



Commitment, Reliability & Quality

CHAIRMAN'S SPEECH FOR AGM OF 22nd SEPTEMBER, 2021

OPENING REMARKS

GOOD AFTERNOON LADIES AND GENTLEMEN

It gives me great pleasure to welcome you all to this 43rd Annual General meeting of your Company.

The Annual Report together with Audited Financial statements and the Directors report for the year ended 31st March, 2021 are already with you and with your permission, I take them as read.

It is the second year in a row that I miss the intimacy and warmth of face-to face interaction with you, because of the continuance of the COVID pandemic. However, the virtual meeting has enabled shareholders to participate in the AGM from the safety of their location.

IMPACT OF COVID 19

Throughout the first and second wave of the pandemic, your Company ensured that our employees, workers, sub-contract work force have received proactive medical care by setting up our own quarantine centres at project locations, through hospital tie-ups, doctors on call, availability of medical facilities and care, supply of nutritious food and motivational trainings.

We also ensured that employees and work force have followed all protocols relating to COVID appropriate behavior. We have completed vaccination drives for most of our employees, workers at various sites and their family members as the health of its people is of paramount importance to the Company.



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ECONOMIC SCENARIO AND INFRASTRUCTURE OPPORTUNITIES IN INDIA

- India is expected to become the third largest construction market with expected investments worth Rs 50 trillion across infrastructure segments for sustainable development in the country
- The Prime Minister recently announced ambitious Rs.100 Lakh Crore Gati Shakti Master Plan which will offer multi – modal connectivity to more than 1,200 industrial clusters including two defence corridors across the country to reduce the logistic cost and provide better connectivity.
- The new master plan for multi modal infrastructure will include projects under existing flagship schemes such as Bharatmala, Sagarmala, Udaan Airport Modernisation, expansion of railway networks including metros, inland water ways etc.
- This will generate many more opportunities in the infrastructure programme under the National Infrastructure pipeline led by higher budgetary allocations in next 5 – 6 years

I am pleased to inform you that your Company already has rich experience and engineering competence to capitalise on such healthy opportunities in these sectors to align with Government initiatives in the National Infrastructure Programme.

Your Company has a well-diversified order book of Rs 11,732 crore as at March 31, 2021, that provides revenue visibility for next 3 years. The order book comprises mainly of Maritime structures (33%), Urban Infra, MRTS and Airports (32.6%), Hydro Dams, Tunnels & Irrigation (18.5%), Industrial Structure and Buildings (11.3%), etc.

COMPANY PERFORMANCE

I am happy to report that despite the pandemic induced volatility in the business environment, your company continues to deliver reasonable operational performance for the year ended 31st March 2021:

- Our Company's consolidated Revenue from Operations was at Rs 2,728 crore
- Our consolidated EBITDA stood at Rs 258 crore with a EBITDA margin of 9.5%
- Our Net Profit for the year was Rs 18 crore



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- However, I would like to highlight, as the situation started to improve in the second half of the financial year, your Company delivered strong topline growth, healthy EBITDA margin and PAT in Q3 and Q4 of FY 2020-21, thereby demonstrating our operational efficiencies.
- Your Company's constant endeavour is to focus on cash conversion from projects and reduced financial leverage, so as to maximise our shareholder return. In our quest to achieve the objective, we managed to reduce our consolidated debt by Rs 100 crore, thereby enabling us to achieve Debt to Equity ratio of 0.4x, which is amongst the lowest in the industry.
- Your Company has been consistently rewarding our esteemed shareholders with dividend for last several years. This year also, despite several challenges, the Board has recommended a dividend of 0.12 per equity share, which represents an outgo of 13.08% of distributable profits.
- Your Company is committed on pursuing profitable growth opportunities both nationally and internationally with sizeable orderbook, timely and cost effective execution of projects, efficient utilization of all resources, so as to create a long term value for our esteemed stakeholders.

ACKNOWLEDGEMENTS

Before concluding, I would like to thank the Company's leadership and management including our parent company Italian – Thai Development Public Company Limited for their continued guidance and support.

I wish to convey my sincere thanks to the dedicated employees of our Company for their commitment, devotion and working tirelessly to create an excellent enterprise.

I would like to thank you all our dear shareholders for your continued trust, confidence and support in endeavors of the Company.

I would like to record our deep appreciation for our customers, banks, financial institutions, vendors, sub-contractors, suppliers, business associates and various



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Government & Regulatory authorities for their continued support and co-operation, trust and understanding.

Finally, I take this opportunity to once again thank the Board Members, particularly the distinguished Independent Directors for providing their leadership and direction to the Company and its employees. They are always there to provide their invaluable guidance and counsel on a number of topics, and I truly value their partnership, which has helped the Company position itself prominently in terms of governance and compliance standards.

I wish and pray that this world emerges victorious from the crisis created by the pandemic. I urge each one of you to stay safe and take care of your loved ones.

Mumbai

22nd September 2021.

PIYACHAI KARNASUTA
CHAIRMAN