VISHNUSURYA
PROJECTS AND INFRA LIMITED

Vishnusurya Projects And Infra Limited

Investor Presentation - June 2024

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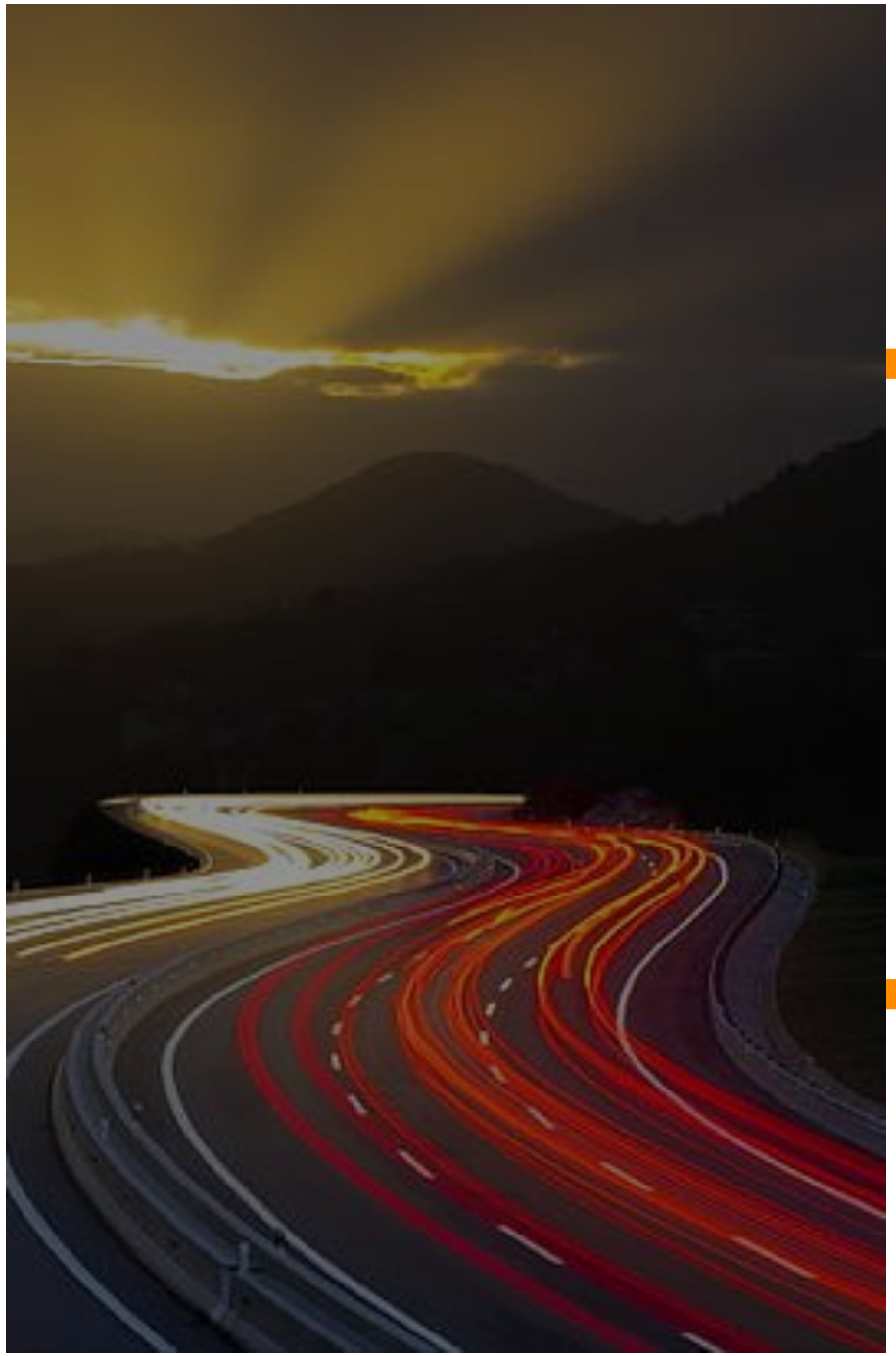


About Vishnusurya

Vishnusurya At a Glance

PROJECTS

Completed **17** projects till date.

ORDER BOOK

The total EPC order book stands at Rs. **225** crores as on 31-03-2024

EQUIPMENTS

100+ state-of-the-art construction equipments

DIVERSIFICATION

Well diversified business in **3** segments(EPC, Mining, MSWM business)

JOINT VENTURES

Embrace technology to optimize processes.

ABOUT COMPANY

- Vishnusurya Projects and Infra Limited was incorporated in the year 1996 and has its registered office in Chennai, Tamil-Nadu.
- The company is engaged in mining of rough stones and manufacturing of aggregates & Manufactured sand by using Crushing Plants and Sand washing plants.
- In addition to mining activities, the Company is engaged in EPC Projects (construction and infrastructure) delivered across all key sectors such as water, transportation, rail, resource, housing and institutional development.
- Company is entering into Municipal Solid Waste Management Business

MINING

Competitive rates offer affordability while reflecting product/service value.

EPC

Delivered 17 projects with Order value of Rs.136 Crs

Order book of Rs. 225 Crs as on 31-03-2024

Other Services

Municipal solid waste management business

EPC Projects Business Overview

- One of the leading companies providing **Engineering, Procurement, and Construction (EPC) services.**
- **Water Division** -Established presence in water management projects with Tamilnadu Water Supply and Drainage Board (TWAD), Govt of Tamilnadu, currently pursuing four projects under Jal Jeevan Mission & AMRUT 2.0.
- **Fisheries Division** handles construction of Auction hall, Fish ponds, boat landing centre etc. with Fisheries Department.
- **Road & Bridges Division** currently does construction of bridges and laying of NH-48 road. (Chennai- Bangalore Highway).
- **Housing Division** had completed construction of 184 dwelling units
- **Rail Infra Division** had completed the track laying and station construction of 2 metro stations in Chennai Metro.
- **Strong Order Book:-** Continually growing project portfolio with significant financial commitments.
- Diversifying to new business avenues- **Municipal Solid Waste Management.**
- **28+ years of experience in project execution:-** Successfully executed multiple large-scale infrastructure projects.- Projects completed across various sectors, showcasing versatility and expertise

Project Execution Highlights

17
Total Executed Project

Civil construction projects	**10**
Road & Bridges construction	**1**
Infrastructure related projects	**6**

Total Aggregate Value of Rs. 136.13 crores.

Some of our major projects carried on by our company were as follows:

- Extension work of NH-48 (Chennai – Bangalore) Highway;
- Construction of Residential Complex having 184 apartments;
- Construction of Fish Landing Centre in Tiruchendur;
- Construction of station and track laying work for Chennai Metro
- Construction of Retaining Wall for Bridge at Perambur for Corporation of Chennai
- Construction of Compound Wall between Thiruvallikeni and Thirumailai Railway Stations;
- Construction of Office Building of Institute of Dairy Research Centre, Almatti, at Koduvalli, Tiruvallur District for the Public Works Department (PWD);

Mining Business Overview

- Our Company is carrying out mining activities by way of acquiring lands wherein potential minerals and stones, are rich in storage and can be converted into Manufactured Sand or can be sold as Aggregates.

- The mining division excavates large chunks of Aggregates i.e., rough stones It's among some of the most mined materials in the world and is indispensable to constructing building and laying roads because of its predictable, uniformed properties.

- Once the land is acquired and necessary approvals are acquired, the Boulders are extracted from the earth and the same is shifted to the crushers. The Boulders are crushed by using the crusher plants and the extracted material is either sold as jelly(aggregates) or the produced dust is processed and washed to produce Manufactured sand otherwise known as "M- Sand". "M-Sand" is used as a substitute for river sand.

- The Company owns and operates two quarries in Tamil Nadu, India. These facilities are manned by competent teams and are equipped with state-of- the-art machineries.
  - First facility is located at Arupukottai catering to Madurai, Thoothukudi and nearby districts.
  - Second facility is located at Vandavasi catering to Chennai and nearby districts.

Our Journey

1996

Incorporated as "Surya Developers and Promoters Private Limited" for undertaking turnkey and EPC projects

2010

"Surya Developers and Promoters Limited" underwent a name change to "Vishnusurya Logistics Private Limited" to reflect its new focus on container freight station and C&F business activities.

2015

The Company identified mining and crushing of rough stones into aggregates and a new business vertical was started

2018

The name of our Company was changed from "Vishnusurya Logistics Private Limited" to "Vishnusurya Projects and Infra Private Limited" as the Company started exploring EPC business as a forward integration business

2021

With a view to assist NHAI we started a new business vertical - Survey of NHAI roads using drones

2023

Our Company was converted into a public limited company and the name was changed to 'Vishnusurya Projects and Infra Limited'

2023

Came with an Initial Public Offering

2024

New division Municipal Solid Waste Management established

Completed Projects

S.No	Name of the Client	Nature / Description of the Work	Year of Completion	Amount (Rs in lakhs)
1	SPL Infrastructures Private Limited	NHAI 48 work – laying of roads and constructing bridges	2023	3,338.51
2	SDB Security Services Private Limited	Alteration work	2022	11.50
3	Fishing Harbour Project Division	Construction of Fish Landing Centre	2022	249.53
4	R N Jayaprakash	Turnkey Civil Construction Projects - Conronsmith Road Project	2021	301.95
5	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects - Balaraga Project at Athipet	2021	2,836.92
6	Vagas Aqua Private Limited	Laying of underground pipes for supply of water and ancillary works	2021	2,546.46
7	L&T Limited	Underground cable laying contract	2020	214.00
8	Krishna Constructions	Foundation piling project	2020	227.20
9	ITNL - KMB JV (CMRL)	Construction of Station Building, Track laying etc.	2019	768.36
10	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects-Shree Lakshmi Project at Mudichur	2018	136.42
11	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects - Vanamamalai Project at Abhiramapuram	2018	216.83
12	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects- Perumbakkam Project- Maple project	2018	1,044.42
13	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects- fairy Land - porur Project	2017	243.07
14	Agni Estates and Foundations Private Limited	Construction of Metro Rail Stations, Track laying etc	2016	375.00
15	Dawood Bhoras Trust	Construction of Prayer Community Hall	2016	460.84
16	Agni Estates and Foundations Private Limited	Turnkey Civil Construction Projects - Parveen Manor Project at Perungudi	2015	135.12
17	India Cements	Site Formation work	2014	507.50
Total				**13,613.63**

Data from 2014

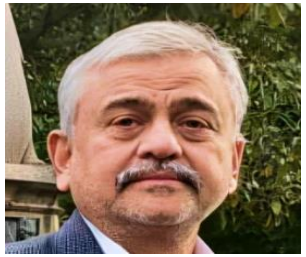
Board Of Directors

Sanal Kumar V, Executive Director & CEO

He is a Chartered Accountant with over 15 years at the Agni Group, he has transformed finance functions through continuous analysis and review of capital and investment activity. Currently handling the overall operations and business development of the company.

A. C. Thangam, Executive Director

He is heading the Mining Division of the Company.
He has 19 years of expertise in mining, mining-related machinery, and operation and maintenance of rough stone crusher and has worked for over 15 years in mining industry prior to joining the company.



S. Neelakantan, Non-Executive Director

He is a graduate in Commerce from the Madras University and a Fellow Member of the Institute of Chartered Accountants of India (ICAI). He has 35 years of experience. He commenced professional practice in 1990 as a sole proprietor firm and has since grown the audit & assurance practice to CNGSN & Associates LLP, one of the leading firms in South India.

Maya Swaminathan Sinha, Independent Director

She holds a B.A. (Honors) in Economics from Delhi University, and a Master's in Economics from Delhi School of Economics. She has 40 years of experience and she has served in Income Tax Department. She is the Founder of Clear Maze Consulting Pvt Ltd, CMC Skills Pvt Ltd, etc
She is also a Board Member of Shreyas Shipping & Logistics Ltd., Shriram Finance Limited, TATA Advanced Systems Ltd., TATA Boeing Aerospace Ltd., etc.

Ramana Kumar B, Independent Director

He holds a Bachelor of Commerce Degree from the University of Madras, a Master of Commerce degree from the University of Madras, a Bachelor of Law degree from the University of Bangalore, and a CA Degree. He has 35 years of experience in total.
He is a prominent lawyer practicing as a litigator in the Hon'ble Madras High Court since April 2013.

Ritesh Nair, Independent Director

He holds a Bachelor of Commerce degree from the University of Madras, Bachelor of Law from Shri Venkateswara University, and a Masters of Business Administration from Sikkim Manipal University.
He has 26 years of banking and finance experience in branch banking, foreign exchange, and asset management at IndusInd Bank, Repco Bank, and Thomas Cook.
He is a founding member at Samunnati Financial Intermediation & Services Private Limited and served as Assistant Vice-President (Risk) at IFMR Rural Channels and Services Private Limited.

Advisory Board

RN Jayaprakash

Strategic Advisor

- He is a first generation entrepreneur and founder of the Agni Group of Institutions based in Chennai.
- He has three decades of experience in various industries.
- He is Graduated from the prestigious Presidency College and holds BA (Company Secretaryship) degree awarded by the Madras University.
- He is the President of Swimming Federation of India, apex body for swimming in India.

V Manoharan

Consultant
(Mining Division)

- He has a three decades of experience and senior management responsibilities in Tamil Nadu Minerals Limited, a State Public Sector Undertaking, and advisory positions in the Governing Council of leading educational institutions in Tamil Nadu.
- His role and responsibilities in the Company include legal compliance, industrial relations, and coordination of large -scale implementations.

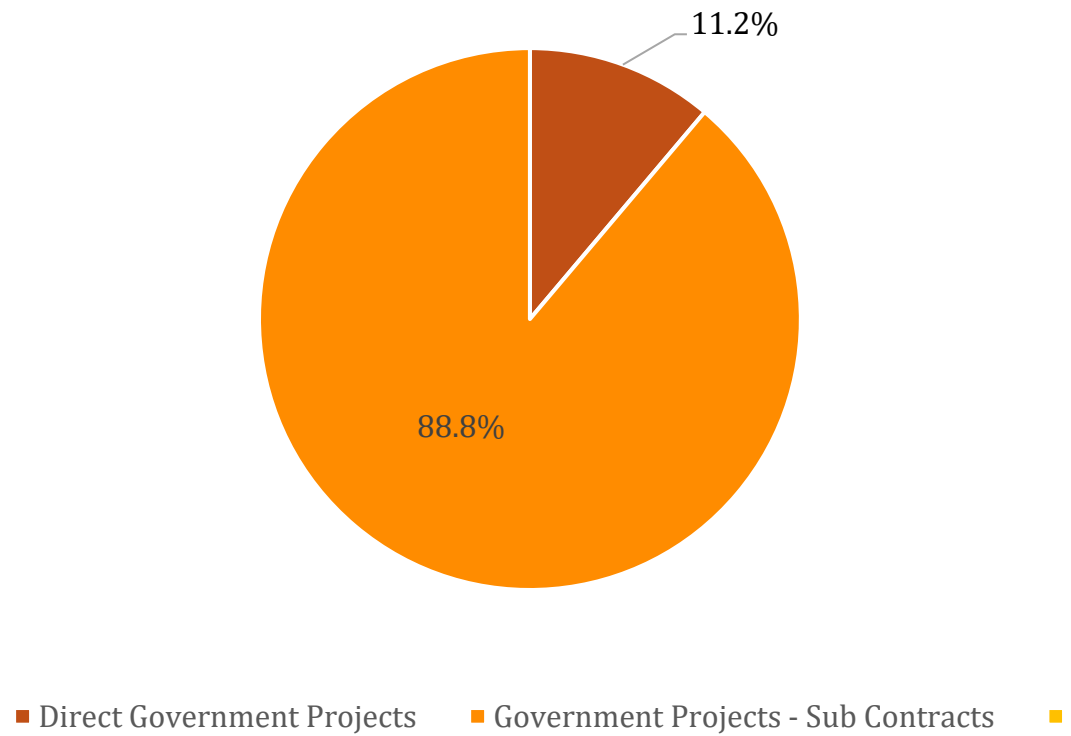
P Manoharan

Consultant
(EPC Division)

- He is a retired Special Chief Engineer, from The Highways Department, Govt of Tamil Nadu.
- He has served in several senior management and leadership roles & has led critical state government EPC and infra projects.
- As a key advisor to Vishnusurya, he guides the Company on complex project management, execution, and strategic management besides dealing with business –to-business environments.

Order Book Highlights

Order Book Break-Up



Sr. No	Name of Authority and Principal Contractor	Order Book Value as on 31-03-2024 Rs. In Lakhs	Independent /Joint Venture
1	SPL Infrastructure Private Limited	1,043.84	Independent
2	VSPIPL- JWIL JV	4,622.20	Joint Venture
3	Madhuranthagam Municipality	1,964.03	Independent
4	Fisheries and Fishermen Welfare Department-Vembakottai, Virudhunagar District	61.89	Independent
5	Fisheries and Fishermen Welfare Department -Pudhukuppam and Anichakuppam villages in Vilupuram District	462.86	Independent
6	JWIL Infra Limited	3,692.61	Independent
7	JWIL Infra Limited	9,909.34	Independent
8	Gorantla Geosynthetics Pvt Ltd	545.76	Independent
	TOTAL	**22,302.54**	

Installed Capacity

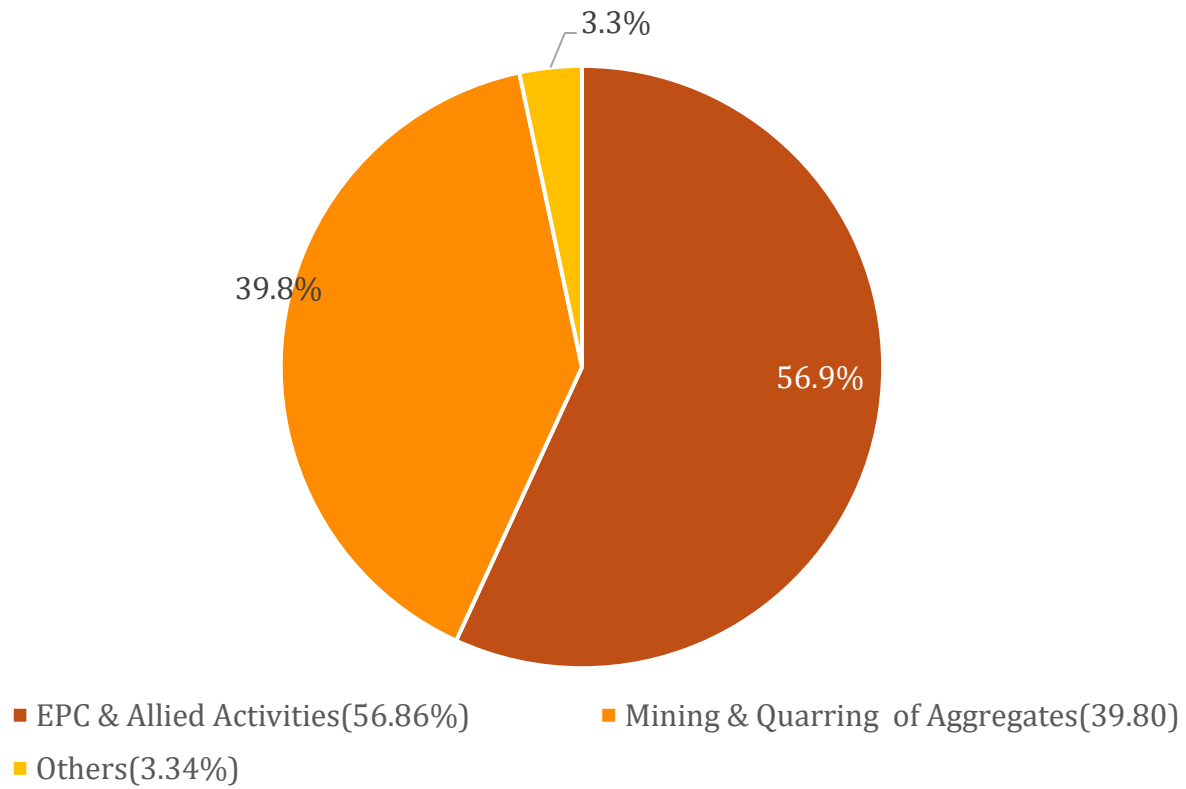
Particulars	Production /Hr	Production/Year
Arupukottai Division		
Aggregates -Metso Plant 250 Tph	175 MT	9,80,000 MT
M-sand -CDE 100 Tph	70 MT	2,60,000 MT
Vandavasi Division		
Aggregates -Metso Plant 350 Tph	245 MT	13,75,000 MT
M-sand -CDE 150 Tph	105 MT	3,93,000 MT

Strategic Joint Ventures

JV With		Work
JWIL Infra Limited- JV	JWIL SUSTAINABLE WATER MANAGEMENT	Improvements of Water Supply Distribution System in Thiruvarur Municipality under AMRUT 2.0 Scheme
Hitachi Zosen India Private Limited –MOU	Hitz Hitachi Zosen	Solid Waste Management plant & Waste to Energy Plant
Gorantla Geosynthetics Private Limited-MOU	GGPL Gorantla Geosynthetics Pvt. Ltd.	Scientific landfilling Solid Waste Management Plant Bio-Mining River bank & Sea shore Protection Material recovery facility Landslide /Hill protection
Antony Waste Handling Cell Limited- MOU	ANTONY WASTE	Environmental Management and Waste Management & Processing Bio-Mining Scientific Landfilling Collection and Transportation
AG Enviro Infra Projects Private Limited-MOU	AG ENVIRO INFRA PROJECTS PVT LTD	Collection and Transportation of Solid Waste

Revenue Break Up

Segment Wise Split Up

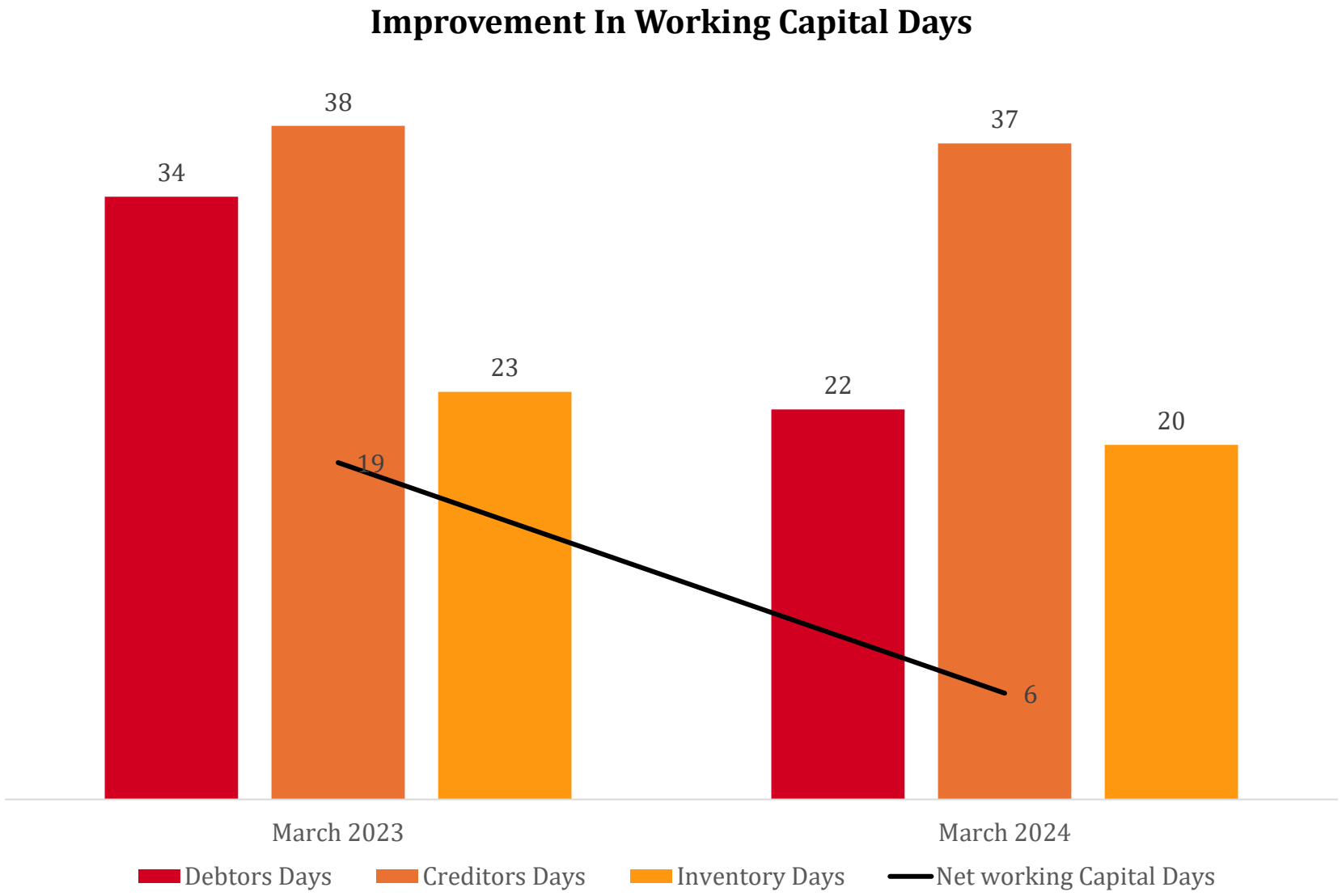


Particulars	F.Y 22-23 (Rs. in lakhs)	F.Y 23-24 (Rs. in lakhs)
EPC & Allied Activities	5630.79	13108.51
Mining& Quarring of Aggregates	7484.75	9173.40
Others	121.57	771.60
Total	13237.10	23053.50

Our Competitive Strengths

- Experienced Promoter & Professional Management Team
- Visible Growth With Strong Order Book
- Focused on Infrastructure Projects
- Industry Experience With Strong Execution Capabilities
- Strong Financial Performance Along with Regular Annuity Business- Sale of Aggregates

Working Capital Days Trend



Our Strategies

Strategic Joint Ventures

Focus on Projects

Diversification of Business Activities

In House Integration

Strategic Location of Mines and Crusher Plants

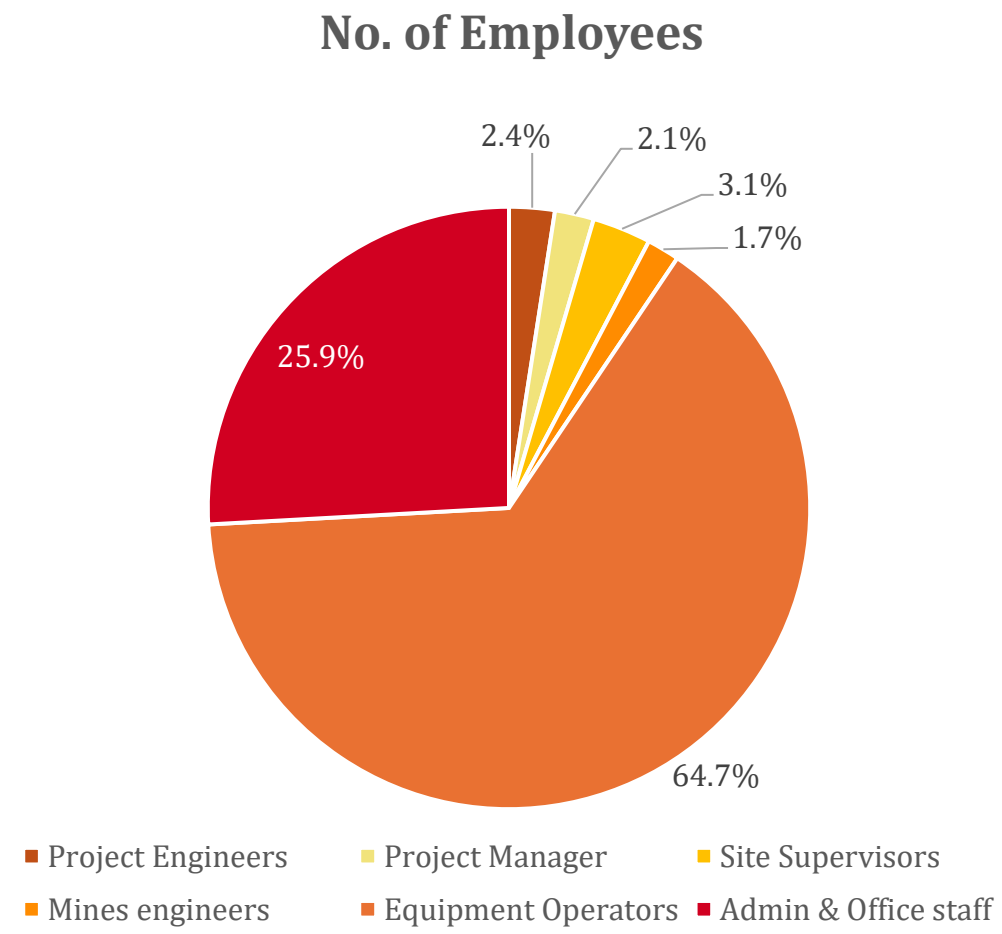
Strategic Geographical Expansion

In-House Equipments

S.No	Name of Equipment /Vehicle	Nos	Value of Asset
1	QC Asset	4	1,12,700
2	Air Compressor	7	52,53,196
3	Bore Motor	7	2,18,031
4	Crushing & Screening Machine	2	16,33,96,779
5	CDE Machine	2	4,09,20,274
6	Drilling machine	5	1,35,97,582
7	Generator	6	1,51,28,188
8	Hydraulic Excavator	12	6,48,51,960
9	Front Loader	1	66,00,000
10	Fuel Tanker	3	11,85,000
11	Control Panel	1	10,00,000
12	Dewatering Motor	4	5,16,956
13	Rock Breaker	3	47,31,559
14	Tipper	26	9,37,20,549
15	Tractor	4	17,48,750
16	Isuzu D max	1	9,02,250
17	Transformer	1	14,50,938
18	Weigh Bridge	2	22,95,787
19	Weighing Machine	4	37,47,339
20	Welding Machine	2	1,68,350
21	Wheel Loader	3	1,56,16,473
22	Woven Wire	2	2,11,661
23	Geared Motor	1	1,58,985
24	HT Connection	2	3,71,14,319
25	M-sand Conveyor	1	18,20,100

TOTAL VALUE OF PLANT & MACHINERY STANDS AT Rs. 47.64 crores

In-house Execution Team



FIELD	NO. OF EMPLOYEES
Project Engineers	7
Project Managers	6
Site Supervisors	9
Mines engineers	5
Equipment Operators	185
Admin & Office staff	74
TOTAL	**286**

As on April 2024

Marque Clients

CSR Activities

Valavallan Government High School

Valavallan Government Higher Secondary School

- Civil work and painting work for renovation of Valavallan school building in Valavallan village, Thoothukudi District.
- Paver block work in School Campus.
- Construction of Toilet facilities in the school campus
- Providing Smart class Equipment's like LED TV , Projector etc for Smart Class room.

Agni college of Technology

- Providing Fees Scholarship for meritorious and deserving students for pursuing Engineering course.

Agni College Of Technology

Industry's Outlook

- The Indian infrastructure capex is estimated to grow at a CAGR of 11.4% driven by spending on water supply, transport, and urban infrastructure.
- The government has launched the National Infrastructure Pipeline (NIP) combined with other initiatives such as 'Make in India' and the production-linked incentives (PLI) scheme to augment the growth of the infrastructure sector.
- Infrastructure is a key enabler in helping India become a US $26 trillion economy.
- The US$ 1.3 trillion national master plan for infrastructure, Gati Shakti, has been a forerunner to bring about systemic and effective reforms in the sector, and has already shown a significant headway.

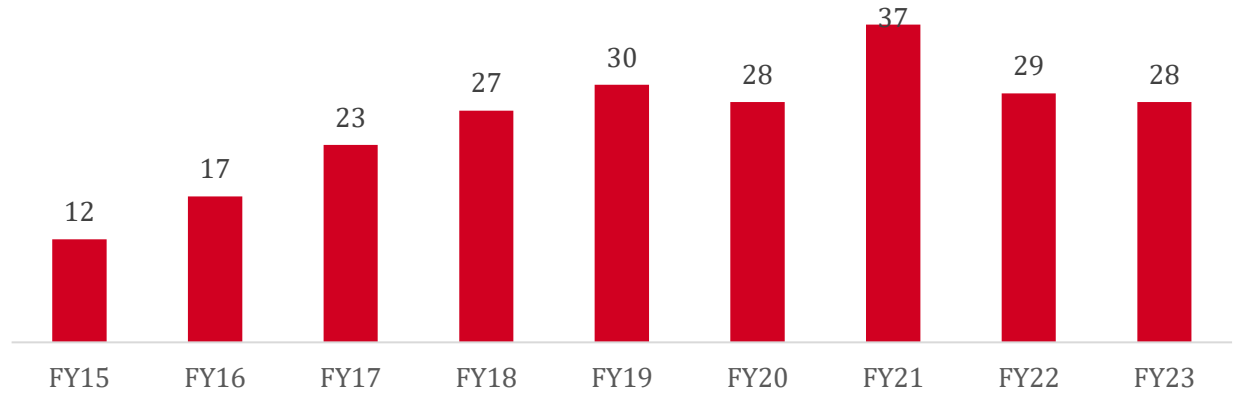
Growth drivers for Infrastructure in India

1. **Government initiatives**
2. **Infrastructure needs**
3. **Housing development**
4. **International investment**
5. **Public Private Partnerships (PPP)**

Strong momentum in expansion of roadways

- In FY24, the total length of National Highways in the country is 1,46,145 km.
- National Highways had increased from 91,287 km in 2013-14 to 1,46,145 km in 2023-24, and the pace of construction had improved from 12.1 km a day in 2014-15 to 28.3 km in FY23.
- Government is working towards the development of a national highway network of 2 lakh kms by 2025

Road construction per day (kms)



Source IBEF

Future Outlook

National Infrastructure Growth:

We are fully poised and leveraged to be a part of the nation's success story.

EPC Division Expansion:

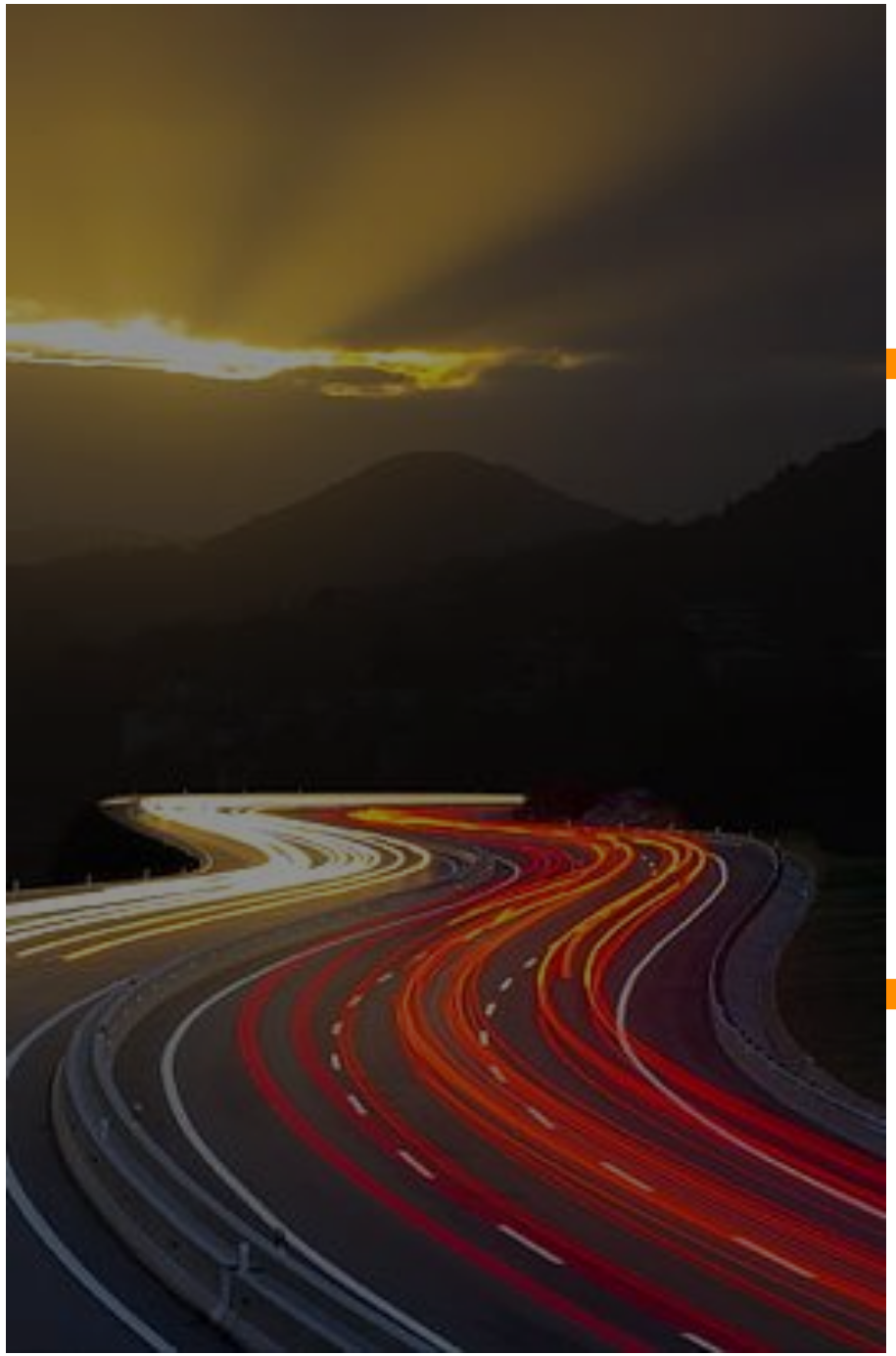
- Road and Bridges: We will undertake mid-sized projects.
- Water Projects: Under the Jal Jeevan Mission.
- Fisheries Department: We will take on mid-sized projects.

Municipal Solid Waste Management (MSWM):

We aim to be a leading solution provider for the country’s municipal solid waste management needs..

Mining Operations Expansion:

We plan to expand to Hosur, targeting the Bangalore market in FY 2024-25, with an annual production capacity of 9,80,000 MT for the crusher plant and 8,00,000 MT for manufactured sand.

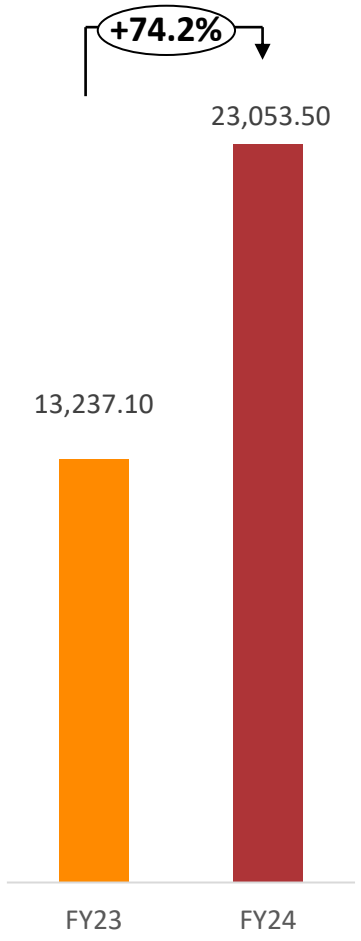


Financial Highlights

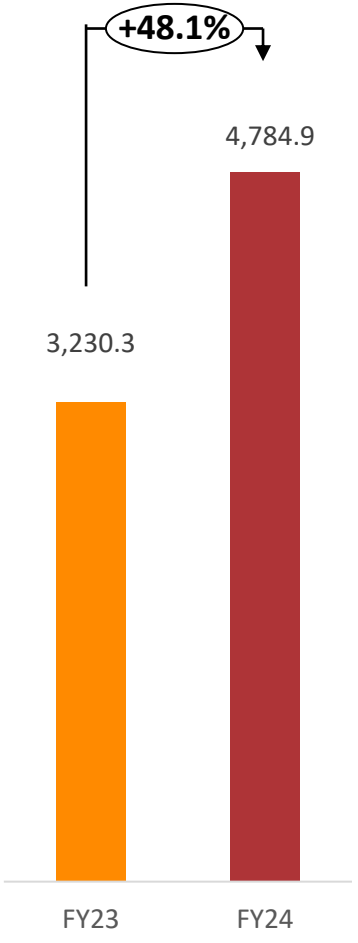
Financial Highlights

FY24

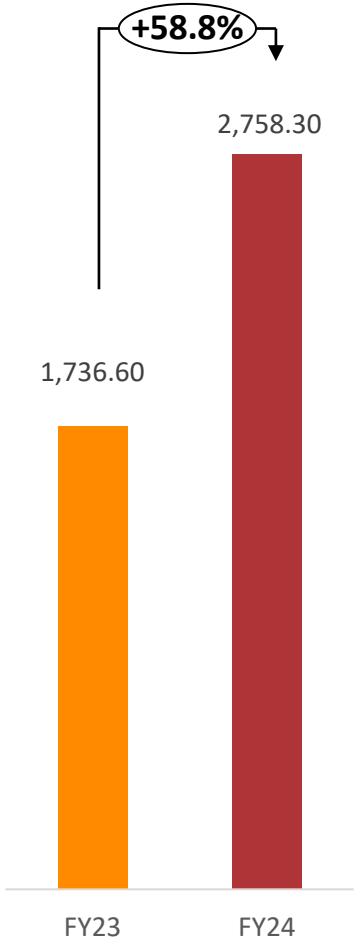
Revenue



EBITDA



PAT



Financial Results

Particulars (Rs. Lacs)	H2 FY24	H1 FY24	H-o-H	FY24	FY23	Y-o-Y
Revenue from Operations	**12,957.5**	**10,096.0**	**28.3%**	**23,053.5**	**13,237.1**	**74.2%**
Total Raw Material	10,525.6	5,755.0		16,280.5	7,806.5	
Gross Profit	**2,432.0**	**4,341.0**	**-44.0%**	**6,773.0**	**5,430.6**	**24.7%**
Gross Profit Margin (%)	**18.8%**	**43.0%**		**29.4%**	**41.0%**	
Employee Expenses	540.4	495.6		1,036.0	988.1	
Other Expenses	503.3	451.2		952.2	1,212.3	
EBITDA	**1,388.2**	**3,394.3**	**-59.1%**	**4,784.9**	**3,230.3**	**48.1%**
EBITDA Margin (%)	**10.7%**	**33.6%**		**20.8%**	**24.4%**	
Other Income	74.9	24.5		97.0	88.9	
Depreciation	353.6	330.8		684.5	673.0	
EBIT	**1,109.5**	**3,087.9**	**-64.1%**	**4,197.4**	**2,646.2**	**58.6%**
EBIT Margin (%)	**8.6%**	**30.6%**		**18.2%**	**20.0%**	
Finance Cost	143.8	192.4		336.2	414.8	
Profit before Tax	**965.7**	**2,895.5**	**-66.6%**	**3,861.2**	**2,231.4**	**73.0%**
Tax	480.22	622.67		1,102.86	494.78	
Profit After Tax	**485.5**	**2,272.9**	**-78.6%**	**2,758.3**	**1,736.6**	**58.8%**
PAT Margin (%)	**3.7%**	**22.5%**		**12.0%**	**13.1%**	
EPS (As per Profit after Tax)	1.01	13.17		13.23	23.62	

Balance Sheet

ASSETS (Rs. Lacs.)	Mar-23	Mar-24
Non - Current Assets		
Property, Plant And Equipment	4,692.29	4471.85
Capital Work-in-progress	61.01	34.5
Investment Property	0	0
Non Current Investments	156.62	156.12
Trade Receivables	0	0
Long Term Loans And Advances	178.95	5192.84
Defered Tax Assets(net)	41.96	102.68
Other Non Current Assets	47.38	501.38
Total Non - Current Assets	**5,178.21**	**10,459.37**
Current Assets		
Inventories	541.16	154.86
Investments	0	0
Trade Receivables	1,531.88	1580.09
Cash And Bank Balances	287.18	302.16
Short Term Loans And Advances	3617.86	1584.18
Other Current Assets	453.1	3176.28
Total Current Assets	**6,431.18**	**6,797.57**
Total Assets	**11,609.39**	**17,256.94**

EQUITY AND LIABILITIES ((Rs. Lacs)	Mar-23	Mar-24
(A) Equity Share Capital	908.40	2460.97
(B) Reserve And Surplus	4,718.88	10676.54
Total Equity	**5,627.28**	**13,137.51**
Non - Current Liabilities		
Long Term Borrowings	2,442.65	1119.78
Long Term Provisions	26.26	37.73
Other Long Term Liabilities	54.5	82.54
Total Non - Current Liabilities	**2,523.41**	**1,240.05**
Current Liabilities		
Borrowings	1,182.59	861.71
Trade Payables		
(A) Dues Of Micro Enterprises And Small Enterprises	1106.65	381.11
(B) Dues Of Creditors Other Than Micro Enterprises And Small Enterprises	331.22	788.29
Other Current Liabilities	503.81	271.07
Short Term Provisions	334.4	577.21
Total Current Liabilities	**3,458.67**	**2,879.39**
Total Equity And Liabilities	**11,609.36**	**17,256.95**

Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	Mar-24	Mar-23
Cash Flow From Operating Activities		
Profit Before Tax	**3861.2**	**2231.4**
Adjustment For Non-operating Items	939.2	987.3
Operating Profit Before Working Capital Changes	**4800.3**	**3218.7**
Changes In Working Capital	-6,637.6	-1,208.5
Cash Generated/Used From Operations	**-1837.2**	**2010.2**
Less: Direct Taxes Paid	-922.41	-1011.39
Net Cash From Operating Activities	**-2759.7**	**998.8**
Cash Flow From Investing Activities	**-414.2**	**-1127.5**
Cash Flow From Financing Activities	**3167.6**	**-7.6**
Net Increase/(Decrease) In Cash And Cash Equivalents	**-6.3**	**-136.3**

Thank You

Vishnusurya Projects & Infra Limited

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