

EXCITING TIMES. AGILE APPROACH. **DIVERSIFIED GROWTH.**



CORPORATE OVERVIEW

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For more information please visit
<https://www.jmcprojects.com>

Investor information

Market Capitalisation as at 31 March, 2022	: ₹1347.44 Crores
CIN	: L45200GJ1986PLC008717
BSE Code	: 522263
NSE Symbol	: JMCPROJECT
Bloomberg Code	: JMCP:IN
AGM Date	: 3 August, 2022

Disclaimer:

This document contains statements about expected future events and financials of JMC Projects (India) Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions, and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.

EXCITING TIMES. AGILE APPROACH. DIVERSIFIED GROWTH.



Opportunities often favour those who display perseverance and are consistently working towards building themselves for SUCCESS.

Over the last two years, while all economies and companies globally navigated uncertainties and volatile market dynamics, we at JMC have also been consistently working towards strengthening our ecosystem to elevate our capabilities. Our efforts enabled us to emerge stronger from the difficult times, riding the wave of growth, and ready to leverage the plethora of opportunities.

With tremendous success across our sectors and the proposed merger of JMC with Kalpataru Power Transmission Limited, we are geared to form a larger, more comprehensive entity capable of providing end-to-end EPC solution across varied sectors.

With the blend of expertise and experience, abilities and identities, we are looking forward to enhancing our operational, organisational and financial efficiencies, achieving economies of scale, bringing in the benefit of synergy and availing expanded businesses. Therefore, offering better value for our stakeholders.

We have continuously adopted an agile approach to ensure a smoother navigation of the fickle market scenario while building ourselves to better cater to our customers. We are looking forward to newer opportunities to bid for larger and complex infrastructure projects along with the efficient allocation of capital and cash management – making the road ahead both fulfilling and promising for us.

The merger has opened the canvas for our diversified growth – across sectors and geographies – presenting us with a new world full of opportunities.

So as we move toward the future, we are full of gratitude and optimism. We are looking forward to serving a greater number of customers through our projects and services and creating more value for our stakeholders.

We are looking forward to Exciting times, with an Agile Approach, with the intent to create more value through the opportunities of Diversified Growth.





GEARING UP FOR EXCITING TIMES, WITH AN AGILE APPROACH TOWARDS DIVERSIFIED GROWTH

As we move forward, we are evolving with the world, backed by our digital innovation and strategic growth moves. The importance of digital innovation was highlighted during the pandemic period as it demonstrated the need for a strong digital ecosystem to enable the dynamic working needs. At JMC, with our focus on sustainable growth, we are carving a niche for ourselves that we can thrive on. With strengthened capabilities across carefully chosen sectors and with the merger, we are confident of creating a sustainable growth path for both companies to create long-term value. We are optimistic about creating and achieving economies of scale, as the merger will allow us to enhance our operational, organisational, and financial efficiencies. These efficiencies will further help us leverage our capabilities to build and expand business offerings in the untapped and unexplored markets. This, in turn, will create greater and more stable value for both the organisation and stakeholders.



We are at the cusp of
'Exciting Times'

- Economic uncertainties
- Push on infrastructure development
- Our strengthened capabilities
- All time high order book
- Digitalised systems and innovation culture
- Focus on sustainability
- Merger-ready organisations



We have adopted an
'Agile Approach'

- Prudent capital allocation
- Cash and Working Capital management
- Continued focus on Core business
- Building teams in high potential businesses



We are geared for achieving
'Diversified Growth'

- Merger driving growth
- Larger & more complex projects
- Leveraging KPTL's balance sheet strength
- International expansion



We are at the cusp of 'Exciting Times'

2021-22 was a landmark year for JMC. While the year was marred by various economic uncertainties, JMC ploughed ahead and continued to work on developing its capabilities and solidifying its position as a leading provider of civil construction services in its carefully chosen sectors. As economies across the globe started dwindling under the impact of the pandemic, Russia-Ukraine war and other geopolitical events, governments turned their attention towards increasing investments for infrastructure development to pull the economies out of their depressed states. The consequent favourable environment further propelled JMC's efforts, leading to record high order inflows and order book for the Company of ₹10,139 Crores and ₹17,139 Crores respectively by end of the fiscal.

JMC's, board approved, merger with its parent Company Kalpataru Power Transmission Limited (KPTL) has come at a very opportune time. Over the last few years, we have consistently been working towards aligning the organisations to achieve a merger-ready state. With the process, policy and systemic synchronisation of both the companies we are in a pivotal state to realise the consolidated potential. The wider opportunity landscape of JMC and the robust balance sheet of KPTL are rightly positioned to act as a catalyst for both companies' growth.

With a robust technological back-end and a proactive inclination for sustainable solutions, JMC is very well positioned to ride the growth wave as we tread through these 'Exciting Times'.



We have adopted an 'Agile Approach'

What helped JMC emerge victorious from the market volatility is the adoption of an agile approach. While we witnessed tremendous growth in our order book, we were constrained by our balance sheet. We prudently took capital allocation decisions to direct resources towards businesses with superior return profiles. We consciously monitored all non-core businesses and assets and took strict but necessary actions. We exited the Kurukshetra Expressway asset while restructuring of other road assets is underway. Continuous focus on cash and working capital management has become central to JMC's way of working.

We continued to focus on developing our capabilities across core business areas by making considerable investments over the last decade. This has helped us strengthen our position as a partner of choice for all our clients and consolidate our position as a leader in B&F and Infrastructure development sectors. We also undertook an extensive exercise to evaluate opportunities in the market and driven by the findings have worked on strengthening our capabilities in delivering projects for the water sector. Our focused approach has enabled us to grow our business in the water segment, which has witnessed a growth of 10x in the last five years.

With an intent to grow in our strategically chosen sectors and geographies, we have been working towards building capable teams to drive our expansion. This has reaped benefits in form of orders won during the fiscal. Our water division won order worth over ₹3,200 Crores and we won international orders in Ghana & Ethiopia (Highway development).



We are geared for achieving 'Diversified Growth'

With all the pieces of the puzzle falling in place as a result of the consistent efforts of our management and employees, JMC is well positioned to enter its next phase of growth. The merger of JMC with KPTL will enable us to bid for larger and more complex projects and provide comprehensive solutions to our clients. This merger will further provide impetus to JMC's growth ambitions by unlocking the Company's balance sheet constraints and providing access to a wider international network.

All the strategic decisions taken over the last few years are reaping benefits for us by building customer trust. It will further help us leverage our brand value and name by attracting the right talent. With all of these advantages on our side, we are confident of seizing larger opportunities by actively evaluating organic and inorganic growth avenues and building an ecosystem to drive growth.



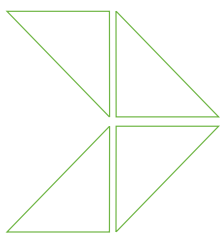
JMC Projects (India) Ltd.



AMONG THE LEADING GLOBAL TURNKEY ENGINEERING AND CONSTRUCTION SERVICES COMPANIES ROOTED IN INDIA



Established in 1986, JMC Projects (India) Limited, has transformed into a prominent EPC player in the construction space. JMC's diversification across various business streams and high focus on quality, safety and sustainability has strengthened its competitive position.



Over the last 3 decades, thriving on its strong technical capabilities and will power, JMC creates and provides the right value proposition for its customers. The technical know-how and the ability to weave agility and innovation into the culture of the organisation has enabled JMC to cater customers across diverse segments. With its rich experience JMC's service portfolio includes design, procurement, supply, installation, testing and commissioning of residential buildings, commercial complexes, institutional buildings, industrial projects, water infrastructure, roads and highways, metros and other urban infrastructure projects. Harnessing the opportunities of the dynamic landscape of the industry, JMC has widened its wings in the international markets.

TOUCHING LIVES THROUGH LANDMARK EDIFICES



Residential
Buildings



Commercial
complexes



Industrial
Projects



Water Supply



Irrigation



Highways



Expressways



Bridges



Flyovers



Metros

Supported by its proven track-record of timely execution, cost efficiency, management of sustainability concerns, safety and all regulatory compliances, today JMC is poised to benefit from its presence across some of the fastest growing sectors globally. This is further underpinned by its strategic decision to merge with the KPTL. This merger is expected to provide significant synergies and strengthen the integrated entity's service offerings. Expanding the benefits of this strategic decision the merger would also lead to operational and financial efficiencies and help enhance capabilities.



35 years

Of experience in civil and
construction industry



₹5,519 Crores

Consolidated Revenue in 2021-22



₹17,139 Crores

Standalone Order Book as on
31 March, 2022



4,223

No. of Employees as on 31 March, 2022



Order inflows in 2021-22 at ₹10,139 Crores largely driven from orders in B&F, Water and Urban Infra projects.



MISSION

Building Infrastructure
for Better Life



VISION

To be a preferred global EPC partner, delivering sustainable growth and enhancing stakeholders' value through innovative solutions and inspired people.



VALUES

- Business Ethics
- Quality
- Respect
- Pride
- Humility
- Prudence



GEOGRAPHICAL PRESENCE



This map is a generalised illustration only for the ease of the reader to understand the locations, and it is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees, cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.

OUR BUSINESS STREAMS

BUILDING & FACTORIES

We are among the leading companies offering EPC services for the design and construction of Residential, Commercial and Institutional Buildings, Factories, and Industrial EPC Projects. We have capabilities to undertake MEP, HVAC, Facade, Finishing and Interior projects on EPC basis. Our established pan-India presence, with robust, performance driven customer relationship management helps us to bag repeat orders from most of our clients.



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Ongoing Projects




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Projects delivered in 2021-22



INFRASTRUCTURE

JMC through its contribution in the civil infrastructure space has become one of the major contributors in nation building. Its service offerings in EPC services for the design and construction of Highways, Bridges & Flyovers, Metro Rail Corridors Stations, Transit Terminals & Hubs has helped it transform into a civil powerhouse. The Company has established pan India presence, with the core asset base providing competitive advantage.



140 km

Length of Highway / Road Projects
Won in 2021-22 in Ghana and Ethiopia