



BRIDGING THE DISTANCE

Sunilhitech 

Sunil Hitech Engineers Limited
ANNUAL REPORT

2017-18

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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 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.

The government has given a major thrust to the infrastructure sector in FY18 with the Bharatmala Pariyojana programme being brought in to revamp the status of infrastructure in India.

At Sunil Hitech Engineers Limited, the year 2017-18 represented the successful transition of the business into the infrastructure segment, under which we will be involved in working towards doing the transformation of the existing road and highway structure of the country.

As a result of this successful transition, 68% of our order book consists of road EPC projects and a HAM project and remaining part of the order book is split up into institutional buildings and power.

For India as well as the world, infrastructure development is essential for the socio-economic progress of a country. Sunil Hitech Engineers will be extremely focused on timely and efficient execution of projects to improve the existing infrastructure of the country primarily in the road sector.

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Our vision to become one of the biggest infrastructure players in the country remains as clear as ever.

The recent uptick in ordering has tested the ability of the sector to absorb large order inflows and has started benefitting able companies to scale up operations.

The going would only get better for the sector (more for able construction players) with another mammoth of orders expected in the coming years

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Corporate Information

Board of Directors

Mr. Sunil Ratnakar Gutte
Chairman and Managing Director

Mrs. Sudhamati Ratnakar Gutte
Non-Executive Director

Mr. Dilip Yeshwant Ghanekar
Independent Director

Mr. Sajid Ali
Independent Director

Mr. Parag Ashok Sakalikar
Independent Director

Mr. S.S. Waghmare
Independent Director

Mr. Anil Ramchandra Aurangabadkar
Independent Director

R & T Agents

M/s Bigshare Services Private Limited,
1st Floor, Bharat Tin Works Building,
Opp. Vasant Oasis, Makwana Road,
Marol, Andheri East, Mumbai-400059

Depositories

National Securities Depositories Ltd.,
Central Depository Services (India) Ltd.

Chief Financial Officer

CA Harshvardhan Kaushik

Company Secretary

CS Shrikant Chandrashekhar Rikhe

Auditors

M/s. K.K. Mankeshwar & Co.,
Chartered Accountants,
7 Kingsway, Nagpur-440001

Bankers

Axis Bank
Bank of India
Bank of Maharashtra
Canara Bank
ICICI Bank
IDBI Bank
Karur Vysya Bank
Kotak Mahindra Bank
Lakshmi Vilas Bank
Oriental Bank of Commerce
Punjab National Bank
State Bank of India
Syndicate Bank
UCO Bank
Union Bank of India

Registered office

72, Floor-7, Plot-15A, Sagar Tarang CHS,
Khan Abdul Gaffar Khan Marg,
Worli Seaface, Worli Colony,
Mumbai – 400030, Maharashtra.

Corporate office

6th Floor, "C" Wing, MET Educational Complex,
Gen. A.K. Vaidya Marg, Bandra Reclamation,
Bandra (W), Mumbai-400050
Phone: +91 22 61872400/97
Fax: 61872455,
Email: info@sunilhitech.com,
cs@sunilhitech.com
Website: www.sunilhitech.com

Regional office (Central)

97, East High Court Road,
Ramdaspath,
Nagpur - 440 010
Maharashtra

Sunil Hitech Engineers Ltd.

Sunil Hitech Engineers Limited (SHEL) was incorporated in 1984 by the Gutte Family and is spearheaded by Mr Sunil Gutte, the Chairman and Managing Director. The company has completely transformed from a family business to being a corporate organisation. The company has evolved into a diversified entity, having presence in EPC and Construction of Road & Bridges, Building works of institutions, hospitals and housing projects, cross country pipeline, civil & mechanical works of power and steel plants, cooling towers, chimneys, etc., also in renewable sector. SHEL has executed projects across 17 States in India. The company has executed projects for marquee clients across public and private sectors like NTPC, BHEL, MORTH, NHAI, BSHB, MAHAGENCO, MPPGCL, CSPGCL, NHIDCL, L&T, JSW, Reliance Infra, PWD, TATA Projects, Adani, SCCL, KDA, UPRRNL, BIDCO, ABIR, NBCC, GSECL, JRD, etc. The company has a vast experience extending to roads and bridges, power sector, civil engineering projects, construction and urban buildings infrastructure.

Key Subsidiaries:

SEAM Industries

SEAM Industries is a subsidiary of Sunil Hitech Engineers (holding 88.61%), which was established to cater to the needs of undertaking fabrication and erection related works required for the Power Plant Construction. It is primarily backward integration to help SHEL to augment and consolidate as a supplier-cum-on site repairer in the Power business. Seam Industries Limited manufactures boiler pressure parts and components, industrial boilers, ROB and RUB railway girder slabs, steel pipes, and pipe fittings, etc. and complements Sunil Hitech's EPC Projects.

VAG Buildtech

VAG Buildtech Ltd. is the infrastructure development arm of Sunil Hitech Group. The company has launched various projects in urban infrastructure, solid waste management and road development. The company now focuses on the following verticals of infrastructure:

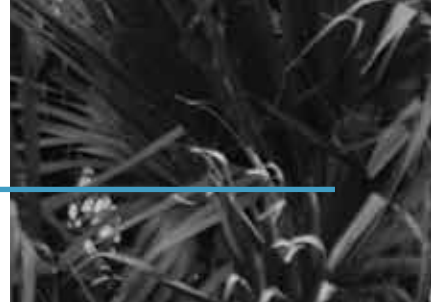
Landfill management and renewable power generation

Sewage/ waste water treatment

Recycle and reuse water treatment management

Sea water desalination

Solar Energy



Competencies

- In the Road projects, the company is qualified for Road EPC projects from NHAI and MORTH for 2/4/6 lanes projects up to Rs. 1,200 Cr and BOT & Annuity Projects up to Rs. 1,500 Cr.
- In Buildings construction, SHEL provides Building Construction services to Hospitals, National Institutions, Government Housing projects, industrial, commercial buildings, hostels, industrial sheds, etc.
- In Power projects, SHEL has extensive experience and provides design, manufacturing, supply, erection, testing and commissioning of BOP & EPC assignments.
- The company also executes Operation, Overhauling and Maintenance (renovation and modernization) of Power and Steel plants up to 800 MW.
- SHEL also has a manufacturing arm for heavy engineering equipment in Power, Infrastructure, Process and Chemical Industries.
- The company has also forayed into EPC for various high growth sectors like River Linking, Railways, Water and Sewage Management.



Vision



The vision of the company going forward will be towards the infrastructure segment as well as the river interlinking projects. The government has laid out a huge opportunity of orders in this space and the company plans to play an active role in participating in these projects laid out by the government.

To meet quality, price and schedule benchmarks and consistently satisfy customers.

People Capital

Sunil Hitech (with an employee base of over 500 members) prides itself on being an equal opportunity employer. Nearly 80% of its employees comprise of graduates and diploma engineers, 20% are MBAs, CAs, CS, and other academic qualifications.

Listing and market capitalisation

The equity shares of Sunil Hitech are listed on the Bombay and National Stock Exchange with the promoters holding a 40% stake in its equity share capital with a further increase expected through infusion of the convertible warrants to the promoters. The Company's market capitalisation (free float) stood at Rs. 312 Cr as on 31 March 2018.

Location

Sunil Hitech is headquartered in Mumbai with extensive operations in Nagpur and Delhi. The Company manages projects across more than 12 Indian States.

Key Milestones

Mr. Ratnakar M Gutte started the business under the name Sunil Engineering Works.

1984

1994

Initially struggled for 10 years and then received the first major order from BHEL at Chandrapur of Rs. 2.4 Cr

Sunil Hitech Engineers Pvt. Ltd. was incorporated with the registration No. 11-155155 dated 29/05/1998.

1998

2003

ISO 9001-2008 Certification dated 28/03/2003.

First of its kind Civil, Structural & Architectural Work Project from BHEL worth Rs. 235 Cr.

2009

2008

QIP of Rs. 81 Cr in January 2008. Diversified in T&D segment & manufacturing through Seam Industries Ltd & OHSAS 18001-2007 Certification dated 29/04/2008.

Crossed Revenue of Rs. 100 Cr, Listed on BSE & NSE with 9 times over subscription of IPO.

2006

2004

Major work order from NTPC of Rs. 34 Cr.

First BOP job worth Rs. 487 Cr; Civil & Structural job of 660 MW & 600 MW from L&T and Avantha Power worth Rs. 700 Cr.

2010

2012

Erection of 800 MW Doosan Boiler.

Bagged first Institutional Buildings order from PWD - Punjab for construction of Central Sudhar Ghar worth Rs. 350 Cr.

2013

2014

Foray into EPC Road business with World Bank funded orders in the state of WB, Bihar and Karnataka worth Rs. 900 Cr for NHAI/MORTH.

Received an early completion bonus of Rs. 10 Cr for the company's road EPC project in West Bengal, started bidding for further orders in the roads space through the Bharatmala Pariyojana.

2018

2017

Bagged more than Rs. 2,078 Cr of road EPC contract including HAM of Rs. 982 Cr. Standalone Topline crossed Rs. 2,000 Cr.

Further strengthened Buildings portfolio by bagging largest Housing Sector order from Bihar state worth Rs. 415 Cr & UPRNNL Firozabad medical college order for Rs. 130 Cr.

2016

2015

Commissioned the pilot 5 MW Solar Power EPC Project through a Wholly-Owned-Subsidiary for gaining EPC experience.



Key Awards & Accolades

Awards

**Great Achievers
Award for Industry
Development**
- 2016-17

**Individual
Contribution for
National Economic &
Social Development**
- 2015-16

**World Consulting
& Research
Corporation
Leader Award**
- 2015-16

**Best Safety
Performance Award**
(Memento) and
“Excellence in Safety”
certificate from NTPC

Recognition

- Marathwada Bhushan Mitra Gaurav Award’ – given by Honourable Chief Minister Mr. Prithviraj Chavan
- ‘NCCL Award’ For Outstanding Performance in Industry & Business Sector – Nagpur Chamber of Commerce
- Excellence Award – Global Organization
- Life Time Udyog Achievement Award – Economic Growth Society of India
- Fastest Growing Business Excellence Award – Indian Organisation for Commerce and Industry
- Great Achiever of Industrial Excellence Award – Indian Organisation of Commerce and Industry.