



## MAN INFRACONSTRUCTION LIMITED

12th Floor, Krushal Commercial Complex, Above Shoppers Stop, G. M. Road, Chembur (West), Mumbai - 400089. India  
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**Date:** 2<sup>nd</sup> June, 2021

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

**Scrip Code:** 533169 (MANINFRA)

Dear Sir / Madam,

Sub: **Man Infraconstruction Limited- "Investor Presentation - FY2021"**

Dear Sir/Madam,

Please find attached "Investor Presentation - FY2021" 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



**Encl.: as above**



# Man Infraconstruction Limited

INVESTOR PRESENTATION

FY2021

# Investor Presentation

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Reference Image

## ABOUT COMPANY

- Incorporated in 2002 and headquartered in Mumbai; Man Infraconstruction Limited has two Business Verticals; Construction and Real Estate Development
- Promoted by Mr. Parag Shah having 30 years of industry experience.
- Led by young and dynamic Managing Director, Mr. Manan Shah; his passion is to create landmarks that meet global standards and exceed customer expectations
- Project execution & planning spearheaded by Joint Managing Director, Mr. Suketu Shah who has been associated with the company since inception
- An ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 certified Company
- Listed on NSE and BSE having current market capitalization of ₹1,200 crore; Promoter & Promoter Group owns about 66% stake

# BUSINESS VERTICALS



## EPC

- 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.

**2.5 Crore**

Sq.ft. of Residential & Commercial Building construction executed

**7**

Private Ports constructed in India (Onshore Infra)

### Order Book ₹ 762 crore



■ Residential ■ Infra & Government ■ Commercial



## REAL ESTATE

- ₹3,800 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.

**7**

Residential Real Estate projects delivered before time

**23 Lakh**

Sq.ft. of Ongoing & Upcoming Real Estate projects

### Real Estate Portfolio (Lakh Sq.ft.)



■ Delivered ■ Ongoing ■ Upcoming ■ Balance Potential

# COMPANY STRENGTHS

## BALANCE SHEET STRENGTH

Zero Debt & Cash Equivalent of ₹190 crore on Standalone basis

Conservative approach in borrowing for Real Estate projects, Own funds of ₹528 crore invested in real estate project SPVs

## CONSTRUCTION EXPERTISE

Quality construction of complex infra projects, high-rise, townships in scheduled timeframe

Limited Subcontracting, Cost control and optimum utilisation of assets leading to better margins

## COMPANY STRENGTHS

## ASSET LIGHT MODEL

Company prefers Joint development model/ Redevelopment projects in Mumbai

Spreads risk, leverages on partners capabilities and lends financial support

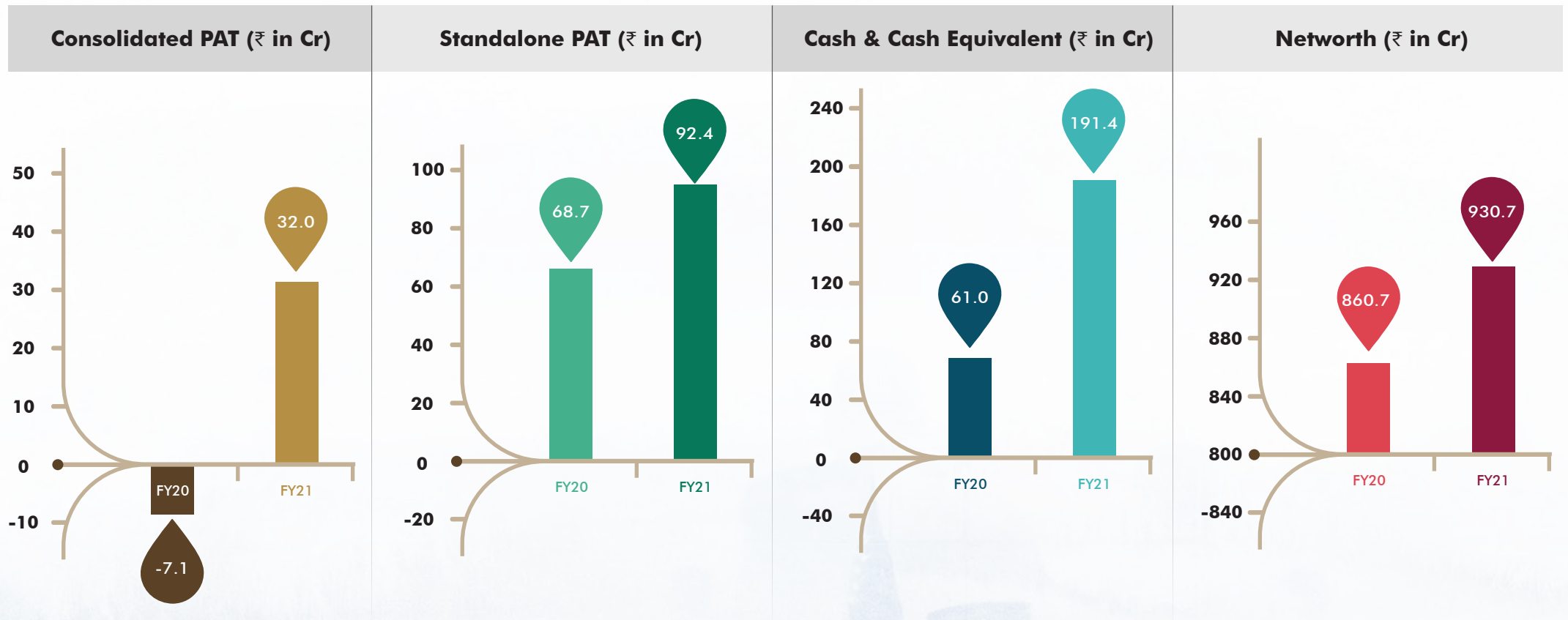
## BRAND VALUE

Renowned to have completed all the projects before time, **MICL** has built brand '**AARADHYA**' which stands for trust and quality

Committed to provide best experience to customers with innovative designs and project planning



# IMPROVING PROFITABILITY & STRONG LIQUIDITY



# NEXT PHASE OF GROWTH



## Strong Position

Excellent Sales Momentum in Real Estate

Financial closure for all Real Estate projects with low cost debt

Balance EPC Order book of ₹762 crore

Zero debt and ₹190 crore liquidity at holding co. level



## Business Growth With Enhanced Liquidity

To explore new opportunities in Real estate with enhanced liquidity

Venturing into global market (USA) for exploring real estate opportunities

Bidding for new EPC orders in Infra & Govt. sector



## Growth In Profitability

Growth in EPC Order Book and Real Estate projects to aid growth in revenue and profitability



## EXPERIENCED MANAGEMENT



**PARAG SHAH**  
Non-Executive Chairman & Promoter

Promoter of Man Infraconstruction Limited; Mr. Shah has 30 years of experience in the construction industry. He led the Company as a Managing Director before handing over reins to his son Mr. Manan Shah in year 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.



**MANAN SHAH**  
Managing Director

At the helm, he leads the EPC and Real Estate Business Development. Joining the Company in 2013, he was instrumental in growing the Group's Real Estate Business.

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

## EXPERIENCED MANAGEMENT



**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.



**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.

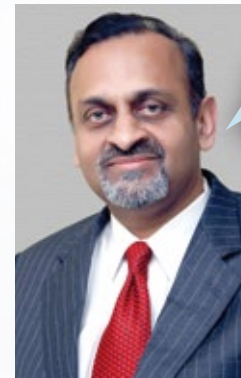
He oversees all finance and accounting operations of the Company.

# PROFESSIONAL & INDEPENDENT BOARD



**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



**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

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



**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.



# REAL ESTATE DEVELOPMENT PROJECTS

## ONGOING/UPCOMING REAL ESTATE PROJECTS

ONGOING: OPENED FOR BOOKING, UPCOMING: TO BE LAUNCHED, ~APPROXIMATE AREA

Project	Status	Total Units	No. of Units Sold	Total Carpet Area (sq.ft.)	Carpet Area Sold (sq.ft.)	% Sold	Subsidiary/SPV	Stake in SPV
<b>Aaradhya One Earth</b>	Ongoing	438	365	386,372	328,474	85%	Man Realtors & Holdings Pvt. Ltd.	62.79%
	Upcoming ~	76	-	110,000	-	-		
	<b>Total – One Earth</b>	514	<b>365</b>	<b>496,372</b>	<b>328,474</b>			
<b>Aaradhya HighPark (Phase 1) #</b>	Ongoing	840	782	420,418	381,953	91%	Man Vastucon LLP	99.99%
	Upcoming ~	470	-	218,000	-	-		
	<b>Total – HighPark</b>	1310	<b>782</b>	<b>638,418</b>	<b>381,953</b>			
<b>Aaradhya Eastwind</b>	Ongoing	164	<b>97</b>	<b>102,484</b>	<b>59,965</b>	<b>59%</b>	MICL Developers LLP	99.99%
<b>Atmosphere (Phase II) #</b>	Ongoing	1172	<b>482</b>	<b>715,293</b>	<b>284,976</b>	<b>40%</b>	Atmosphere Realty P.L.	17.50%
<b>Insignia*</b>	Ongoing	43	<b>9</b>	<b>36,455</b>	<b>7,325</b>	<b>20%</b>	Man Chandak Realty LLP	50.00%
	Upcoming ~	Estimated Carpet area of 2.75 Lakh Sq.ft.						

# Aaradhya HighPark has an estimated future potential of approx. 15.0 Lakh Sq. ft. Carpet Area;

# Atmosphere Phase II has an estimated future potential of approx. 2.4 Lakh Sq. ft. Carpet Area

\* Insignia project is being developed under DM Model



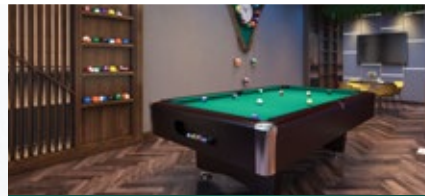
# AARADHYA ONE EARTH



## AMENITIES



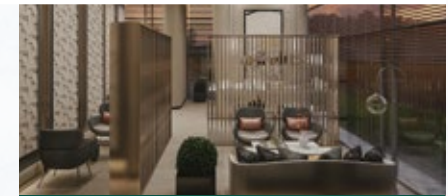
The Sports Lounge



Snooker Lounge



Gymnasium



Business Chamber

**Location:** Ghatkopar East, Mumbai

**Project Details:** 7 Residential towers of 16 floors (6 towers launched) & 2 Commercial towers of 14 and 13 floors respectively (1 tower launched)



# AARADHYA HIGHPARK - PHASE 1

aaradhya  
**HIGHPARK**  
BEYOND THE EXPECTED



## AMENITIES



Swimming Pool Theatre



The Gymnasium



Royal Banquet Hall



The Indoor Games Room

**Location:** Near Dahisar Check Naka

**Project Details:** 6 Residential towers of 30 floors (4 towers launched) & 1 Commercial Building of 4 floors



# AARADHYA EASTWIND

aaradhya  
EASTWIND



## AMENITIES



Indoor Games Room



Zen Garden



Gymnasium



Toddler's Play Area

**Location:** Vikhroli, Mumbai

**Project Details:** 1 Residential tower of 34 floors







## AMENITIES



Mini Multipurpose Court



Kids Rock Climbing Area



Entrance & Walkway



Zen Garden

**Location:** Vile Parle West, Mumbai  
**Project Details:** 1 Residential tower of 14 floors

# ATMOSPHERE - PHASE 2



## AMENITIES



Luxurious Swimming Pool



Kids' Play Area



Mini - Theatre



Gymnasium

**Location:** Mulund, Mumbai

**Project Details:** 3 Residential towers of 47 floors & 1 Commercial tower of 18 floors



# ONGOING COMMERCIAL PROJECTS



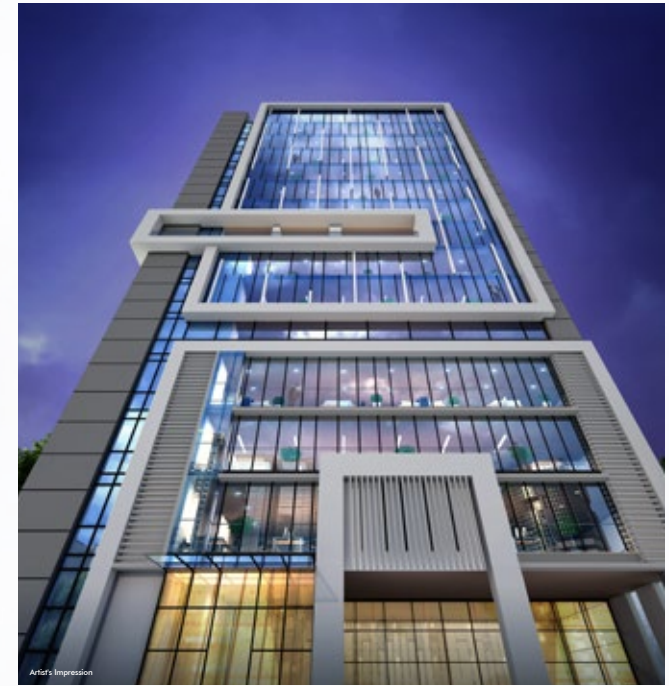
## The Gateway

📍 Mulund, Mumbai



## Aaradhya Primus

📍 Near Dahisar Check Naka, Mumbai



## Aaradhya Square

📍 Ghatkopar (East), Mumbai

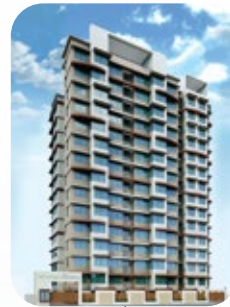
# COMPLETED REAL ESTATE PROJECTS

aaradhya | tower  
(GHATKOPAR-EAST)



Carpet Area : 46,900 Sq.ft.

aaradhya | residency  
(GHATKOPAR-WEST)



Carpet Area : 30,200 Sq.ft.

atmosphere  
live it PHASE - I  
(MULUND-WEST)



Carpet Area : 517,700 Sq.ft.

2015

2016

2017

2018

2019

Carpet Area : 4,200 Sq.ft.

Carpet Area : 8,400 Sq.ft.

Carpet Area : 32,500 Sq.ft.

Carpet Area : 109,000 Sq.ft.



aaradhya | sapahya  
(GHATKOPAR-EAST)



aaradhya | nalanda  
(GHATKOPAR-EAST)



aaradhya | signature  
(SION-WEST)



aaradhya | nine  
(GHATKOPAR-EAST)



The image shows a construction site at sunset. Silhouettes of several workers wearing hard hats are visible against a sky with soft, orange and blue clouds. They are working on a structure with many vertical rebar rods. A semi-transparent dark grey banner is overlaid on the right side of the image, containing the text 'CONSTRUCTION PROJECTS' in white, bold, uppercase letters.

# CONSTRUCTION PROJECTS

# EPC PROJECTS EXECUTED - RESIDENTIAL

...to name a few



**Godrej Anandam City - Nagpur**



**Atmosphere, Mulund - Mumbai**



**Tata Housing, Mulund - Mumbai**



**Acme Ozone, Thane - Mumbai**



**Blue Ridge - Pune**



**Orchid Woods, Goregaon - Mumbai**

# EPC PROJECTS EXECUTED - INFRASTRUCTURE

...to name a few



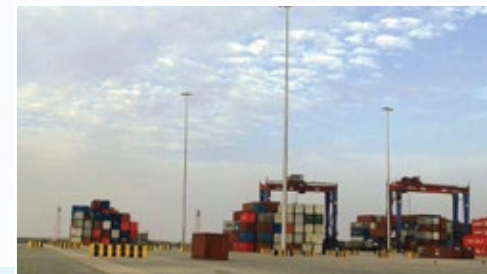
**Nhava Sheva International Container Terminal (NSICT) - Navi Mumbai**



**Chennai Container Terminal - Chennai**



**Bharat Mumbai Container Terminal (BMCT) - PHASE 1 - Navi Mumbai**



**Port Pipavav - Gujarat**



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



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



**International Container Trans Shipment Terminal (ICTT) - Kochi**

# EPC PROJECTS EXECUTED - COMMERCIAL

...to name a few



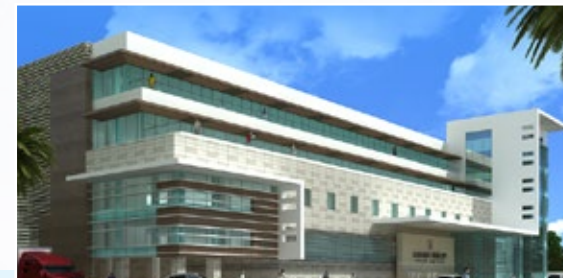
**Kohinoor Hospital - Mumbai**



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



**Viraj Steel Section Rolling Mill - Boisar**



**Godfrey Philips Factory Building - Navi Mumbai**



**Kohinoor Commercial Complex - Mumbai**



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



# FINANCIAL HIGHLIGHTS



## STANDALONE FINANCIALS

Particulars [Rs. crore]	FY21	FY20	FY19	FY18	FY17
<b>Total Income</b>	<b>233.4</b>	<b>203.3</b>	<b>274.0</b>	<b>283.1</b>	<b>225.0</b>
Income from Operations	119.6	107.0	166.5	192.9	158.4
Other Income	113.8	96.3	107.5	90.2	66.6
<b>EBITDA (excluding Other Income)</b>	<b>3.7</b>	<b>(1.8)</b>	<b>40.8</b>	<b>17.7</b>	<b>28.4</b>
<b>EBITDA Margin</b>	<b>3.1%</b>	<b>-</b>	<b>24.5%</b>	<b>9.2%</b>	<b>17.9%</b>
<b>Profit After Tax (PAT)</b>	<b>92.4</b>	<b>68.7</b>	<b>108.5</b>	<b>73.7</b>	<b>59.6</b>
<b>PAT Margin</b>	<b>39.6%</b>	<b>33.8%</b>	<b>39.6%</b>	<b>26.0%</b>	<b>26.5%</b>
<b>Earning Per Share</b>	<b>3.73</b>	<b>2.78</b>	<b>4.38</b>	<b>2.98</b>	<b>2.41</b>
<b>Dividend Per Share</b>	<b>0.90</b>	<b>0.55</b>	<b>1.26</b>	<b>0.54</b>	<b>0.54</b>

Particulars [Rs. crore]	FY21	FY20	FY19	FY18	FY17
<b>Total Debt</b>	<b>-</b>	<b>-</b>	<b>10.4</b>	<b>-</b>	<b>-</b>
<b>Networth</b>	<b>930.7</b>	<b>860.7</b>	<b>806.1</b>	<b>728.0</b>	<b>683.2</b>
<b>Debt : Equity</b>	<b>0.00x</b>	<b>0.00x</b>	<b>0.01x</b>	<b>0.00x</b>	<b>0.00x</b>
<b>Cash &amp; Cash Equivalent</b>	<b>191.4</b>	<b>61.0</b>	<b>60.3</b>	<b>141.4</b>	<b>219.5</b>
<b>Loans (to real estate SPVs)</b>	<b>528.9</b>	<b>521.1</b>	<b>536.3</b>	<b>423.9</b>	<b>272.7</b>

## CONSOLIDATED FINANCIALS

Particulars [Rs. crore]	FY21	FY20	FY19	FY18	FY17
<b>Total Income</b>	<b>452.0</b>	<b>294.2</b>	<b>402.8</b>	<b>695.7</b>	<b>499.2</b>
Income from Operations	427.2	267.0	371.3	651.6	451.7
Other Income	24.8	27.2	31.5	44.1	47.5
<b>EBITDA (excluding Other Income)</b>	<b>96.6</b>	<b>(2.7)</b>	<b>99.7</b>	<b>199.4</b>	<b>105.9</b>
<b>EBITDA Margin</b>	<b>22.6%</b>	<b>-</b>	<b>26.8%</b>	<b>30.6%</b>	<b>23.4%</b>
<b>Profit After Tax (PAT)</b>	<b>32.0</b>	<b>(7.1)</b>	<b>41.8</b>	<b>66.5</b>	<b>53.0</b>
<b>PAT Margin</b>	<b>7.1%</b>	<b>-</b>	<b>10.4%</b>	<b>9.6%</b>	<b>10.6%</b>
<b>Earning Per Share</b>	<b>1.29</b>	<b>(0.29)</b>	<b>1.69</b>	<b>2.69</b>	<b>2.14</b>

Particulars [Rs. crore]	FY21	FY20	FY19	FY18	FY17
<b>Total Debt</b>	<b>461.9</b>	<b>396.4</b>	<b>450.2</b>	<b>436.5</b>	<b>295.6</b>
Long Term Debt	323.5	363.2	402.8	388.8	248.5
Short Term Debt	138.4	33.2	47.4	47.7	47.1
<b>Networth</b>	<b>674.8</b>	<b>669.8</b>	<b>694.0</b>	<b>688.4</b>	<b>654.4</b>
<b>Debt : Equity</b>	<b>0.68x</b>	<b>0.59x</b>	<b>0.65x</b>	<b>0.63x</b>	<b>0.45x</b>

# MARQUEE CLIENTELE

EXCELLENT CLIENT RELATIONS



**Man Infraconstruction Limited**

**Thank You**

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

**Telephone:** +91 22 4246 3999

**Construction:** [www.maninfra.com](http://www.maninfra.com) | **Real Estate:** [www.miclgroup.in](http://www.miclgroup.in)

*For further information, please contact company:*

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[shruti@maninfra.com](mailto:shruti@maninfra.com)