

EXPERIENCE. EXECUTION. EXCELLENCE.



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Forward-looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral – that we periodically, 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects' believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Twenty years of excellence

Since inception, our focus has been on achieving excellence in every sphere of our business – product, process and market penetration.

The result is that even in a challenging FY2018-19, when India's GDP growth declined from 7.2 per cent to 6.8 per cent (5.8 per cent in the fourth quarter), Power Mech Projects Limited reported profitable growth and the highest order book in its existence.

This outperformance was generated from an enduring feature of the Company's fabric.



Power Mech's focus has been derived from a combination of its values, infrastructure and presence in strategic business spaces.

Vision

Maintain high standard in workmanship, meet customer requirements to the brim, achieve timely completion of projects by adopting innovative methods and planning, enhance organisational skills through periodic training and retention of human resources and tireless pursuit for excellence all the time.

Mission

To be an outstanding company and dominant player among the peers and delight the customers through products and services with continuous improvement.



750 MW Sabiya Power Plant

6,894

(Rs. cr) Total
order book,
FY19

5,744

(Rs. cr)
Domestic order
book, FY19

1,150

(Rs. cr)
International order
book, FY19



Power Mech's success is visible in its ability to execute projects with efficiency, agility and punctuality leading to profitable growth.

Background

Power Mech Projects Limited (PMPL) possesses two decades of successful presence (having gone into business in 1999).

Promoter

The Company was promoted by the enthusiastic engineering entrepreneur Mr. S. Kishore Babu. He was driven by the objective to provide a high service standard in project execution, addressing demanding customer, sectoral and statutory requirements. The result is that the Company soon established a high respect for project quality, safety and timeliness.

Personality

The Company is a leading construction service provider based in Hyderabad (India) with a global presence. The Company is credited with providing a range of services addressing major projects across various downstream sectors like power, industry and infrastructure.



Capacity

The Company is capable of handling and executing more than 4,00,000 MT of project material, 2,50,000 m³ of concreting and long-term annual O&M contracts of 60,000 MW of large power plants. The Company possesses the managerial bandwidth to concurrently manage 55 project sites and 41 O&M plants in India and abroad.

Competence

During the last two decades, the Company undertook projects of all types, sizes and in extreme environments in India and abroad. The Company enjoys the privilege of having successfully undertaken prestigious power projects: Ultra Mega Power Projects, Super Critical Thermal Power Projects, Sub Critical Power Projects, Heat Recovery Steam Generators,

2,106

(Rs. cr) Order
inflow, FY18

4,883

(Rs. cr) Order
inflow, FY19

Waste Heat Recovery Steam Generators, Circulating Fluidized Bed Combustion Steam Generators, Gas Turbine Generators, Hydro Electric Projects, Operation & Maintenance of running plants and entire civil works for power plants.

Sectoral coverage

The Company diversified its operations across a range of sectors – Railways,

Transmission & Distribution (Electrical), Steel and Process Industry, Refinery, Hydro projects, Manufacturing, Cross Country Pipe Laying etc.

Geographic footprint

The Company's operations are spread across countries in Asia and Africa. The Company places a major thrust on exports, with a growing proportion of revenues derived from outside India.

Leadership

The Company enjoys a large presence in the O&M market for the power and non-power segments. It established a leadership position with more than 50% market share of the power sector, strengthening business sustainability across market cycles.

The ability to consistently succeed at Power Mech is more than just a line. It is a philosophy that is lived in every decision, initiative and project.

‘Power Mech is all about a ‘Will be done!’ attitude’

‘The more complex the project the greater our enthusiasm’

‘Our flat management pyramid makes quick decisions possible’

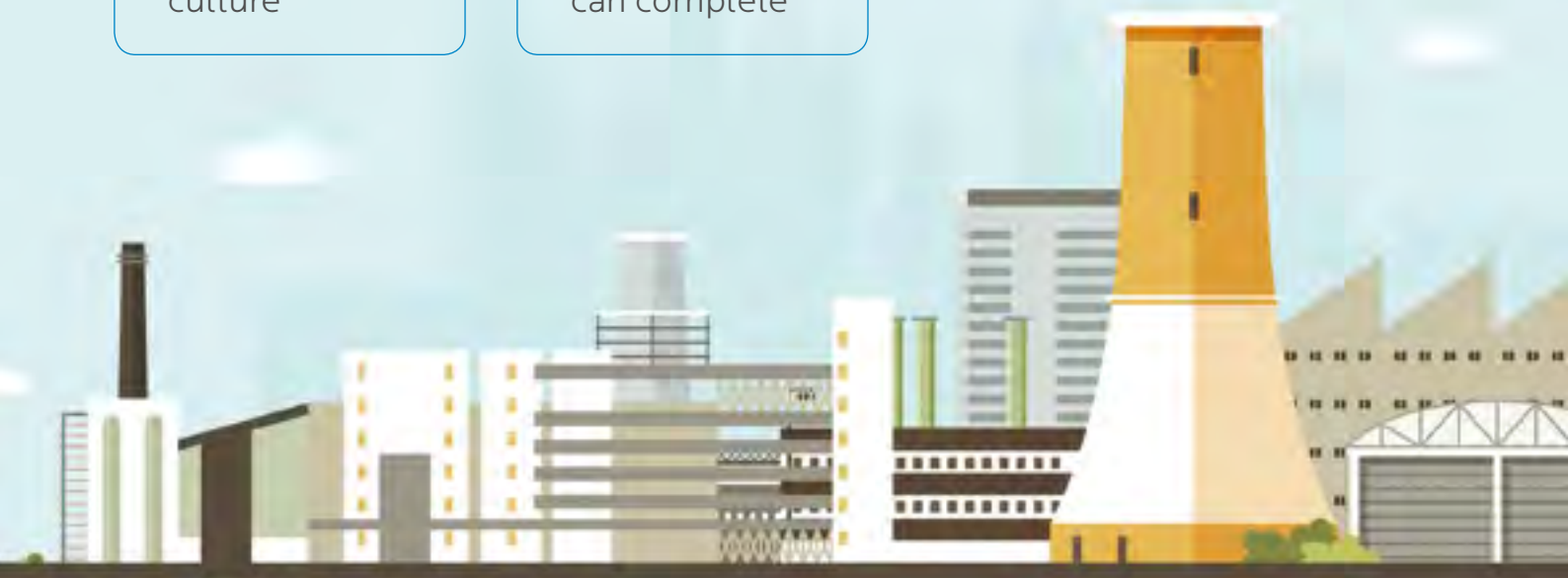
‘We possess a culture of data and knowledge sharing’

‘Power Mech promotes leaders from within’

‘What makes Power Mech successful is a high promoter access’

‘Power Mech is about a ‘Let us do this now!’ culture’

‘Power Mech embarks on only those projects it can complete’



‘Power Mech is about an environment of ‘No excuses!’

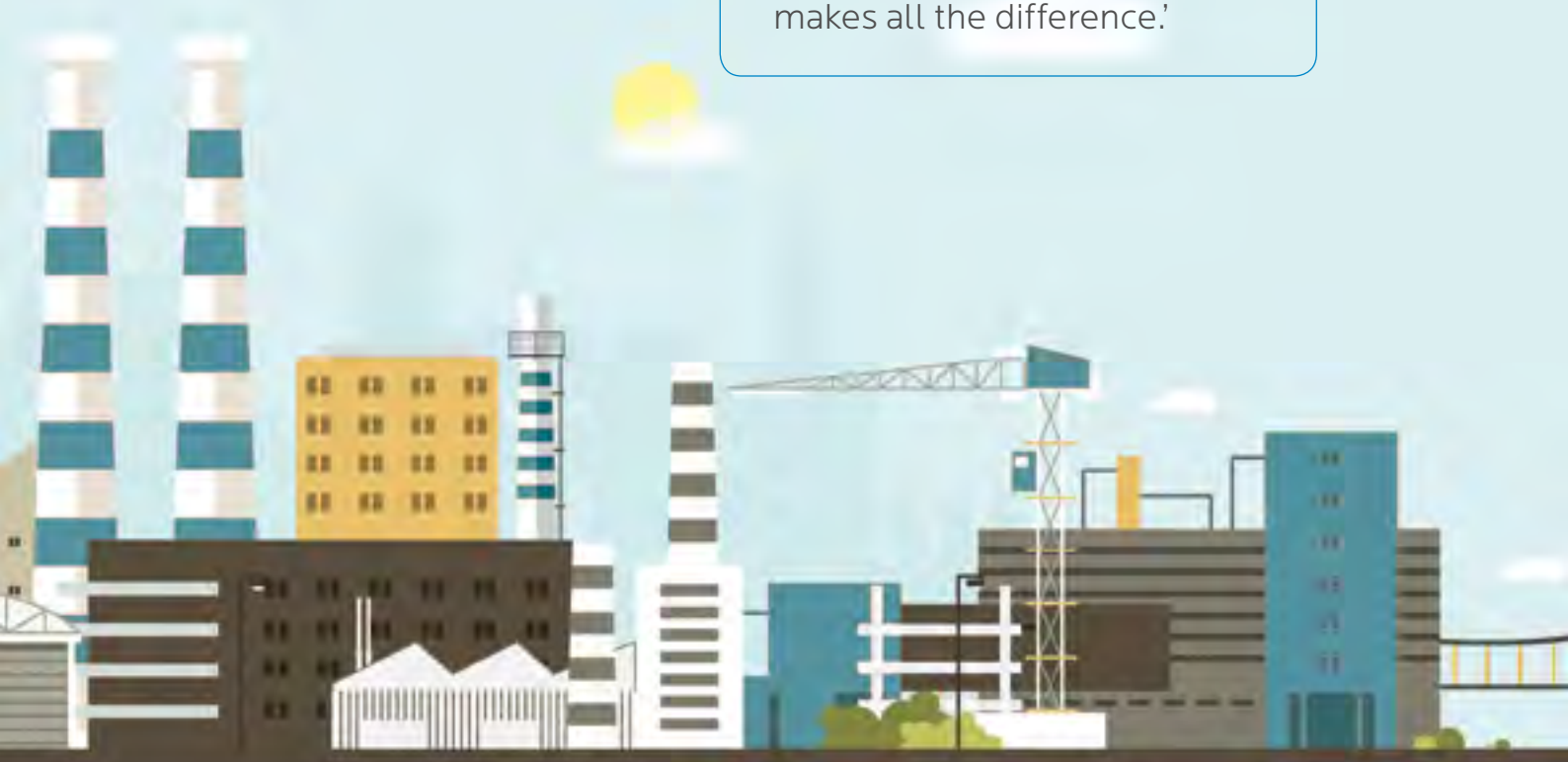
‘What makes Power Mech successful is a widespread commitment to ‘What is the new we can do?’

‘Power Mech’s singular aim: Can we build faster and better than anyone in India?’

‘We have established a recall that ‘If the project is reasonably challenging, it would be advisable to go to Power Mech and ‘if the project is mission-critical, then one must go to Power Mech!’

‘Power Mech protects the customer’s investments by helping it commission projects on schedule’

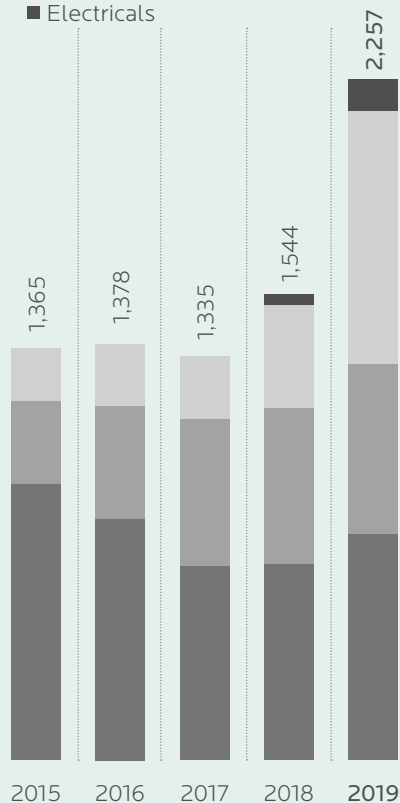
‘Power Mech’s senior management leads project execution from the front, which makes all the difference.’



Our performance over the years

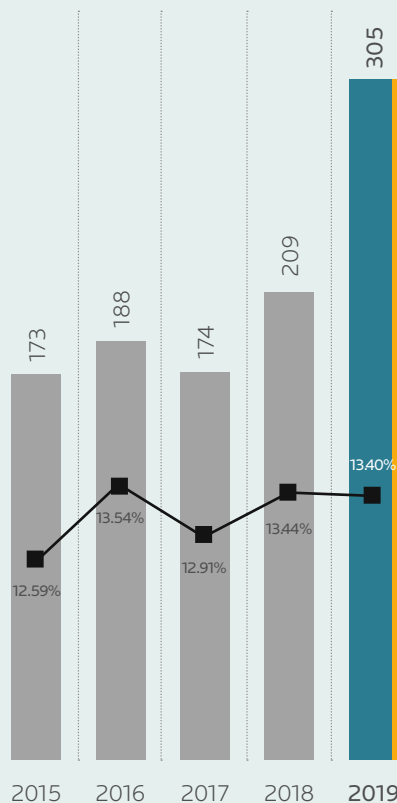
Contract revenue

(Rs cr)

 ■ ETC ■ O&M ■ Civil & other works
 ■ Electricals


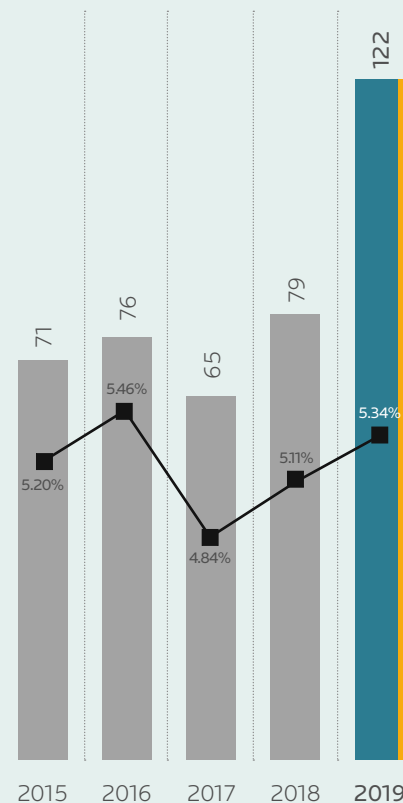
EBITDA

(Rs cr)

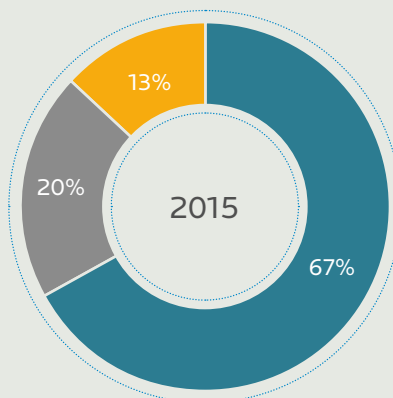


PAT

(Rs cr)



Revenue mix

 ● ETC ● O&M
 ● Civil & other works

 ● ETC ● O&M
 ● Civil & other works
