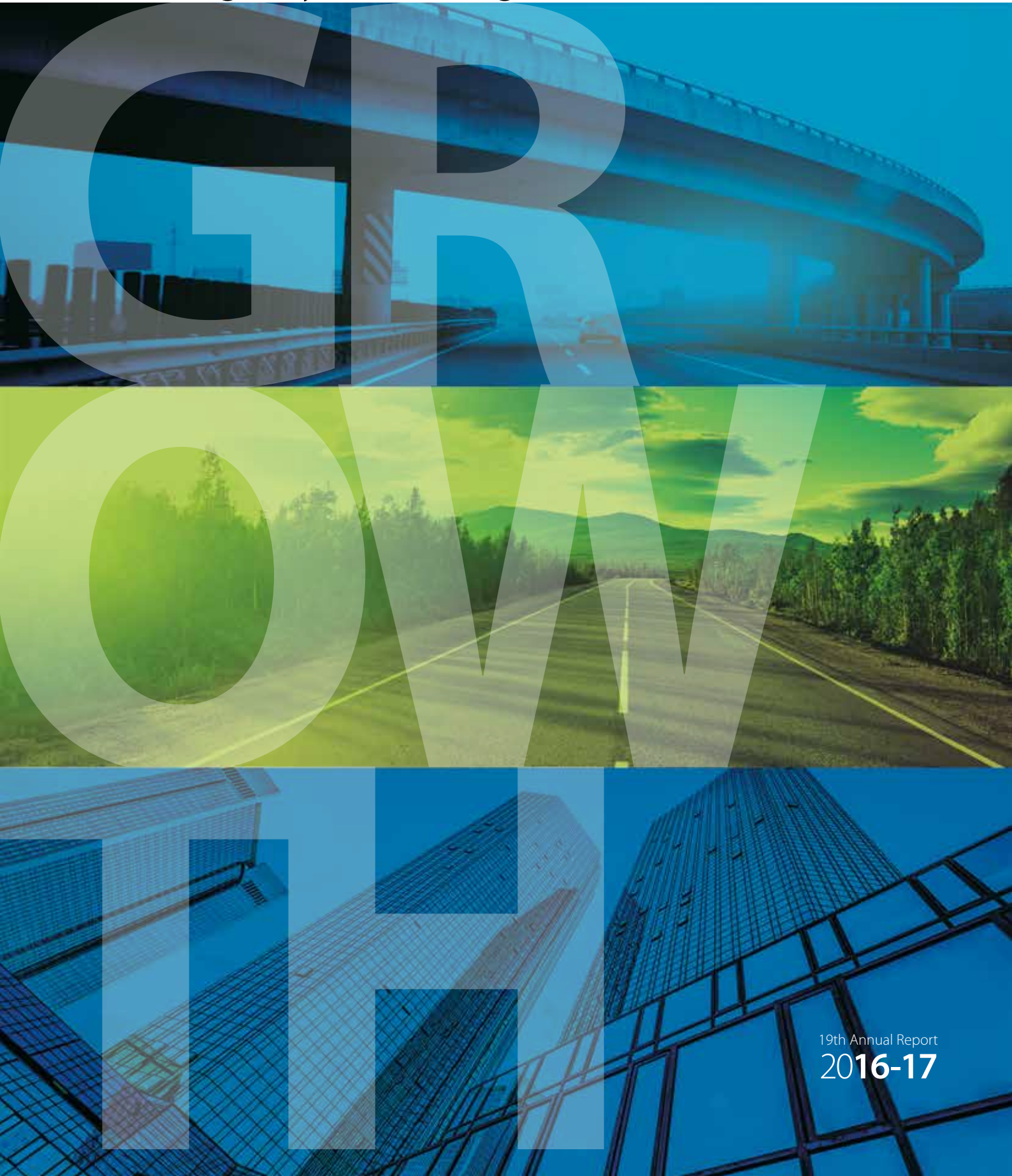


Building way to future growth




Forward looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral – that we periodically 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 'anticipate', 'estimate', 'expects', '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 believe we have been prudent in assumptions. The achievements of results are 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 keep 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.

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At Sunil Hitech Engineers Limited, the year 2016-17 represented a watershed in our existence.

During the last few years, we had indicated that we wished to increase our road building profile; during the year under review, we added ₹2078 crore to our road building order book, the highest in any single year in our existence.

During the last few years, we had indicated that we intended to strengthen revenue predictability; during the year under review, we bagged fresh orders worth ₹3850 crore, the largest in our existence.

During the last few years, we had indicated that we would maximize our presence in sectors generating the largest opportunities; the result is that our non-power order book increased from 20 per cent in 2012-13 to 80 per cent in 2016-17.

Building Way To Future
GROWTH

Sunil Hitech Engineers Limited.

Engaged in construction across some of the fastest growing infrastructure segments in India.

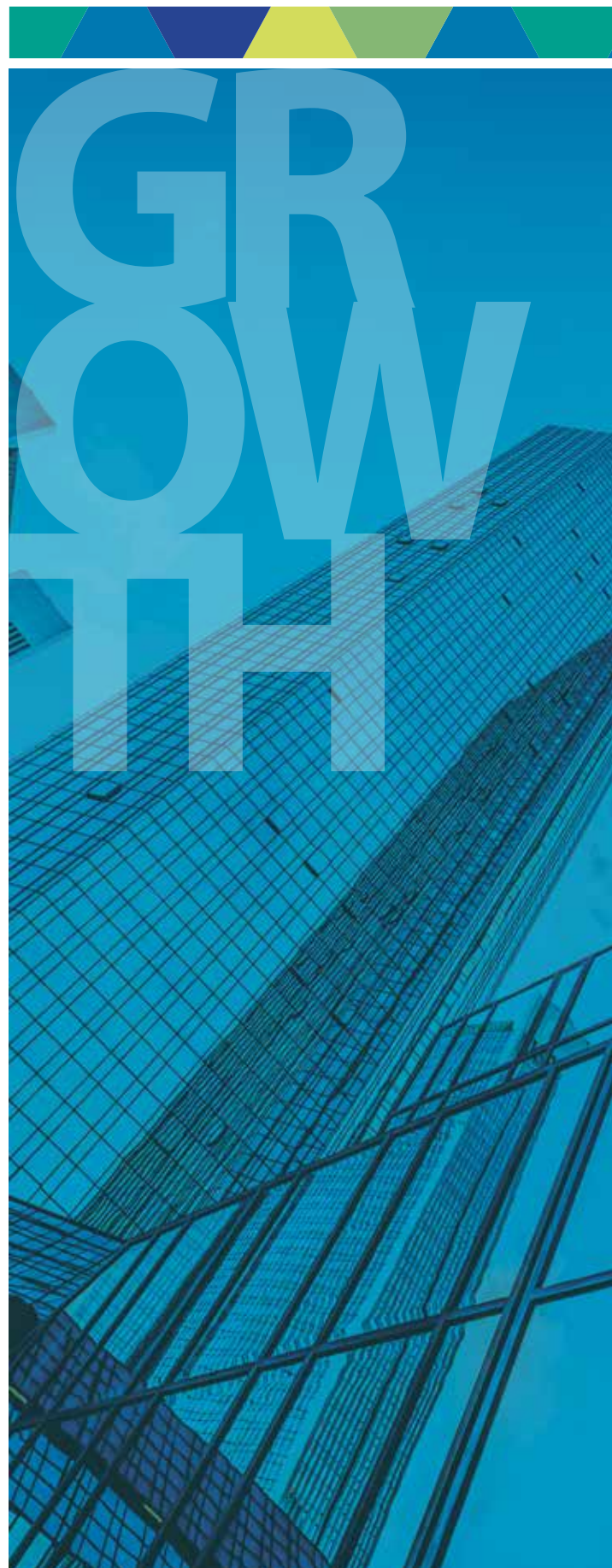
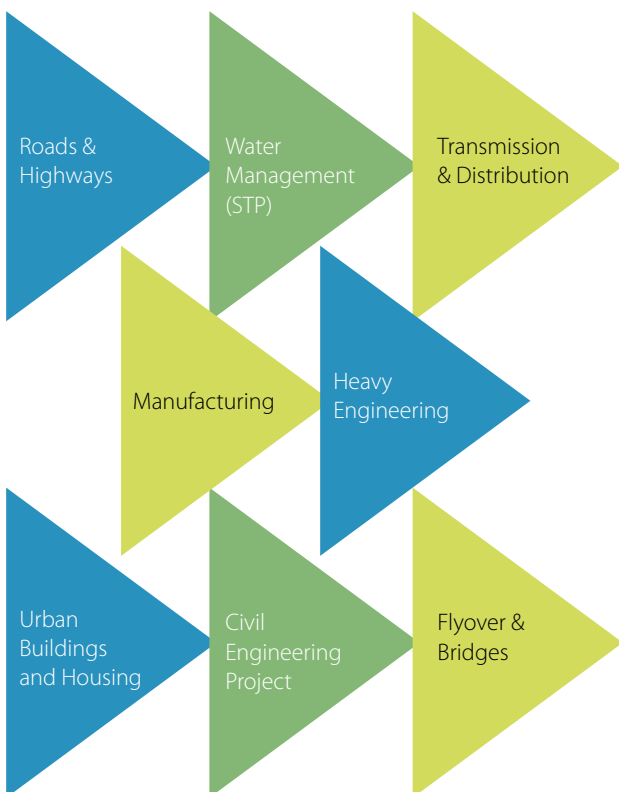
Extending from one-off project construction to construction cum multi-year maintenance contracts.

Extending from low margin projects to higher margin engagement, strengthening business sustainability.

A dynamic proxy of a vibrant sector in the world's fastest growing major economy.

Sectoral focus

Sunil Hitech (SHEL) is engaged in the following construction verticals:





Vision

- ▶ To contribute to the development of power, steel and process industries as well as related infrastructure
- ▶ To meet quality, price and schedule benchmarks and consistently satisfy customers

Mission

- ▶ To develop, implement and innovate construction and onsite implementation methods to meet the best industrial standards
- ▶ To continuously improve on cycle-time reduction, enhancement of construction methods applicable for the power, process and infrastructure industries and augment safety standards

Philosophy

- ▶ To enhance project management, execution skills, meet customer benchmarks related to timely execution of projects meeting quality standards
- ▶ To improve on existing quality systems in operations
- ▶ To achieve greater productivity and safety standards
- ▶ To develop human resources and improve employee attitudes
- ▶ To maintain good net worth growth and build on the Company's assets
- ▶ To be a market leader and highly dependable service provider
- ▶ To develop partnerships for growth and diversification
- ▶ To continuously strive to achieve greater customer satisfaction

Positioning

- ▶ Sunil Hitech Engineers Limited, the flagship of the Sunil Hitech Group, is a dynamic infrastructure construction company.
- ▶ the Company has emerged as one of the fastest growing road building companies in India coupled with its longstanding respect as one of India's leading solution providers in power plant BOP and EPC spaces.

- ▶ the Company's non-power civil engagements comprise roads and bridge construction as well as the civil-mechanical-electrical engineering spaces.

- ▶ Sunil Hitech had contributed to the commissioning of 46129 MW of power generating assets in India (as of 31 March 2017), positioning it among the largest such players in the country

- ▶ The Sunil Hitech Group offers engineered and fabricated boiler components through SEAM Industries Limited (88.61 percent subsidiary of Sunil Hitech Engineers Limited)

- ▶ The Group also provides services in the renewable energy sector through Sunilhitech Solar (Dhule) Pvt. Ltd. (100 percent subsidiary of Sunil Hitech Engineers Limited)

Background

- ▶ Sunil Engineering Works (commissioned 1984) was renamed Sunil Hitech Engineers Limited following acquisition by the present management in 1998.

The company has evolved into a diversified company with a widening presence in Engineering, Procurement and Construction across Power, Construction, and Infrastructure sector.

The Company is engaged in projects across the country.

The company has executed projects for marquee clients across the public and private sector comprising NTPC, BHEL, MORTH, NHAI, BSHB, MAHAGENCO, NHIDCL, L&T, JSW, Reliance Infrastructure etc.

- ▶ The Company provides design, fabrication, erection and commissioning-related BOP (balance-of-plant, excluding the boiler, turbine, generator) assignments for power plants with its expertise also spanning fabrication, erection, testing and the commissioning of bunkers, electrostatic precipitators, boilers and TG sets in power plants

- ▶ The Company has diversified into high growth sectors in civil engineering like road and bridge building, solar power project commissioning, construction of correctional homes, solid waste management etc.

Business mix

Road, Bridges and Flyovers

► From local roads to major motorways, SHEL's experienced civil engineers have been building the country's infrastructure, providing people with mobility infrastructure that they need.

► Across the country, SHEL is executing remarkable transportation projects which include Expressways, National Highways, State Highways etc. Timely delivery within budgeted targets, while adhering to international standards of safety & quality, represents is the core strength of this business vertical.

► Improvement in the quality of life and sustaining economic growth are the prime factors we keep in mind when we design our sustainable roads and structures as they are critical for the expansion and prosperity of our country and people.

► Qualified for road EPC projects from NHAI and MORTH for 2 lanes and 4 lanes projects up to ₹700 crores and BOT & Annuity projects up to ₹1200 crores.

SHEL is active in major works including:

- Construction of road and highways with a paved shoulder
- Major and minor bridges
- Rail overbridge and rail underbridge
- Bus bays, truck lay byes and bus shelters
- Toll plaza

Competencies

EPC/turnkey projects

► Balance of plant package up to 660 MW ► storage sheds ► CHP bunker belt extension ► Raw water/LP piping system ► Fuel oil system with tankers ► Sub-station up to 220 kV/ 400 kV ► RAPDRP (Restructured Accelerated Power Development and Reforms Programme) projects

Civil

► Civil and architectural works up to 660 MW ► Civil works of hydropower plant ► Staff quarters, school building, rest house building ► Storage sheds ► Ash dyke package ► CW system ► Make-up water system

Water Management

► SHEL is among India's leading players in water purification technology for industrial and infrastructure markets with a focus on sea water desalination, water recycle and reuse & waste water treatment management.

► SHEL offers a number of tools to efficiently analyze, evaluate, and treat your entire wastewater operation from primary clarification to discharge.

► SHEL offers customized pre-engineered containerized water management solutions.

Waste/Sewerage Water Management includes:

- Construction, Operation & Maintenance of Sewerage System 5 MLD to 40 MLD Capacities
- Use of ASP/MBBR/SBR Technology
- Pipelines ranging from 150 mm to 1100 mm diameter; total length ranges from 150 Kms to 300 Kms.

Water Management includes:

- Raw water intake system
- Construction, Operation & Maintenance of water treatment plants - 10 MLD to 250 MLD
- Supply, Laying, Testing & Commissioning of water transmission pipelines ranging from 430 Kms to 500 Kms
- O&M of entire system including water distribution service delivery, meter reading, billing & collection system.

Transmission

► EHV transmission lines up to 132 kV, 220 kV and 400 kV ► EHV sub-station of up to 132 kV, 220 kV and 400 kV ► Erection, testing, commissioning of power transformers up to 200 MVA ► C&R panels ► SCADA system ► PLCC equipment ► HT capacitors ► Construction of control rooms for EHV ► Construction of heavy consignment roads for carrying out transformers and other equipment of up to 250 MT ► Earthing system for the entire sub-station

Distribution

► Sub-transmission lines for 11 kV, 22 kV and 33 kV ► Sub-stations for 33/11 kV and 22/11 kV up to 10 MVA rating ► Erection, testing and commissioning of pole mounted and plinth mounted distribution transformers up to 630 kVA rating ► Distribution network including UG cable from 1.1 kV up to 33 kV

O&M

► Renovation of boilers, TG and auxiliaries ► Repair, modification and rehabilitation for utility boilers up to 600 MW ► Pressure plants, milling system, rotating parts and ducting ► HP/LP piping works ► Renovation and modernisation and retrofitting of ESP ► Operations and maintenance of CHP and AHP

Manufacturing

Design and supply: Super heater and re-heater coils ► Economizer and LTSH coils ► Water wall panels ► High pressure parts bend ► Structure of TG, bunkers and boilers ► Technological structures for power and process industry ► Tanks and vessels ► Piping ► Boiler pressure parts tubes up to 660 MW ► Collection and emitting electrodes of ESP ► Air register assemblies

Clientele





People capital

Sunil Hitech (employee base of over 850 members) prides itself on being an equal opportunity employer.

Nearly 80% of its employees comprise graduates and diploma engineers, 20% are MBAs while the rest possess CAs, CS, and other academic qualifications.

Listing and market capitalisation

▶ The equity shares of Sunil Hitech are listed on the Bombay and National Stock Exchanges with the promoters holding a 35.37 percent stake in its equity share capital

▶ The Company's market capitalisation (free float) stood at ₹446.04 crores on 31 March 2017

▶ The Company enjoyed a strong credit rating of CARE A- (earlier BBB+) for long-term

Location

▶ Sunil Hitech is headquartered in Mumbai with extensive operations in Nagpur and Noida

▶ The Company manages projects across more than 15 Indian States

Sunil Hitech Engineers Limited (flagship company)

- ▶ Primarily engaged in EPC business for the power sector, roads & bridges, buildings and urban infrastructure
- ▶ The Company is executing four World Bank-funded road projects and has strong portfolio of infrastructure projects worth ₹4,000 crore across eleven States
- ▶ The Company has expertise in the construction of mass housing institutional buildings
- ▶ The Company has a strong clientele including NHAI, MORTH, BHEL, NTPC, NHIDCL, State PWD, etc.



SEAM Industries Ltd. (88.61%)

- ▶ Manufactures boiler pressure parts and components, industrial boilers, steel pipes and pipe fittings, tanks & vessels, etc.
- ▶ Strong fabrication capabilities for ROB
- ▶ Complements SHEL's turnkey / EPC projects



VAG Buildtech Pvt Ltd. (78.01%)

- ▶ Focus on roads, renewable energy sectors
- ▶ Secured projects worth ₹600 crore

Our identity in **numbers**



Order book

Sunil Hitech's order book stood at ₹5189 crore as on 31 March 2017

New projects bagged in 2016-17 stood at ₹3850 crore, representing 90 per cent of the order book at the beginning of the year under report (1 April 2016)

Order book has grown at a 22.62 percent CAGR over the past five years (FY13-FY17)

Revenue

Sunil Hitech's revenues were the highest in its existence at ₹2,091.19 crore in 2016-17 on account of robust competent execution, completion and handover

Revenues grew a healthy 14.43 per cent during the year under review

Revenues grew at a 17.53 per cent CAGR over the past five years (FY13-FY17)



Operating profit

Sunil Hitech maintained its operational profit over the previous year

EBITDA margin has consistently been above 9 percent despite a discouraging national and global scenario.

EBIDTA has grown at a 9.87 percent CAGR over the past five years (FY13-FY17)

Cash profit

Sunil Hitech's cash profit grew 6.12 percent CAGR over the past five years (FY13-FY17)

Net profit

Sunil Hitech's net profit grew 9.44 percent CAGR over the past five years (FY13-FY17)

Net profit margin stood at 1.92 percent during the year under review

2016-17 financial highlights

