



MAN INFRACONSTRUCTION LIMITED

12th Floor, Krushal Commercial Complex, Above Shoppers Stop, G. M. Road, Chembur (West), Mumbai - 400089. India
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Date: 6th July, 2020

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

To,
The Corporate Relationship Department
BSE Limited
P. J. Towers, Dalal Street,
Mumbai - 400 001

CM Quote: MANINFRA - EQ

Script Code: 533169 (MANINFRA)

Dear Sir / Madam,

Sub: Man Infraconstruction Limited-“Investor Presentation - FY2020”

Dear Sir/Madam,

Please find attached the “Investor Presentation - FY2020” 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

Ashok Mehta

Ashok Mehta
Whole-time Director & CFO
DIN: 03099844



Encl.: as above



CONSTRUCTION



REAL ESTATE

MAN INFRACONSTRUCTION LIMITED

ABOUT COMPANY //

- Incorporated in 2002; **Man Infraconstruction Limited has two Business Verticals; EPC and Real Estate**
- **Promoter Mr. Parag Shah** has 25+ years of industry experience
- Leadership of young and dynamic **Managing Director, Mr. Manan Shah**
- **Vast expertise and experience in civil construction** of port infrastructure, Residential, Commercial, Industrial & Institutional Buildings across India
- **Delivered over 25 million sq.ft.** of construction area across segments; Executed Onshore **Port Infrastructure work for 7 Ports** in India
- Order Book of **Rs. 8,005 million** (As on 31st March, 2020)
- Recognized for its superior quality construction and timely project delivery; Man Group has **delivered 7 Residential projects in Mumbai**
- About **3.3 million sq. ft. (RERA Carpet) of ongoing and upcoming** Residential Development Projects in Mumbai/MMR
- An **ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018** certified Company

EXPERIENCED MANAGEMENT //



PARAG SHAH
Non-executive Chairman
& Promoter

- Promoter of Man Infraconstruction Limited; he has experience of over 25 years in the construction industry
- Under his leadership, the Company won the prestigious contract for construction of the first private port in India at Nhava Sheva, JNPT



MANAN SHAH
Managing Director
& Promoter

- Joining the Company in 2013, he was instrumental in growing the Group's Real Estate Business
- At the helm, he leads the EPC and Real Estate Business Development
- With passion for design and eye for detail, he is deeply involved in the design & planning of the projects
- He has tremendous foresight which enables him to take strategic decisions at every stage of the Company's development

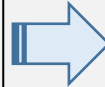


SUKETU SHAH
Joint Managing Director

- Leads the project execution team with a technical eye towards detail and 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

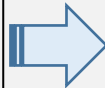
PROFESSIONAL & INDEPENDENT BOARD //

Berjis Desai
Non-Executive Chairman &
Independent Director



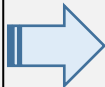
A Master of Law from the University of Cambridge, he is an independent legal counsel engaged in Private Client Practice. Retired as Managing Partner of J Sagar Associates, a National Law Firm; he guides the company towards strong corporate governance and culture of compliance

Kamlesh Vikamsey
Independent Director



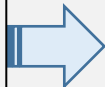
Former President of the Institute of Chartered Accountants of India and a Member of the Audit Advisory Committee to The United Nations and UNICEF; he guides the company in the areas of tax policies, audit & accounting

Dharmesh Shah
Independent Director



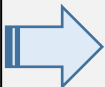
Guides the company in overall financial planning and asset allocation

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.

Ashok Mehta
Director & CFO



A qualified Chartered Accountant, he has over 34 years of experience both in India and abroad in finance, accounts, systems and commercial aspects of the business in trading and manufacturing organizations. He is responsible for looking after finance, accounts, auditing, income-tax, GST and property related matters.

EPC DIVISION //



- Order Book of **Rs. 8,005 million** (As on 31st March, 2020)
- New orders worth **Rs. 2,821 million** received in FY20 in Residential & Commercial Buildings and Port Infrastructure Segment

KEY STRENGTHS :

- Team Size of about **430 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; **significant investment** in Formwork systems like **MIVAN**
- Efficient **project monitoring and cost control**
- Commitment to **quality and timely delivery** resulting in repeat business from clients

MARQUEE CLIENTELE //

Excellent Client Relations with no Arbitration & no Litigation track record

DP WORLD

PSA
The World's Port of Call

Lifting Global Trade.
APM TERMINALS

TATAHOUSING

Sunteck

PARANJAPÉ
SCHEMES
The Spirit Of New India

NEELKANTH
Building Trust Since 1938

adani

DB REALTY
THE NEXT LEVEL

Godrej | PROPERTIES

Kohinoor

ELCOME
INTEGRATED SYSTEMS

VIRAJ
Viraj Profiles Limited

PIMPRI CHINCHWAD
MUNICIPAL CORPORATION

bharti
Airtel

GPI
GODFREY PHILLIPS
— INDIA LIMITED —

ACME
Housing happiness, since 1976

rohan
Lifescapes

SIMPLEX
INFRASTRUCTURES LTD.

praj
Innovate • Integrate • Deliver

COMPLETED RESIDENTIAL PROJECTS //

..... to name a few



Godrej Anandam City, Nagpur



Atmosphere, Mulund, Mumbai



Tata Housing, Mulund, Mumbai



Blue Ridge, Pune



Acme Ozone, Thane



Orchid Woods, Goregaon, Mumbai

COMPLETED PORT INFRASTRUCTURE PROJECTS //



**Nhava Sheva International
Container Terminal (NSICT),
Navi Mumbai**



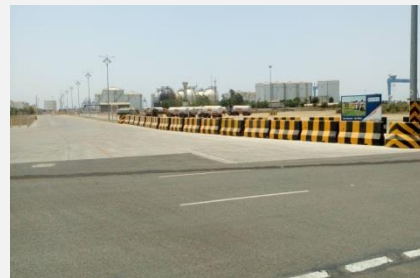
**Gateway Terminals of India
(GTI), Navi Mumbai**



**Bharat Mumbai Container
Terminal (BMCT) – PHASE 1,
Navi Mumbai**



**International Container
Transshipment Terminal
(ICTT), Kochi**



Port Pipavav, Gujarat



**Mundra International
Container Terminal (MICT),
Mundra**



**Chennai Container Terminal,
Chennai**

COMPLETED COMMERCIAL PROJECTS //

..... to name a few



Kohinoor Hospital
Kurla, Mumbai



**Kohinoor Commercial
Complex, Kurla, Mumbai**



**Godfrey Philips Factory
Building, Navi Mumbai**



**Airtel Switching & Data
Centre, Navi Mumbai**



**Viraj Steel
Section Rolling Mill, Boisar**



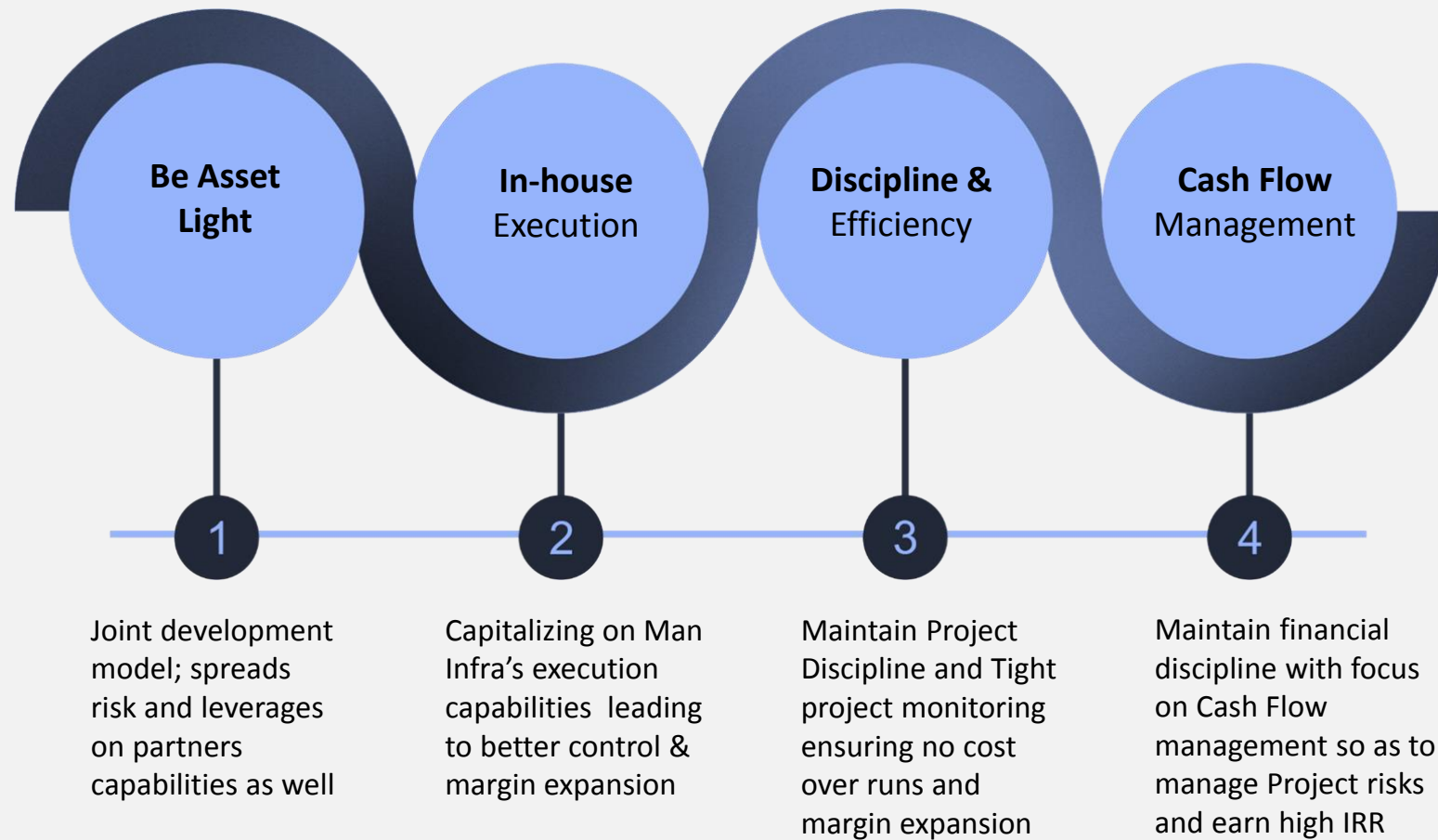
**Gigaplex I.T Park Tower, Navi
Mumbai**

REAL ESTATE DIVISION //



- Proven track record of quality and timely delivery; **7 Residential projects delivered - all before the scheduled delivery date.**
- **As on 31st March, 2020 approximately 82% inventory of 4 towers from total 6 towers of Phase 1 of the Group's Flagship Project 'Aaradhya HighPark' have been sold. Towers E and F planned to be launched in FY20-21.**
- **Completed execution and received Occupation Certificate (OC) for project 'Aaradhya Nine' in December 2019.**
- **Launched Phase II of project 'Atmosphere' in Mulund in November 2019. The project is being developed in joint venture with The Wadhwa Group and Chandak Developers.**
- **'Aaradhya One Earth' - MHADA Redevelopment project in Ghatkopar East, Mumbai planned to be launched soon; project registered with RERA and all necessary approvals received.**
- Man Infra (through its SPVs) has invested **approximately Rs. 5,000 million in own Real Estate Development Projects** as on 31st March, 2020.
- About **3.3 million sq. ft. (RERA Carpet) of ongoing and upcoming Residential Development Projects.**

REAL ESTATE CORE PRINCIPLES //



ONGOING & UPCOMING REAL ESTATE PROJECTS //

Project	Project Size RERA Carpet Area (sq.ft.)	Location	Subsidiary/SPV	Man Infra's Stake in SPV	Project Status
Aaradhya HighPark – Phase 1	~639,000	Near Dahisar, Thane	Man Vastucon LLP	99.99%	Ongoing
<i>*Aaradhya HighPark (Phase 2 and 3) has a potential sale area of 1.3 million sq.ft.</i>					
Aaradhya Eastwind	~102,000	Vikhroli, Mumbai	MICL Developers LLP	99.99%	Ongoing
Atmosphere O2 (Phase II)	~605,000	Mulund, Mumbai	Atmosphere Realty P.L.	17.50%	Ongoing
The Gateway (Commercial)	~137,000	Mulund, Mumbai	Atmosphere Realty P.L.	17.50%	Project registered with RERA; launch expected soon
Aaradhya One Earth	~518,000	Ghatkopar, Mumbai	Man Realtors & Holdings P. Ltd.	66.00%	Project registered with RERA; launch expected soon

~ Approximate, * Estimated

ONGOING REAL ESTATE PROJECTS //



Project: Aaradhya HighPark – Phase 1

Location: Near Dahisar, Thane

Details: 6 towers of 30 storey each



Project: Aaradhya EastWind

Location: Vikhroli, Mumbai

Details: 1 tower of 34 storey



Project: Atmosphere O2 (Phase 2)

Location: Mulund, Mumbai

Details: 3 Residential towers of 47 storey each

REAL ESTATE PROJECTS DELIVERED //

aaradhya | tower



Carpet Area : 46,900 Sq.ft.

aaradhya | residency



Carpet Area : 30,200 Sq.ft.

atmosphere
live it



Carpet Area : 517,700 Sq.ft.



2015

2017

2019

2016

aaradhya | signature
SION - WEST

2018

2020

aaradhya | saphalya



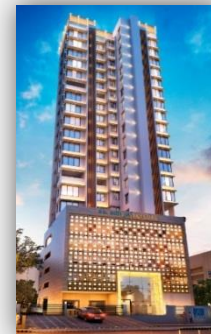
Carpet Area : 4,200 Sq.ft.

aaradhya | nalanda



Carpet Area : 8,400 Sq.ft.

aaradhya | signature
SION - WEST



Carpet Area : 32,500 Sq.ft.

aaradhya | nine
GHATKOPAR-EAST



Carpet Area : 109,000 Sq.ft.

STANDALONE FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Income	2,033	2,740	2,831	2,250	2,642
Income from Operations	1,070	1,665	1,929	1,584	2,117
Other Income	963	1,075	902	666	525
EBITDA (excluding Other Income)	(18)	408	177	284	211
EBITDA Margin	-	24.5%	9.2%	17.9%	10.0%
Profit After Tax (PAT)	687	1,085	737	596	431
PAT Margin	35.8%	39.6%	26.0%	26.5%	16.3%
Earning Per Share	2.78	4.38	2.98	2.41	1.74
Dividend Per Share	0.55	1.26	0.54	0.54	1.53

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Debt	-	104	-	-	-
Networth	8,607	8,061	7,280	6,832	6,233
Debt : Equity	0.00x	0.01x	0.00x	0.00x	0.00x

Note: Above Results are in accordance with Indian Accounting Standards (IND AS)

STANDALONE FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Cash & Cash Equivalent + Mutual Funds	610	603	1,414	2,195	1,774
Loans (given to SPVs for own Real Estate Projects)	5,211	5,363	4,239	2,727	1,876

...leading to generation of healthy other income

Note: The above details are part of Standalone Financials

CONSOLIDATED FINANCIALS //

Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Income	2,942	4,028	6,957	4,992	2,630
Income from Operations	2,670	3,713	6,516	4,517	2,264
Other Income	272	315	441	475	366
EBITDA (excluding Other Income)	(27)	997	1,994	1,059	350
EBITDA Margin	-	26.8%	30.6%	23.4%	15.5%
Profit After Tax (PAT)	(71)	418	665	530	176
PAT Margin	-	10.4%	9.6%	10.6%	6.7%
Earning Per Share	(0.29)	1.69	2.69	2.14	0.71
Particulars [Rs. million]	FY20	FY19	FY18	FY17	FY16
Total Debt	3,964	4,502	4,365	2,956	2,830
Long Term Debt	3,632	4,028	3,888	2,485	2,314
Short Term Debt	332	474	477	471	516
Networth	6,698	6,940	6,884	6,544	6,011
Debt : Equity	0.59x	0.65x	0.63x	0.45x	0.47x

Note: Above Results are in accordance with Indian Accounting Standards (IND AS)

WAY FORWARD //

EPC

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 modernisation of ports.
- Huge investment outlay for Roads, Highways & Bridges to support the growing urbanization.

REAL ESTATE

Expand Real Estate Outlay

- Seek Real Estate Opportunities in Mumbai through Asset Light Model to minimize risks, benefit from Partner Capabilities & develop multiple projects; aiding future growth.
- In-house construction capabilities ensuring timely completion and maximizing returns.

**THANK
YOU //**



**Corporate Office: Man Infraconstruction Limited,
12th Floor, Krushal Commercial Complex, GM Road,
Chembur (W), Mumbai – 400089**

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Construction: www.maninfra.com | Real Estate: www.miclgroup.in

For further information, please contact company:

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