Hectares – Ports – BMCT



0 2

Residential

~2.55 Mn. sq. ft. of Construction Work

- Atmosphere Phase II*
- Aaradhya High Park – Phase 1^



0 3

Commercial

~0.31 Mn. sq. ft. of Construction Work

- Gateway



* Includes launch of new 'Tower G' as part of Phase II

^ Includes 2 residential towers E&F (Completed EPC work of 4 towers in Q3FY23)

Way Forward



Strategic Priorities

1

Strengthening our position in existing segments

2

Focus on execution and Cash Flow generation

3

Maintain a strong Balance Sheet

4

Create superior shareholder value

Way Forward



Expansion Strategy

- **Real Estate**
 - Focus to grow in MMR region through Asset Light model – JV / JDA / DM
 - Well-diversified portfolio across customers, category and micro market
 - Expand presence in USA markets
- **EPC orders**
 - Continue bidding in Infra & Govt. sector



Higher Revenue Visibility

- Expecting potential increase in real estate revenue from ongoing & upcoming projects and additionally from projects in pipeline
- Order book of Rs. 1,265 Cr+ as on Jun-23
- Launch of new real estate projects is likely to further strengthen order book



Global (USA) Expansion

- Expand footprint in demand-generating market - Miami, Florida, USA
- Strategic tie-up with local partners (Location Ventures) and reputed brand partners – ‘Marriott’ Group



Maintain strong liquidity & profitability

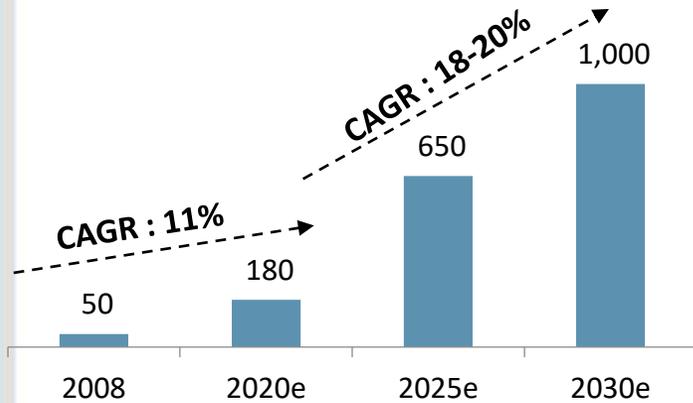
- Negligible net debt & high liquidity levels
- Strive to maintain Profitability levels

Annexure



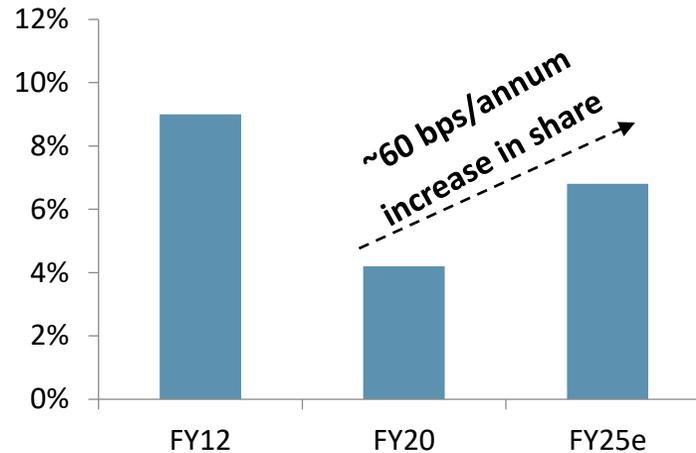
Real Estate Market: Poised for mutli-year growth cycle

Indian Real Estate to become \$1 trillion market



figures in USD bn

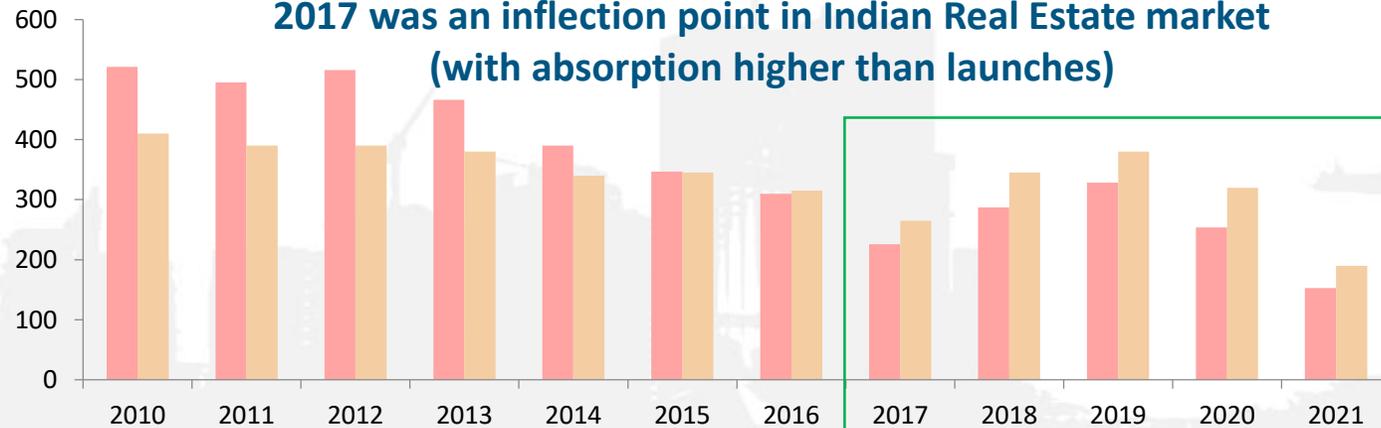
Housing to contribute ~7% of GDP



Favourable Long-Term Factors

- Home loan rate still lower than peak levels
- Significant improvement in affordability
- Unsold Inventory at it's lowest levels
- Increased urge of owning better and larger homes
- Government policy support
- Increased urbanization and family nuclearisation

2017 was an inflection point in Indian Real Estate market (with absorption higher than launches)



Source: Anarock, Propequity

■ Launches (msf)

■ Top 7 Cities absorption (msf)

Robust Infrastructure Play

Large scale development initiatives by Government



Sagarmala Project

- Port Development and modernization program
- Significant Investment outlay of Rs. 5.5 trillion by 2035



PM GatiShakti Master Plan

- Sustainable development of Mass Transport, Waterways, Railways, Roads, Airports, Ports, and Logistics Infrastructure
- Significant Investment outlay of Rs. 1 trillion



PMAY – ‘Housing for All’

- Promoting affordable housing to 122 lakh homes
- ₹48,000 cr. allocated for completion of 80 lakh houses in FY22 budget

Strong Macro-Drivers

- **Infrastructure led economic growth**
- **Strong emphasis laid on ‘Make in India initiative’**
- **All time high Exports at \$ 400 bn**
- **Major Ports records decadal high, Cargo traffic of 720 Million tonnes in FY22**
- **Intensifying ‘China+1’ Play**
- **Strong push for ‘Free-Trade-Agreement’ in key markets**
- **Counter-cyclical policies by foreign economies**



A SYMBOLIC CONFIRMATION OF OUR COMMITMENT TO CREATING VALUE

INDIA INDUSTRY
ACHIEVEMENT
CIVIL
CONSTRUCTION
2022

HURUN INDIA AWARD

Times '40 under
40' leaders

**Emerging Builder
Young achiever of
the year**

ETHICAL
BRAND
OF THE YEAR
2022

**Incredible Brands of
India Awards**

EXCELLENCE
IN
DELIVERY
2022

**Incredible Brands
of India Awards**

INDIA'S
TOP
CHALLENGERS
2022

**20th CONSTRUCTION
WORLD GLOBAL AWARDS**

MAHARASHTRA'S
PILLAR OF
STRENGTH
2022

**MAHARASHTRA
BAL STAMBH AWARDS**

ICONIC
YOUNG
ACHIEVER
2021

**THE TIMES OF
INDIA**

BEST
BRANDS
2021

**THE ECONOMICS
TIMES**

MOST
PROMISING
DELIVERY
2019

**REALTY LION
AWARDS**

TOP
CHALLENGER
OF THE YEAR
2017

**CONSTRUCTION
WORLD**

OUTSTANDING
CONCRETE
STRUCTURE
OF VIDARBHA
2014

**ICI & ULTRATECH
CEMENT LTD**

BEST
SAFETY
PRACTICES
2014

**NATIONAL SAFETY
COUNCIL**

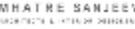
BEST
BUSINESS
PARTNER
2012

TATA HOUSING

BUSINESS
EXCELLENCE
AWARD
2012

INC 500

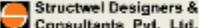
ARCHITECTS

 ACCESS ARCHITECTS LEADING BEYOND	 Architect Hafeez Contractor	 SSA ARCHITECTS	 DSP	 EDIFICE
Access Architects	Architect Hafeez Contractor	Sandeep Shikra & Associates	DSP Design Associates Pvt Ltd	Edifice Architects Pvt Ltd
 J.P. PAREKH & SONS	 MHAHRE SANJEEV	 NPA PL	 enclosure	 DAISARIA ARCHITECTS
JP Parakh & Sons	Mhatre Sanjeev	N P A P L	Enclosure Architects & Interior Designer	Daisaria Architects
 Spaceage Consultants	 Designmatrix	 Omkar Associates Architects	 PGP	 Reza Kabul
Spaceage Consultants	Designmatrix	Omkar Associates Architects	P G Patil & Associates	Reza Kabul
 SASHI PRABHU & ASSOCIATES	 SPATIAL DESIGNS	 VPC	 ingrain	 iKA
Sashi Prabhu & Associates	Spatial Designs Consultants Pvt Ltd	Vijay Punjabi Consultants Pvt Ltd	Ingrain Architectural Firm	Rajinder Kumar & Associates

LANDSCAPE ARCHITECTS

 GSA	 WAHO	 ESQ
GSA (Green Space Alliance) Landscape Architects	WAHO Landscape architects	Every Square Inch Design Studio

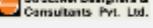
STRUCTURAL CONSULTANTS

 Foster + Partners	 Advent Projects & Consultants Pvt Ltd	 Bovis Lend Lease, India	 Cullen Grummit & Roe (International) Pty Ltd, Australia	 Mahimtura Consultants Pvt Ltd	 Parikh Kukarni
Foster + Partners (UK)	Advent Projects & Consultants Pvt Ltd	Bovis Lend Lease, India	Cullen Grummit & Roe (International) Pty Ltd, Australia	Mahimtura Consultants Pvt Ltd	Parikh Kukarni
 STERLING	 Structwel Designers & Consultants Pvt. Ltd.	 VASTECH	 JW CONSULTANTS	 Sura & Associates Ltd	 Sura & Associates
Sterling Engineering Consultancy Service Pvt Ltd	Structwel Designers & Consultants Pvt Ltd	Vastech Consultants Pvt Ltd	J+W Consultants (Formerly known as M/s Y S Sane Associates)	Sura & Associates Ltd	Sura & Associates

MEP CONSULTANTS

 HCP	 SN Joshi Consultants Pvt Ltd	 Clancy Global	 PDA
HCP Design & Project Management, Pvt Ltd	SN Joshi Consultants Pvt Ltd	Clancy Global	Pankaj Dhanekar & Associates MEP & Green Building Consultants

PROJECT MANAGEMENT CONSULTANTS

 FAIRWOOD	 VPC	 PANORA INFRASTRUCTURE LLP	 Structwel Designers & Consultants Pvt. Ltd.	 SYNERGY
Fairwood Consultants	Vijay Punjabi Consultants Pvt Ltd	Panora Infrastructure	Structwel Designers & Consultants Pvt Ltd	Synergy Property Development Services Pvt. Ltd.

GLOBAL BRAND COLLABORATIONS

 EDITION	 MARRIOTT	 MAN EPC	 MICL REAL ESTATE
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Living Better: Strong Focus on ESG

“TODAY WE LIVE OUR BEST LIFE, AND TOMORROW, WE LIVE BETTER.”- Mr. Manan Shah

- Mix Design Development for Reducing the Environmental Impact of Concrete (Reduction of Cement Consumption by ~30%)
- Reduction in the use of Conventional (Wooden) Shuttering by use of Aluminum Formwork
- Efficient design to retain as much of existing trees as possible and replanting trees to conserve natural resources
- Use of high-performance energy efficient double-glazed glass which reflects heat and allows light into the building to maximize the use of daylight
- In-house RMC providers are located nearby Sites to minimize the environmental impact of transportation
- Unusable construction wastage is sent to the vendors for appropriate recycling.
- Aluminum Mivan formwork for Shuttering is reused for multiple cycles.; Recycling

Sustainable Alternatives

Recycling

Lower Energy Consumption

Real Estate: Ongoing Projects



aaradhya
PARKWOOD
Enchanted Serene Living

*Flats/Units offered for sale are only for Tower 3 (Clay) & Tower 4 (Drip) of Aaradhya Parkwood 1 Project.



Artist's Impression

AMENITIES



Infinity Swimming Pool



Toddler's Area



Yoga & Zumba



Indoor Games Area



Real Estate: Ongoing Projects



AMENITIES



Reflection Pool



Elegant Deck Seating



Peaceful Zen Garden



Silver Screen Theatre

Real Estate: Ongoing Projects

atmosphere  2

THE **GATEWAY**



Artist's Impression



Artist's Impression

AMENITIES



Luxurious Swimming Pool



Kids' Play Area



Mini - Theatre



Gymnasium

MAN INFRACONSTRUCTION LIMITED



Real Estate: Ongoing Projects



aaradhya | SQUARE



Artist's Impression

AMENITIES



The Sports Lounge



Snooker Lounge



Gymnasium



Business Chamber



Real Estate: Ongoing Projects

aaradhya
HIGH PARK

BEYOND THE EXPECTED

Phase - II



AMENITIES



Swimming Pool Theatre



The Gymnasium



Play Court - Tennis



Kids Play Zone

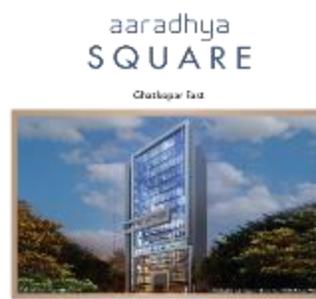
Real Estate: Completed Projects



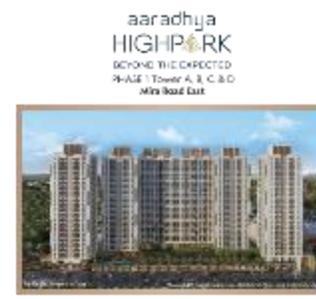
19 BEFORE TIME POSSESSION
MONTHS SEP 2020 TO MAY 2023



14 BEFORE TIME POSSESSION
MONTHS SEP 2020 TO JAN 2023



20 BEFORE TIME POSSESSION
MONTHS JAN 2021 TO JAN 2023



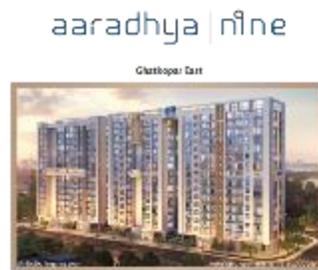
16 BEFORE TIME POSSESSION
MONTHS OCT 2018 TO NOV 2022



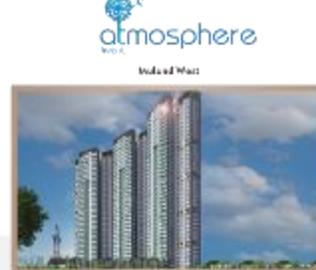
04 BEFORE TIME POSSESSION
MONTHS OCT 2018 TO NOV 2022



17 BEFORE TIME POSSESSION
MONTHS MAR 2019 TO JULY 2022



10 BEFORE TIME POSSESSION
MONTHS MAR 2017 TO DEC 2019



07 BEFORE TIME POSSESSION
MONTHS JAN 2015 TO FEB 2019



09 BEFORE TIME POSSESSION
MONTHS OCT 2015 TO APR 2018



06 BEFORE TIME POSSESSION
MONTHS OCT 2015 TO MAY 2017



09 BEFORE TIME POSSESSION
MONTHS AUG 2015 TO OCT 2016



10 BEFORE TIME POSSESSION
MONTHS FEB 2015 TO MAY 2016



01 BEFORE TIME POSSESSION
MONTHS MAY 2013 TO MAY 2015

Real Estate: Completed Projects - Aaradhya Eastwind



All images are actual shots.

Real Estate: Completed Projects - Aaradhya Highpark – Phase 1



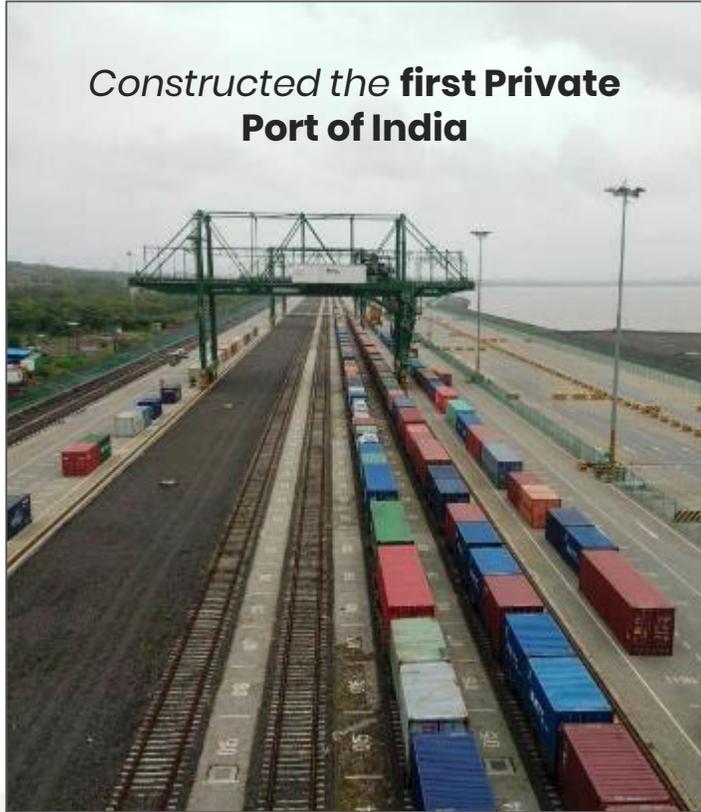
All images are actual shots.

Real Estate: Completed Projects - Aaradhya One Earth – Phase 1



All images are actual shots.

EPC Completed Projects – Port Infrastructure



Constructed the **first Private Port of India**

Nhava Sheva International Container Terminal
Navi Mumbai

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
Transshipment Terminal (ICTT)

30 Hectares



Gujrat Pipavav Port Ltd.

15 Hectares

EPC Completed Projects – Residential Buildings and 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: 2.46 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....

EPC Completed Projects – Commercial Buildings and Institutions



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.

THANK YOU

INVESTOR RELATIONS

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