

Ref

: CIL/STEX 30/Q2FY23

Date: November 10, 2022

To

The Secretary, BSE Limited Corporate relation Dept, P.J. Towers, Dalal Street, Fort, Mumbai-400 001	The Secretary, National Stock Exchange of India Limited Plot No. C/1, G Block, Bandra Kurla Complex Bandra (East) Mumbai-400 051
Scrip Code /Scrip Id: 540710/CAPACITE	Scrip Symbol: CAPACITE

Subject: Investor Presentation - Q2 & 6M FY23

Dear Sir/ Madam

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation.

This is to further inform that the Investor Presentation has been uploaded on the website of the Company www.capacite.in and is also available on the websites of the Stock Exchanges for your information and also for the information of the public at large.

This is for your information and records.

Yours Sincerely For CAPACIT'E INFRAPROJECTS LIMITED

Varsha Malkani **Company Secretary and Compliance Officer**



Mumbai (Head Office):

605-607, Shrikant Chambers, Phase-I, 6th Floor, Adjacent to R. K. Studios, Sion-Trombay Road, Chembur, Mumbai- 400071. Maharashtra, India Tel: 022 7173 3717 • Fax.: 022 7173 3733 • Email: info@capacite.in



Disclaimer



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Capacit'e Infraprojects Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Q2 & H1 FY23

Standalone Performance

Q2 & H1 FY23 Key Financial Highlights



2 FY23

Grew by **25%** Y-o-Y to ₹ **431.4** Crs

Revenue

EBIDTA

Grew by **26%** Y-o-Y to ₹ **84.4** Crs

EBIDTA margin stood at **19.4%**

PAT

Grew by **15%** Y-o-Y to ₹ **21.9** Crs

PAT margin stood at **5.0%**

Cash PAT

Grew by **15%** Y-o-Y to ₹ **51.1** Crs

Cash PAT Margin stood at 11.8%

H1 FY2

Grew by **45%** Y-o-Y to ₹ **908.4** Crs



Grew by **70%** Y-o-Y to ₹ **185.2** Crs

EBIDTA margin stood at **20.3%**



Grew by **117%** Y-o-Y **to ₹ 50.4 Crs**

PAT margin stood at 5.5%



Grew by **82%** Y-o-Y to ₹ 127.4 Crs

Cash PAT Margin stood at 14.0%



Q2 & H1 FY23 Standalone Profit & Loss



Particulars (₹ In Crs)	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	H1 FY23	H1 FY22	Y-o-Y	FY22
Revenue from Operations	431.4	345.4	25%	477.1	908.4	625.5	45.2%	1,339.8
Other Income	2.9	4.2		1.9	4.8	6.6		13.1
Total Income	434.2	349.5	24%	479.0	913.2	632.1	44.5%	1,352.9
Cost of Material Consumed	292.3	235.7		327.4	619.7	429.9		930.7
Employee Expenses	32.6	25.6		30.3	62.9	51.5		108.9
Other Expenses	24.9	21.1		20.5	45.4	41.6		81.7
EBITDA	84.4	67.2	26%	100.8	185.2	109.2	69.7%	231.6
EBITDA Margin (%)	19.4%	19.2%		21.0%	20.3%	17.3%		17.1%
Depreciation	32.1	25.5		42.3	74.5	45.9		98.8
Finance Cost	22.9	16.5		20.2	43.1	32.2		67.0
Profit before Tax	29.3	25.1	17%	38.3	67.6	31.0	117.9%	65.8
Profit before Tax Margin (%)	6.8%	7.2%		8.0%	7.4%	4.9%		4.9%
Tax	7.5	6.1		9.7	17.2	7.8		17.4
Profit After Tax	21.9	19.0	15%	28.6	50.4	23.2	117%	48.5
PAT Margin (%)	5.04%	5.43%		5.97%	5.52%	3.67%		3.58%
Other comprehensive income	0.4	-0.2		0.3	0.6	-0.3		0.3
Total other comprehensive income	22.2	18.8	18%	28.9	51.1	22.9	122.9%	48.7
Cash PAT	51.1	44.4	15%	76.3	127.4	70.1	81.7%	149.1
Cash PAT Margin	11.8%	12.7%		15.9%	14.0%	11.1%		11.0%
Basic EPS	3.2	2.8		4.2	7.4	3.4		7.1
Diluted EPS	3.3	2.8		4.0	7.3	3.4		7.1

H1 FY23 Standalone Balance Sheet



Particulars (₹ in Cr)	As at Sep 30, 2022	As at Mar 31, 2022
ASSETS		
Non-Current Assets		
Property, plant and equipment	653	679
Capital work-in-progress	18	14
Intangible Assets	1	1
Right-of-use assets	3	6
Investments Properties	7	7
Intangible assets under development	0	0
Financial Assets		
Investments	5	5
Trade receivables (retention)	95	71
Other Financial Assets	41	23
Non-current tax assets (net)	32	32
Other Non Current Assets	90	94
Total - Non-Current Assets	945	932
Current Assets		
Inventories	92	112
Financial Assets		
Investments	-	1
Trade Receivables	284	394
Cash and Cash Equivalents	6	22
Bank balances other than above	133	162
Loans	10	13
Other Financial Assets	934	633
Other Current Assets	165	114
Total - Current Assets	1,624	1,449
TOTAL - ASSETS	2,569	2,381

Particulars (₹ in Cr)	As at Sep 30, 2022	As at Mar 31, 2022
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	68	68
Other Equity	962	898
Total - Shareholders' funds	1,030	966
LIABILITIES		
Non-Current Liabilities		
Financial Liabilities		
Borrowings	148	137
Lease Liability	2	4
Other Financial Liabilities	41	36
Provisions	2	3
Deferred tax liabilities (net)	35	32
Other non-current liabilities	169	190
Total - Non-Current Liabilities	397	403
Current Liabilities		
Financial Liabilities		
Borrowings	251	191
Lease Liabilities	2	2
Trade Payables	629	529
Other Financial Liabilities	61	46
Provisions	4	2
Current tax liabilities (net)	18	13
Other current liabilities	179	229
Total - Current Liabilities	1,142	1,012
TOTAL - EQUITY AND LIABILITIES	2,569	2,381

H1 FY23 Standalone Cash Flow Statement

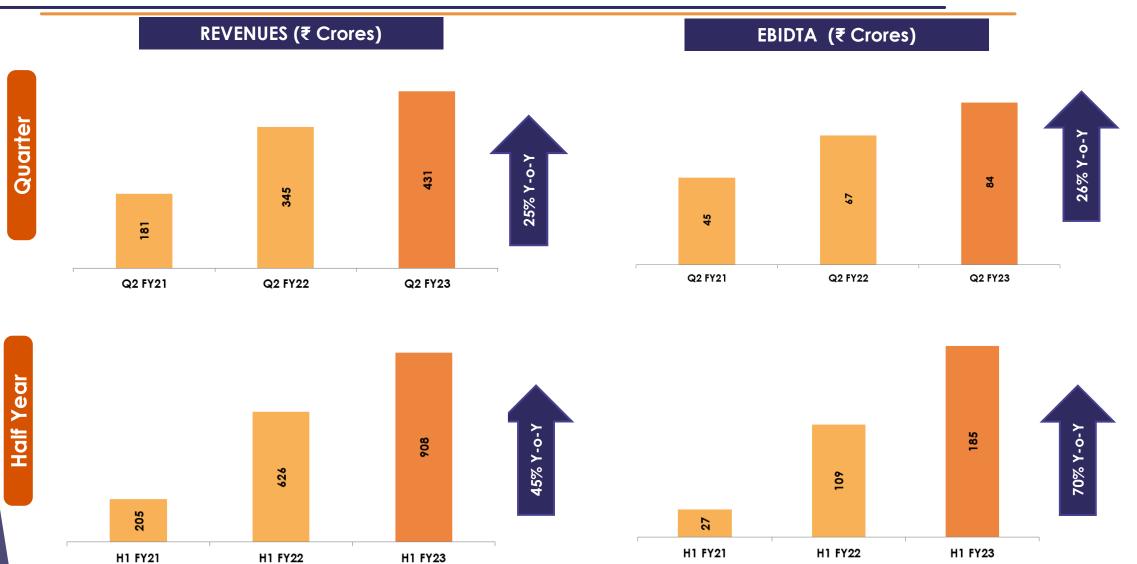


Particulars (₹ In Cr)	H1 FY 23	H1 FY 22
PBT	68	31
Adjustments	135	89
Operating profit before working capital changes	203	120
Changes in working capital	(220)	(132)
Cash generated from operations [#]	(17)	(13)
Direct taxes paid (net of refund)	(10)	(11)
Net Cash from Operating Activities	(27)	(24)
Net Cash from Investing Activities	(33)	37
Net Cash from Financing Activities	44	(10)
Net Change in cash and cash equivalents	(16)	3
Opening Cash Balance	22	10
Closing Cash Balance	6	13

[#] The negative cash generated from operations is resultant of non receipt of advances & release of retention monies of ₹ 100 crores. The sanctions have got delayed by 45 days. The Company expects sanctions of non fund based limits very shortly. Once the sanctions are in place, Company expects release of retention monies / advances, which will improve the operating cash flow as well as overall working capital by likewise amount.

Robust Performance



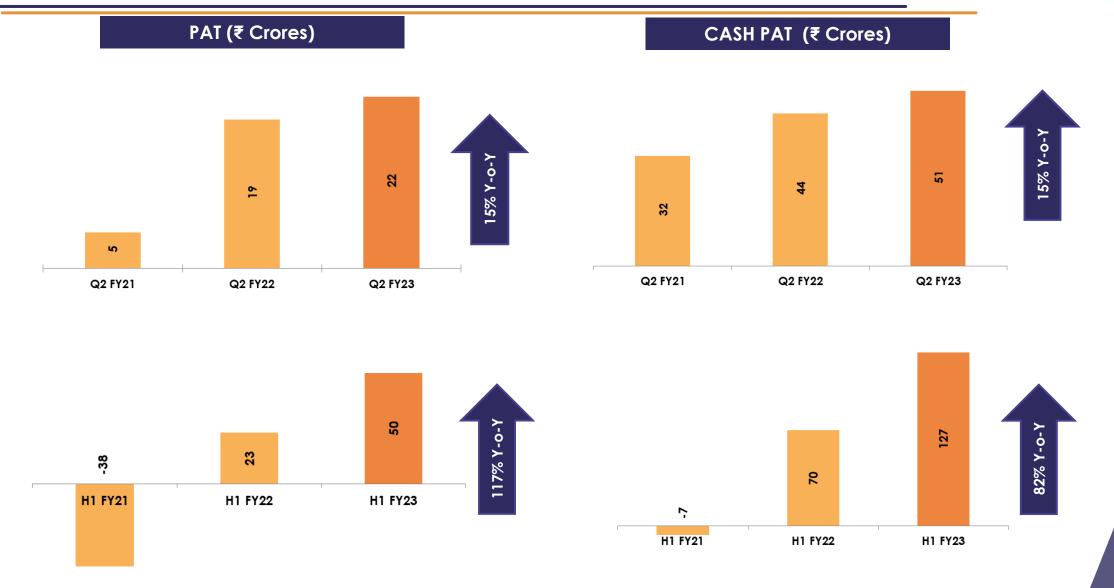


Robust Performance



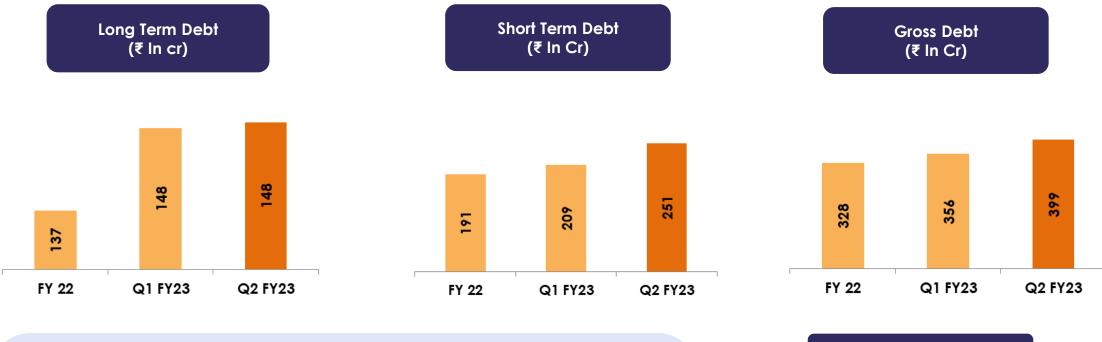


Half Year



Debt Profile





- Company achieved a 45% Y-o-Y increase in turnover in H1 FY23. Maintained debt levels despite increase in turnover and challenging external environment
- Gross debt equity ratio within comfort level at 0.39x as on September 30, 2022
- Slight increase in Gross Debt primarily to address short term long term liquidity mismatch and ramping up operations.
- Gross debt includes Promoter debt amounting to ₹ 34.1 crores, which may be considered quasi equity.
- Focus to reduce debt in medium to long term and improve profitability and return ratio







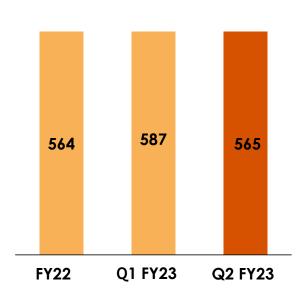
Working capital efforts

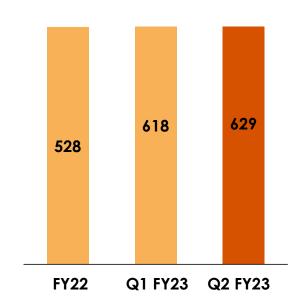


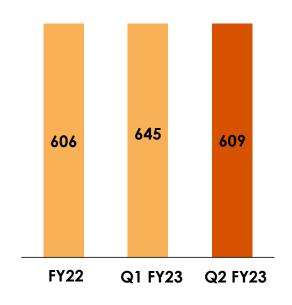
Debtor (₹ in Crs)

Creditor (₹ in Crs)

Working Capital (₹ in Crs)





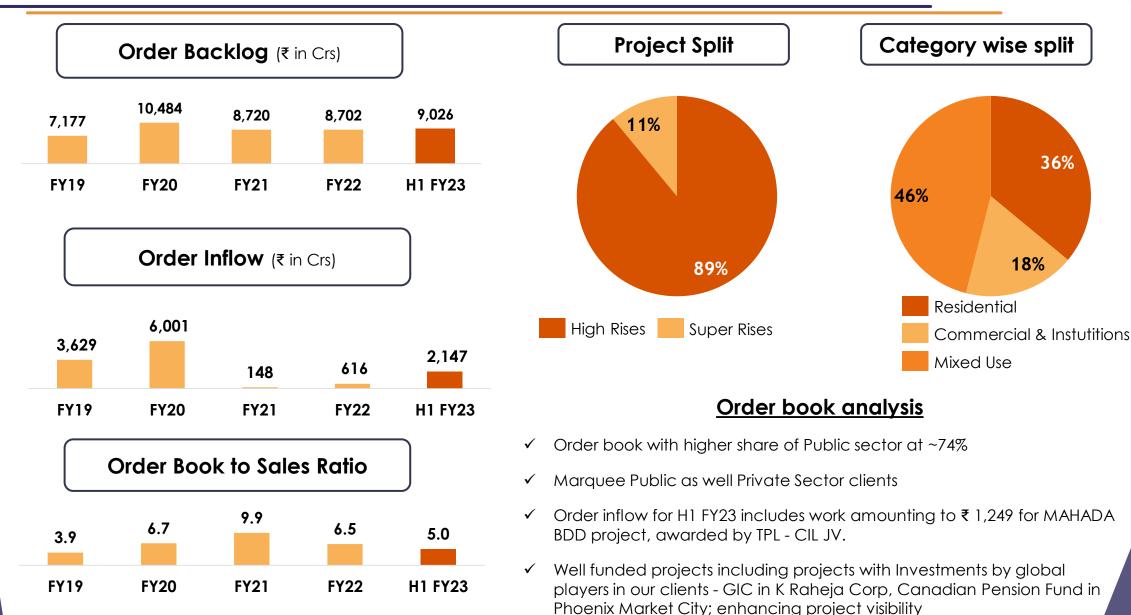


- ✓ Debtors including retention monies has stabilized. We expect reduction in retention monies in next 2 quarters.
- ✓ Working capital cycle (excluding retention) improved from 91 days in March 2022 to 88 days in September 2022, indicating a positive trend

Order Book Details as on 30th September 2022 CAPAC



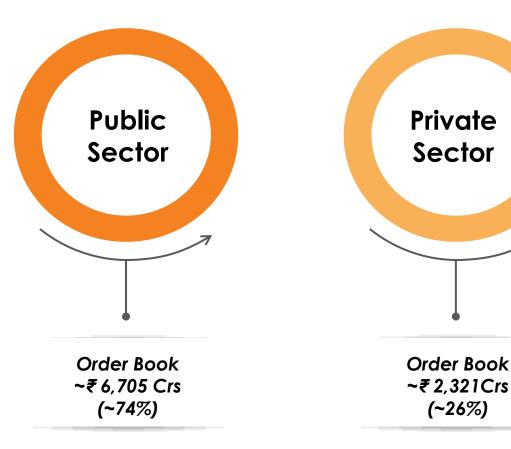
36%



Healthy Order Book to support Revenue uptick



(Standalone)



- Diversified Orderbook across clientele
- Execution focus on projects for marquee clients in private & public sector, profitable working capital cycle and projects with last mile completion work
- √ Marquee names in Orderbook:
 - ✓ CIDCO
 - ✓ MCGM
 - √ Raymond Limited
 - √ Oberoi's
 - ✓ Piramal
 - K Raheja Corp with GIC Singapore
 - ✓ Prestige

Total Order Book ~₹ 9,026 Crs

Multi-specialty Hospital under M.C.G.M



Key Project Won in H1FY23



Order (Rs in cr)

Rs 670.9

No. of Beds



360

Location



Bhandup, Mumbai Area (sq m)



51,117.3

Structure



Basement + Ground + 9 Upper Floors

Objective

- A well conceptualised medical institution, fulfilling basic norms of Indian Public Health Standards and well planned adhering to the prevailing Development Control Rules of M.C.G.M
- Location of the plot is more suitable for planning such a complex in the precincts of thickly populated residential hub
- The main aim is to provide cost effective design with modern infrastructural facilities and a structure with low maintenance cost

Present Design

- Parking in the basement
- Hospital facilities from ground to 7 floors and residential facilities of medical staff such as M.S. Dy. Space M.S. and RMOs on 8th and 9th floor
- Patients and staff conveniences are provided on each floor at the end of the corridors on four corners at very convenient places

Municipal Corporation of Greater Mumbai (M.C.G.M)

Poised for Growth...



We have re-gained our pace of execution and going forward, expect to maintain the momentum

Working Capital 01 **Execution** Management **ROCE** 9.5% .2% FY 21 FY 22 H1 FY23 H1 FY23- Annualized **Quality of Stringent Cost** 03 04 **Cash Flows** Control

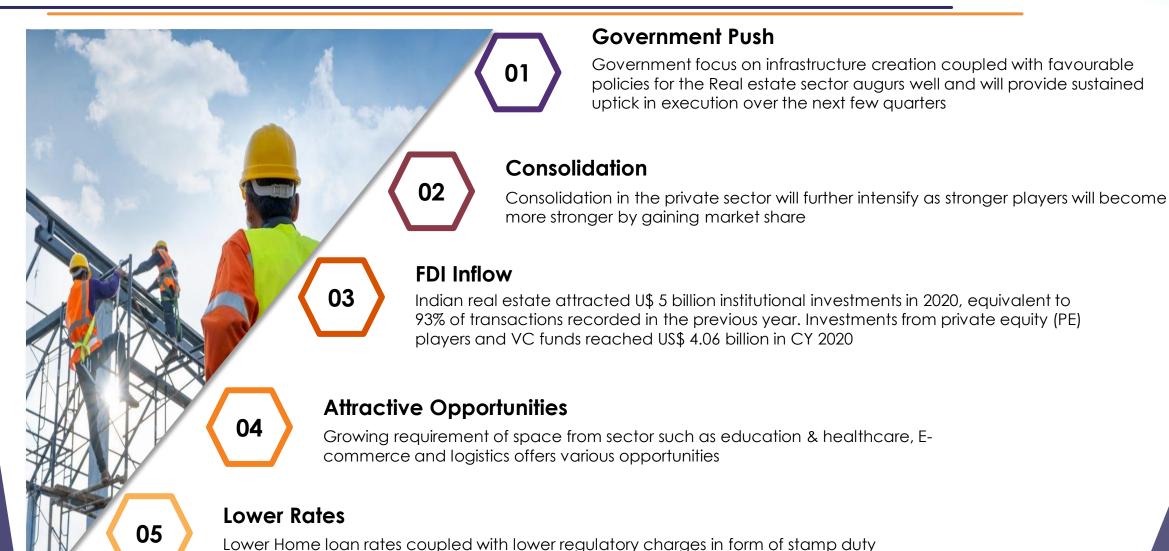
Working capital is on an improving trend and we expect further improvement in coming quarters

We have implemented stringent cost control policies. Various initiative have been started with a focus to increase our bottom line

A Majority of our Order book consists of marque clientele with robust balance sheets and cash flows

Industry Dynamics to benefit organized large players





has fueled real estate sales proving much needed stimulus for the housing industry

Our Business Model

Developed our service portfolio by capturing the complexities ...





2018 Onwards

04

High Rise Super High Rise Gated Communities Commercial Office Multi Level Car Parks Hotels

+

Hospitals Data Centers Factory Construction Malls



2016 Onwards

03

High Rise Super High Rise Gated Communities

+

Commercial Offices Multi Level Car Parks Hotels



2014 Onwards

02

Gated Communities + High Rise + Super High Rise



2012 Onwards

01

Gated Communities

CAPACIT'E is unlike a commoditized construction company... "We do our business DIFFERENTLY"

... & built a sustainable model



Sustainable Model:

Timely Orderbook Execution + Technology Focus + Large Opportunity = SUSTAINABLE PROFITABILITY

Factory & Buildings (F&B)

Focus on High & Super High-Rise buildings with high degree of complexity in Construction "We are a Solution Driven Company"

Continuous Approach

Continuously rebrain, rebuild, to become flexible & adaptable ensuring Sustainability

"Modern Technology, Complex Projects is Routine Business"

Maximization

Maximize existing Assets & human resources thereby achieving operating leverage & improve margin profile

Leveraging Ecosystem

Maximize existing Assets & human resources thereby achieving operating leverage & improve margin profile

Large Opportunity

Increasing opportunity in F&B with Government, Private Corporates, Quasi Government Agencies, Real Estate Developers

Risk Mitigation

Understand, manage & mitigate risk: Clear systems and processes in place for Receivables management thus protecting & growing Business

Hybrid Service Portfolio = Private + Public



Efficiency 01

Benefit from the Large Central Schemes of the Government aimed towards Better Hospitals, Public Housing, Airports, amongst others



04 Opportunity

Enhances the multi fold construction opportunity in the world's fastest growing economy, for a young company as Capacit'e



Hybrid Order Book **02**

Foray in Government Sector allows to De-risk the Business Model and create a Hedge in sector marked by extensive unpredictability



Hybrid Service Portfolio is 1+1 = 11**Captures** 'Best of Both Worlds'



05 Best of both Worlds

Creating the Best of both Worlds – Government, Quasi Government and Branded Real Estate Developers



Will Continue to work with Highly Liquid and Cash Rich Organizations in-order to safeguard our cashflows





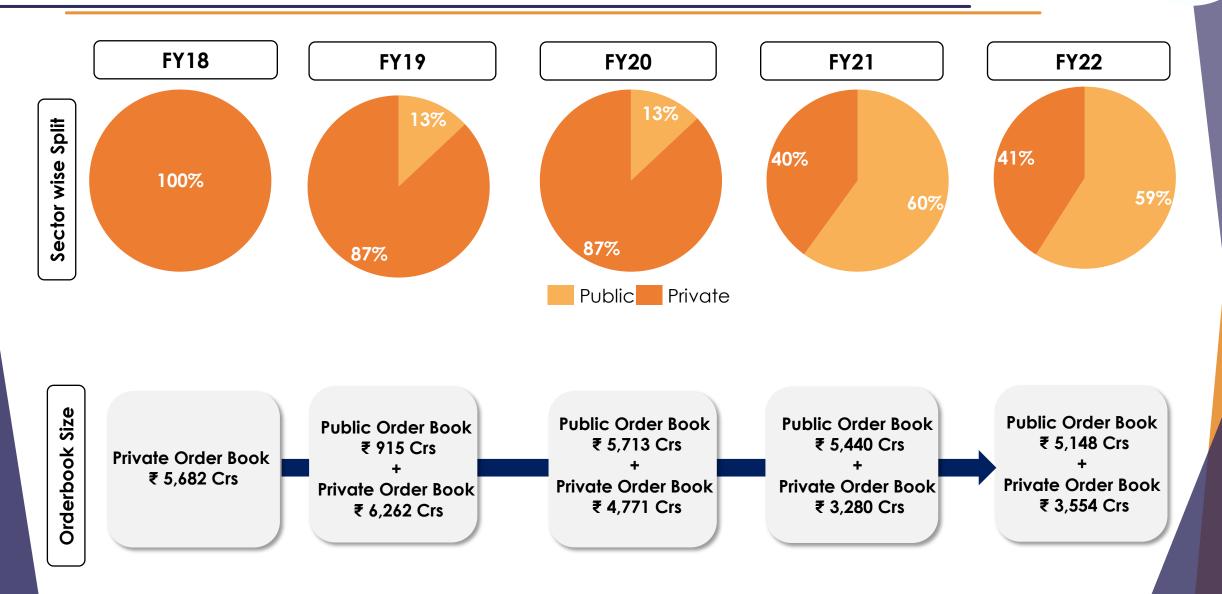
06 Focus on Cash Generation

Focus on better working capital cycle & cash flows to continue

√ Hybrid Service Portfolio comprising of an elite clientele from Private & Public sector, provides revenue & cash flow visibility On A LONG TERM GROWTH PATH ...

Hybrid Service Portfolio – **Builds Diversity**





Strategic Priorities





Marquee Clientele

Work with Large and
Liquid public & private
sector Clients, thereby
strengthening our
Revenue Visibility and
sustainable cash flows

Account Groups

Deepen the culture of account driven approach, due to which we get repeat orders from our clients for more projects, which increases our wallet share, and helps transform an individual client into a sustainable revenue generating 'platform'

Design & Build

Design & Build projects,
attracting lump sum
remuneration, has potential to
increase the scope of services
and corresponding revenues
enhancing recall, market share
and project control

Lean Balance Sheet

Most sustainable
companies have less
debt and high net
worth; we expect to
be net debt-free in the
foreseeable future

Cash Flows

Strong Cash Flow Focus

leading to shortening receivables, moderating debt, investing in technologies that accelerate construction and graduate to superior margin Projects

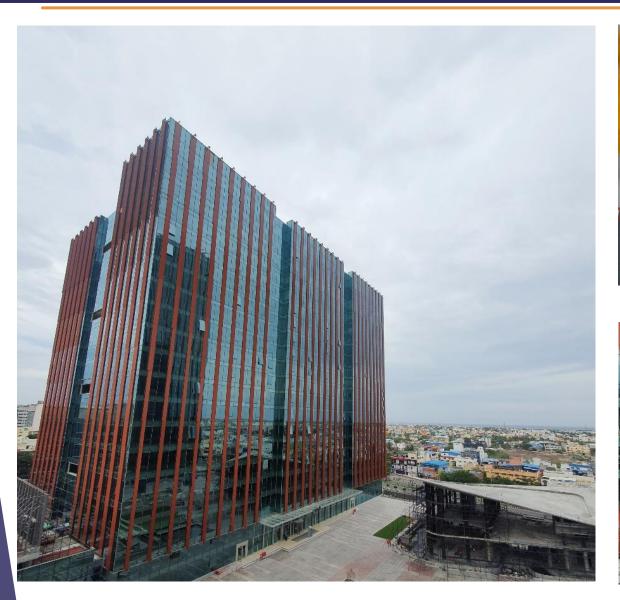
Our vision is to be among the top three leading building construction companies in the geographies of our presence, evoking the recall of

'THINK CONSTRUCTION, THINK CAPACIT'E'

Project Profile

World Trade Center - Brigade Group









Our Creation (1/5)



Lodha – The Park









Oberoi - Juhu Bungalow





Our Creation (2/5)



Lodha – Altamount











Our Creation (3/5)



Four Seasons



Auris Serenity



Oberoi Enigma



Our Creation (4/5)



Neelkantha - Thane

Godrej Emerald

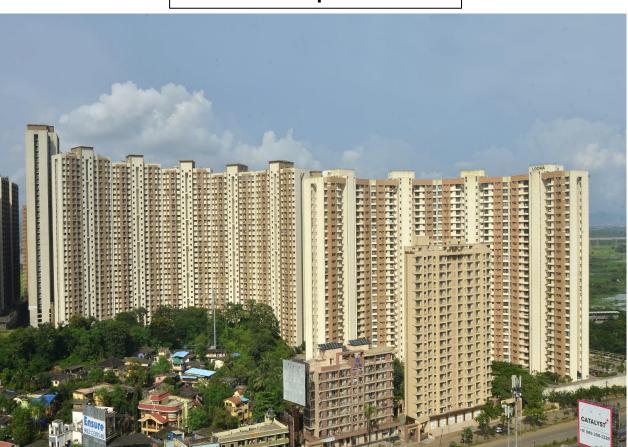




Our Creation (5/5)



Lodha - Splendora



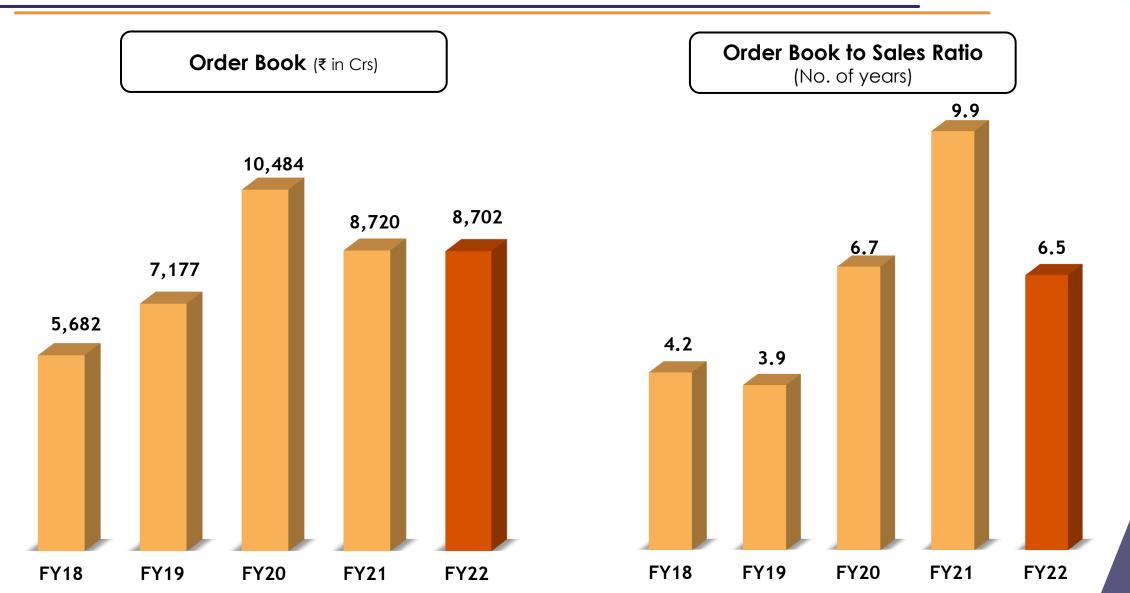
Hiranandani – The Park



Strong Financials to Support Growth

Robust Order Book ...visibility for growth...





Profit & Loss Statement



Particulars (₹ In Crs)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	1,340	880	1,529	1,788	1,336
Other Income	13	29	25	37	24
Total Income	1,353	909	1,554	1,825	1,360
Cost of Material Consumed (Incl. Construction Expenses)	931	602	1064	1320	966
Employee Expenses	109	79	137	146	117
Other Expenses	82	62	71	73	49
EBITDA	232	166	282	286	228
EBITDA Margin (%)	17.1%	18.3%	18.1%	15.7%	16.8%
Depreciation	99	90	114	89	67
Finance Cost	67	70	65	49	40
Profit before Tax	66	6	103	148	121
Tax	17	3	12	52	42
Profit After Tax	48	3	91	96	79
PAT Margin (%)	3.6%	0.3%	5.9%	5.3%	5.8%
Cash PAT	149	89	189	198	160
Cash PAT Margin (%)	11.0%	9.7%	12.2%	10.9%	11.8%

Balance Sheet



ASSETS (₹ In Crs)	Mar'22	Mar'21	Mar'20	Mar'19	Mar'18
NON-CURRENT ASSETS	932	1,006	942	726	541
Property, plant & equipment	679	650	646	539	409
Capital work-in-progress	14	6	5	4	0
Intangible assets	1	1	1	2	1
Right-of-use assets	6	5	12	0	0
Investments	0	5	11	12	19
Trade receivables	71	81	85	66	50
Investments Properties	7	8	-	-	-
Intangible assets under development	0	0	-	-	-
Investment in associates and JV	5	5	-	-	-
Other Financial Assets	23	107	71	28	29
Non Current tax assets (Net)	32	22	20	13	0
Other Non - current assets	94	119	91	62	32
CURRENT ASSETS	1,459	1,238	1,422	1,324	1,192
Inventories	112	100	104	91	216
Investments	1	0	0	0	0
Trade receivables	394	285	382	529	415
Cash & Cash Equivalents	22	10	108	30	13
Bank balances	162	146	155	163	311
Loans	13	13	13	29	40
Other Financial Assets	643	563	561	391	142
Other Current assets	113	120	99	91	56
TOTAL ASSETS	2,391	2,244	2,364	2,050	1,734

EQUITY & LIABILITIES (₹ In Crs)	Mar'22	Mar'21	Mar'20	Mar'19	Mar'18
EQUITY	974.0	929	926	843	749
Equity Share capital	67.9	68	68	68	68
Other equity	906.1	861	858	775	682
NON-CURRENT LIABILITIES	405.6	410	473	235	192
Borrowings	137.4	82	94	58	48
Lease Liability	4.4	3	8	0	0
Other financial liabilities	35.9	28	39	42	29
Provisions	3.2	2	1	1	1
Deferred tax liabilities (Net)	35.2	35	39	57	40
Other Non-Current Liabilities	189.6	260	293	76	73
CURRENT LIABILITIES	1,011.6	905	965	972	792
Borrowings	190.7	203	184	178	139
Lease Liability	2.4	2	4	0	0
Trade Payables	528.1	422	559	534	447
Other Financial Liabilities	45.8	30	60	61	77
Provisions	2.4	2	15	22	18
Current Tax Liabilities (net)	12.5	13	12	12	5
Other current liabilities	229.5	232	131	166	107
TOTAL EQUITY & LIABILITIES	2,391	2,244	2,364	2,050	1,734

Standalone Cash Flow Statement



Cash Flow Statement (₹ In Crs)	FY22	FY21	FY20
PBT	61	5	103
Adjustments	176	163	171
Operating profit before working capital changes	237	168	275
Changes in working capital	-177	-83	118
Cash generated from operations	60	85	393
Direct taxes paid (net of refund)	-25	-10	-37
Net Cash from Operating Activities	34	76	356
Net Cash from Investing Activities	-23	-121	-275
Net Cash from Financing Activities	1	-53	-3
Net Change in cash and cash equivalents	12	-98	78
Opening Cash Balance	10	108	30
Closing Cash Balance	22	10	108



For further information, please contact





Company: Investor Relations Advisors:

Capacit'e Infraprojects Ltd.

Marathon Capital Advisory Pvt. Ltd

Mr. Alok Mehrotra (President, Corporate Finance)

ir@capacite.in

Mr. Amit Porwal / Mr. Rahul Porwal

 $amit@marathoncapital.in \ / \ rahul@marathoncapital.in$

+91 9819773905 / +91 9967576900

www.capacite.in www.marathoncapital.in