VISHNUSURYA
PROJECTS AND INFRA LIMITED

VISHNUSURYA PROJECTS AND INFRA LIMITED

Investor Presentation

December 2024

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Agenda

VISHNUSURYA
PROJECTS AND INFRA LIMITED

1
Company Overview

2
Strategic Updates

3
Financials

4
Annexure

01

Company Overview

Vishnusurya :Mining and Infrastructure Expert

Key Business Segments:

- Mining of Rough stones and Production of Construction Aggregates and Manufactured Sand
- Construction and Infrastructure (EPC)
- Municipal Solid Waste Management

Key Performance Metrics:

Revenue CAGR 54% (FY21-24)	EBITDA CAGR 80% (FY21-24)	PAT CAGR 129% (FY21-24)
ROCE (post tax) 19% (FY24)	ROE 21% (FY24)	

Building Blocks of Vishnusurya

28+ Years of Project Execution	**34+** Projects Executed
Rs. 136 Cr Value of Projects Executed	**Rs. 337 Cr** Order Book (Sept FY25)
20%+ Average EBITDA Margins	**80+** Owned Equipment

Diversified Business Model

VISHNUSURYA PROJECTS AND INFRA LIMITED

RESILIENT BUSINESS MODEL

Mining of Rough Stones (Charnockite)

- Core Emphasis on the extraction of high-quality blue metal
- The company expects ~Rs 50 crores from the Mining segment in H2 FY25
- The company has **two state-of-the-art** quarries and production facilities in Tamil Nadu- Aruppukottai & Vandavasi

Infrastructure

- Construction of roads, highways, water ways, bridges and flyover
- Water supply , pipeline laying , marine , maritime, railway EPC projects
- **Notable EPC Projects are :** NHAI - NH48 Chennai to Bangalore Highway, Construction of station & track laying for CMRL etc

Waste Management

- Integrated waste Processing and Bio Mining
- Integrated Waste Processing consists of Legacy waste and Wet waste processing
- The company has bided in states like Odisha, Jharkhand, Tamilnadu and West Bengal for Geosynthesis and Bio Mining

Mining : Extracting High Quality Products

Focus on extraction of high-quality Blue metal

Rigorous Mining Process

Details of Facilities in Tamil Nadu

1.Aruppukottai Unit, *Virudhunagar District*

❑ The Company owns around 110 acres of land

Crusher Plant:
- Capacity: 9,80,000 MT

M-Sand Plant:
- Capacity: 2,60,000 MT

2.Vandavasi Unit , *Tiruvannamalai District*

❑ Spread across 42 Acres

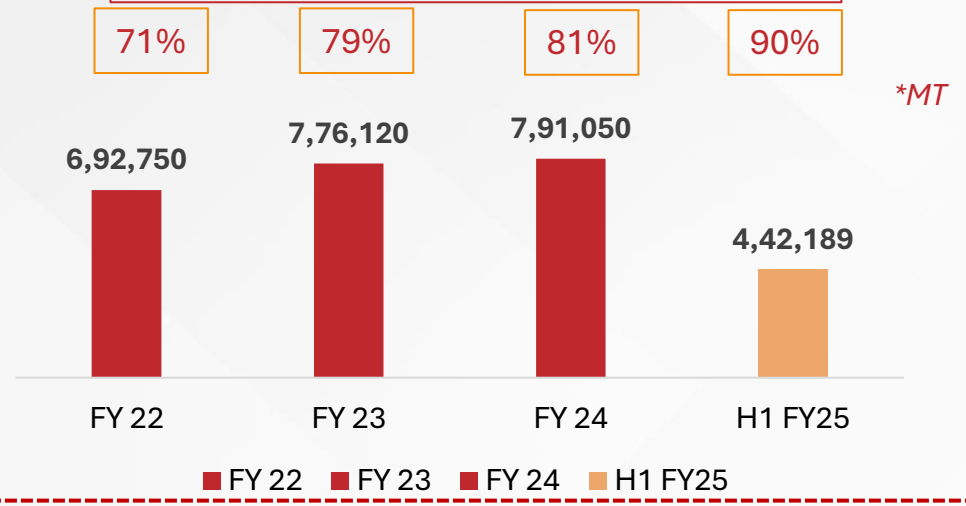
Crusher Plant:
- Capacity: 13,75,000 MT

M-Sand Plant:
- Capacity: 3,93,000 MT

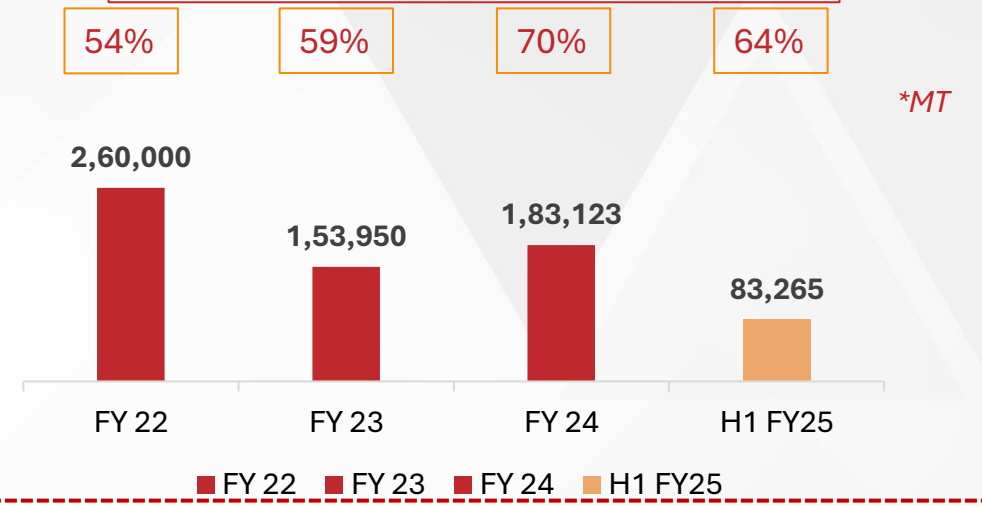
Owned Mines; Capacity Utilized over the years

VISHNUSURYA PROJECTS AND INFRA LIMITED

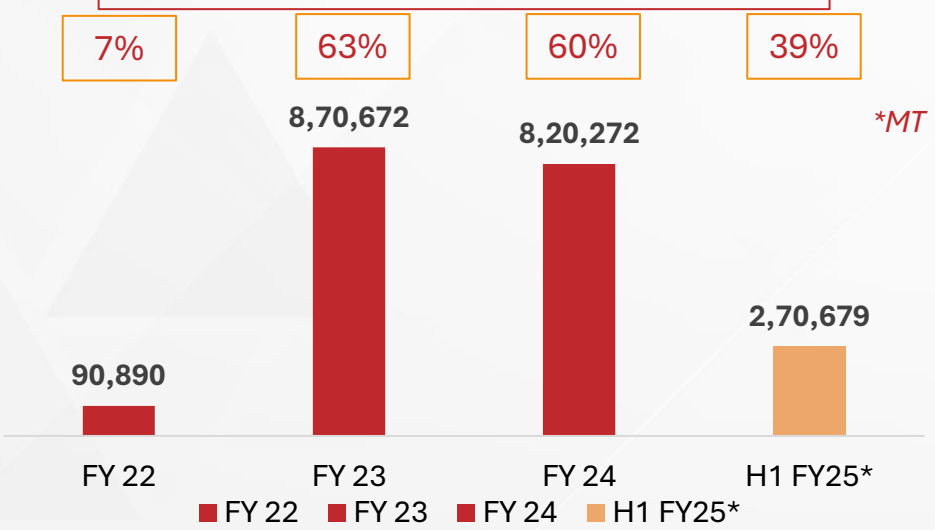
Arupukottai - Metso Plant



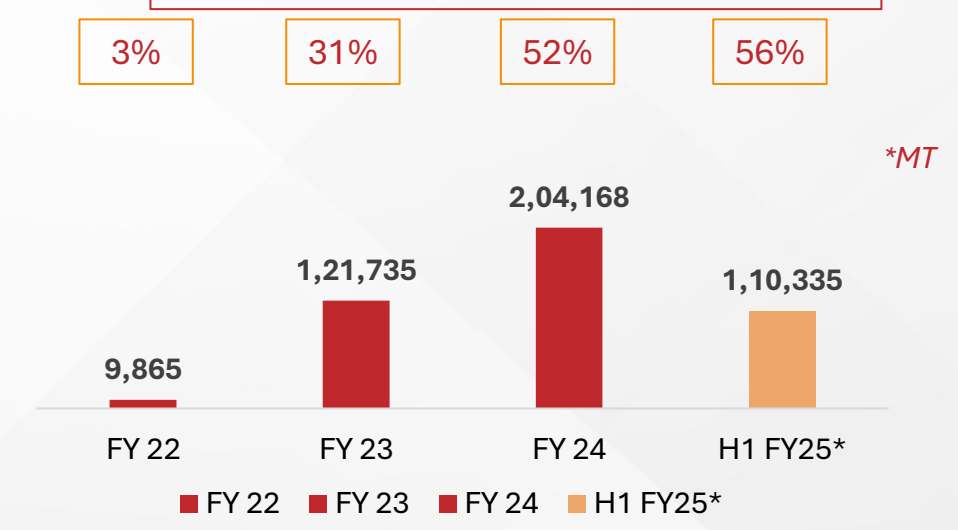
Arupukottai – M Sand CDE



Vandavasi- Metso Plant

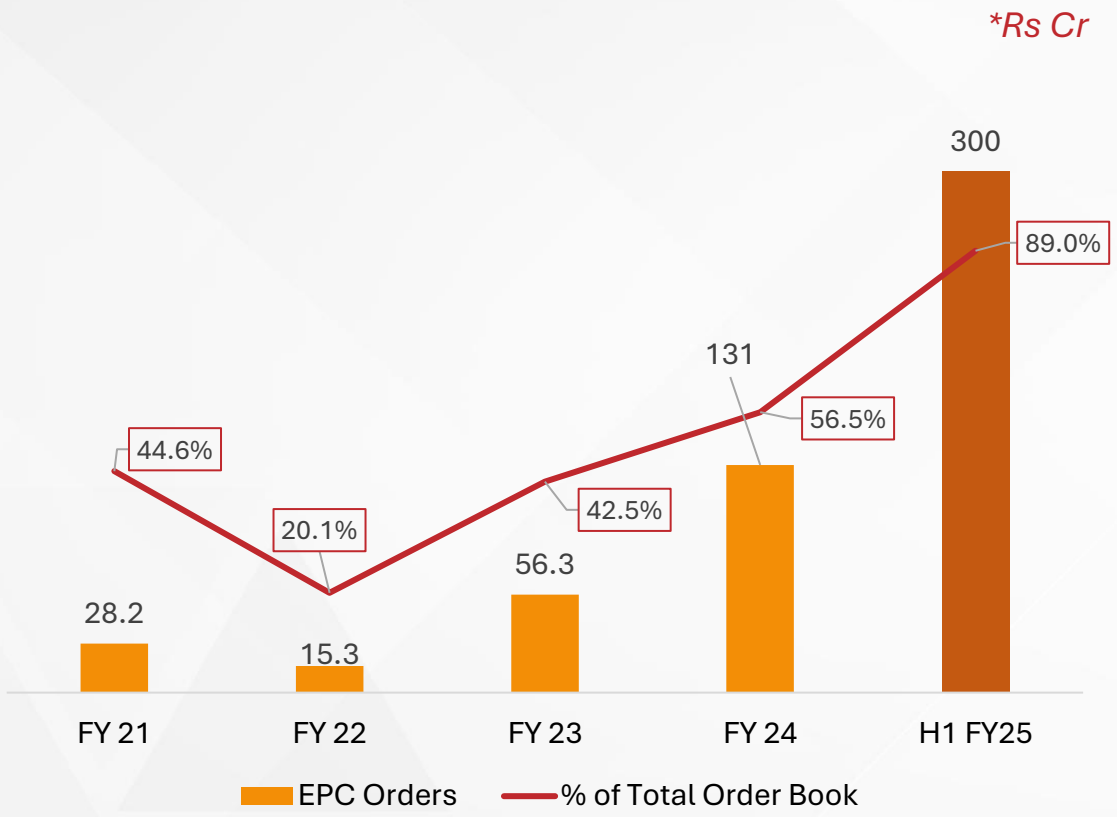


Vandavasi – M Sand CDE



** In Vandavasi Plant in H1FY25 production was lost due to multiple rains and cyclones*

Strong EPC Skillset



1. The Extension work of NH-48 (Chennai – Bangalore) Highway is Vishnusurya's Marquee EPC Project
2. The company has executed Rs 140 crores worth of EPC Projects till date
3. The company had Zero backlog in EPC project execution in FY 21, FY22 and FY 23
4. The company has in-house engineering team and offers turnkey solutions including design, engineering, procurement, and construction

EPC Competencies

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Water	Experienced in Water Management Projects with TWAD, Jal Jeevan mission and AMRUT 2.0, Irrigation Projects
Marine & Maritime	Handles construction of Auction hall, Fishponds, fish landing center , breakwaters, groynes, jetty works etc.
Roads & Bridges	Experienced in handling roads and construction of bridges, culverts, storm water drains etc including specialized works for bridges
Housing	Experts in construction of residential complexes, villas, commercial buildings and institutional buildings
Rail Infra	Proven track record in track laying and specialized works for metro and railway projects

Tapping New Opportunities : Waste Management

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Integrated Waste Processing

- This consists of Legacy waste and Wet waste processing
- The company is expecting a topline of ~Rs 15-20 crores in FY25

Bio Mining

- Treating the legacy waste by segregation and processing and then extracting metals.
- Some of the notable projects are: Pallikaranai , Sattangadu, Athipattu Sites in Chennai etc

Bid Details

- The company plans to bid for 30 Lakh MT in Delhi for ~Rs 200 crores in FY 25-26
- Vishnusurya has already bided for Geosynthetics and Biomining for Rs 150 crores
- ~15%-20% margins are targeted in these projects on a conservative basis

Strong Growth Trajectory : Revenue 4x in 4 years

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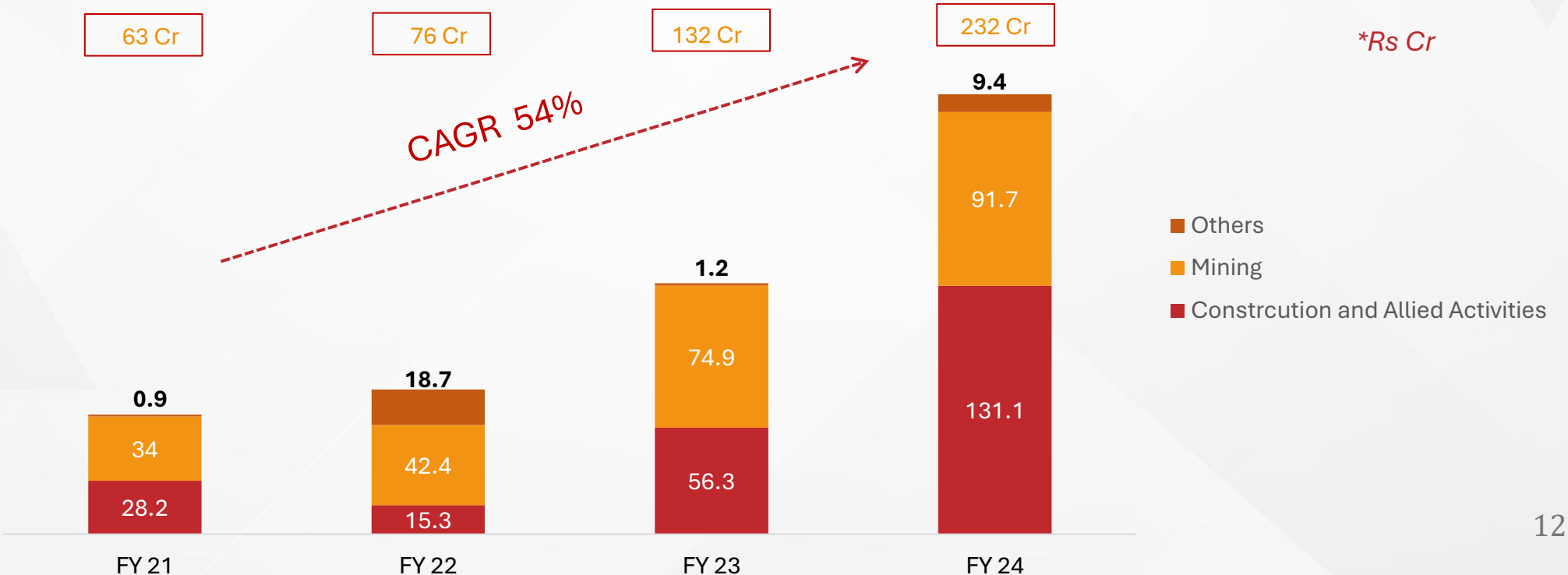
Key Revenue Growth Drivers

Significant 133% Increase in EPC & Allied Revenue driven by Successful NHAI, Fisheries, and Water Supply Pipeline Projects.

Revenue from Sale of gravel & aggregates has increased by 23% due to increase in demand



Robust Order Book

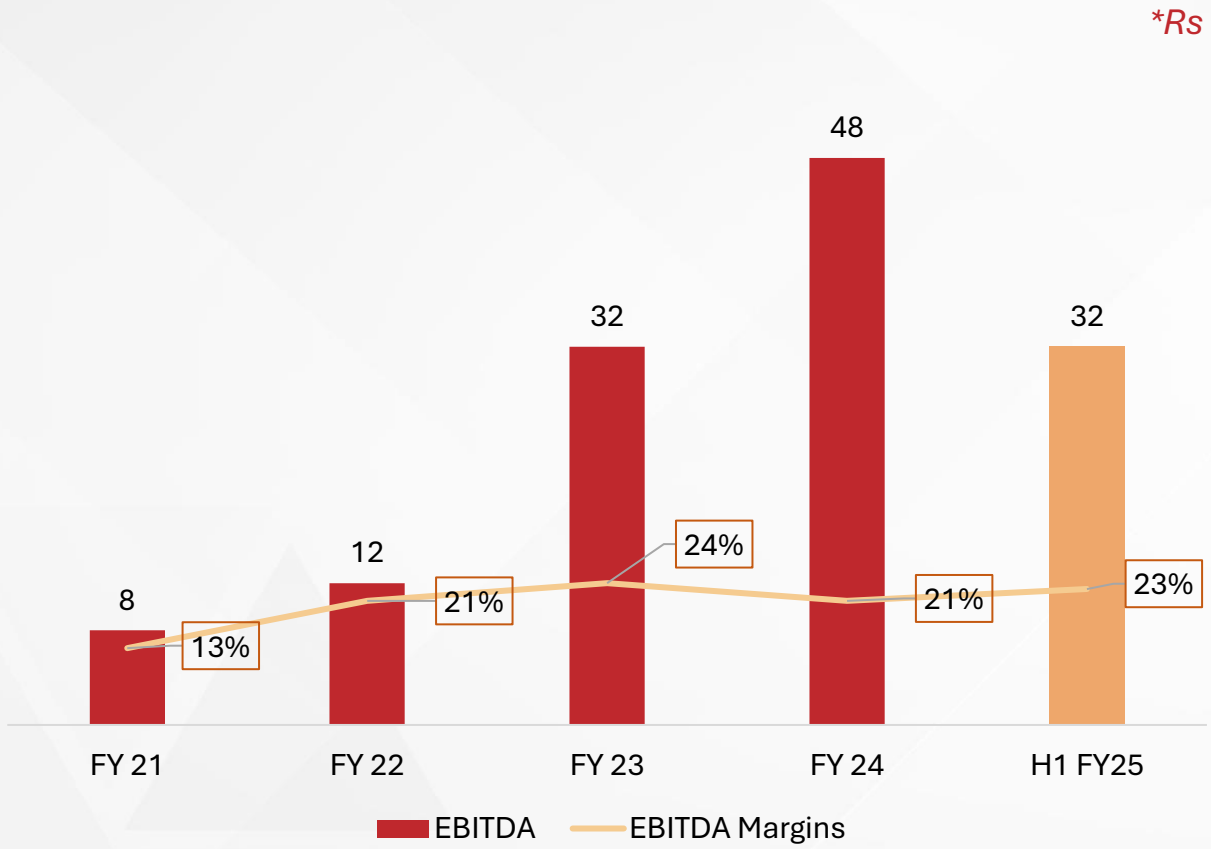
VISHNUSURYA PROJECTS AND INFRA LIMITED

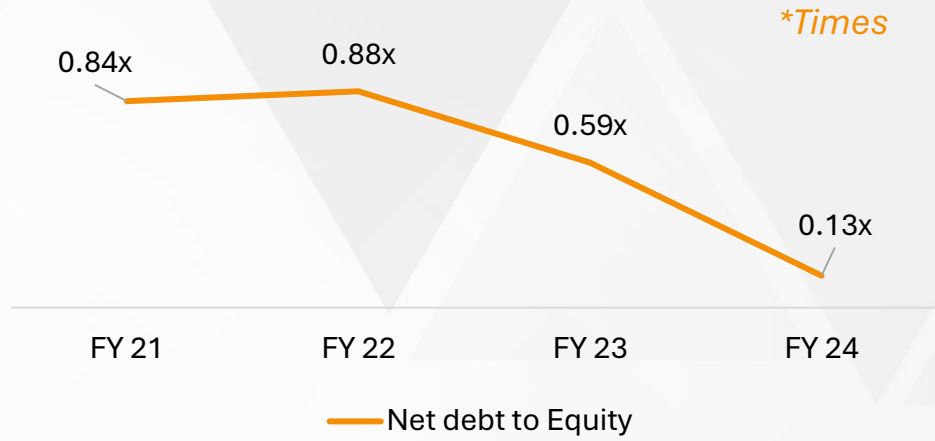
Order Book as of September 2024 stands at Rs 337 crores

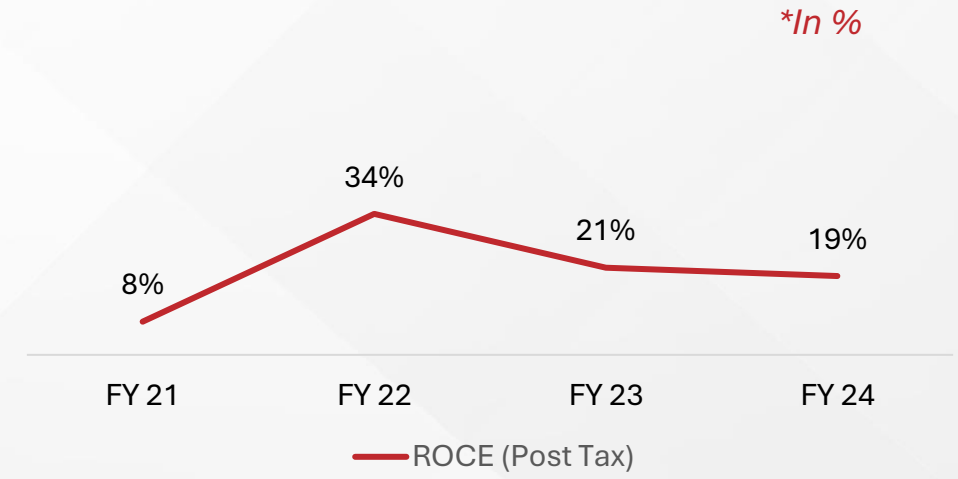
S.No	Contract Company	Description of the project	Unexecuted Value (Rs Cr)	Tentative Date of Completion
1	SPL Infrastructure Private Limited	NHAI - NH48 Chennai to Bangalore Highway Road Widening	8	December 2024
2	VSPIPL- JWIL JV	Improvements of Water Supply Distribution System under AMRUT 2.0 Scheme	38	March 2025
3	Madhuranthagam Municipality	Improvements of Water Supply Distribution System under AMRUT 2.0 Scheme	17	March 2025
4	Fisheries and Fishermen Welfare Department-Vembakottai, Virudhunagar District	Establishment of additional fish seed rearing facilities at Vembakottai in Virudhunagar District	0.04	October 2024
5	Fisheries and Fishermen Welfare Department -Pudhukuppam and Anichakuppam villages in Vilupuram District	Establishment of Fish Landing Centre at Pudhukuppam and Anichakuppam villages in Vilupuram District	4	January 2025
6	JWIL Infra Limited – Nagpattinam	Improvements of Water Supply Distribution System under AMRUT 2.0 Scheme	27	August 2025
7	JWIL Infra Limited – Chidambaram	Improvements of Water Supply Distribution System under AMRUT 2.0 Scheme	76	August 2025
8	Gorantla Geosynthetics Pvt Ltd	Tambaram Corporation - Remove of Legacy Waste Dumped 492834 MT Qty at Appur (kolathur) dumping yard through bio-mining process in Tambaram Corporation - MSW Project	33	October 2026
9	JWIL-VKMCPL - Palamu & Pitrand	Turnkey Basis without O&M for filling of reservoir by lifting water	134	March 2026

**Numbers are rounded off to the nearest digit*

Creating Superior Shareholders Value



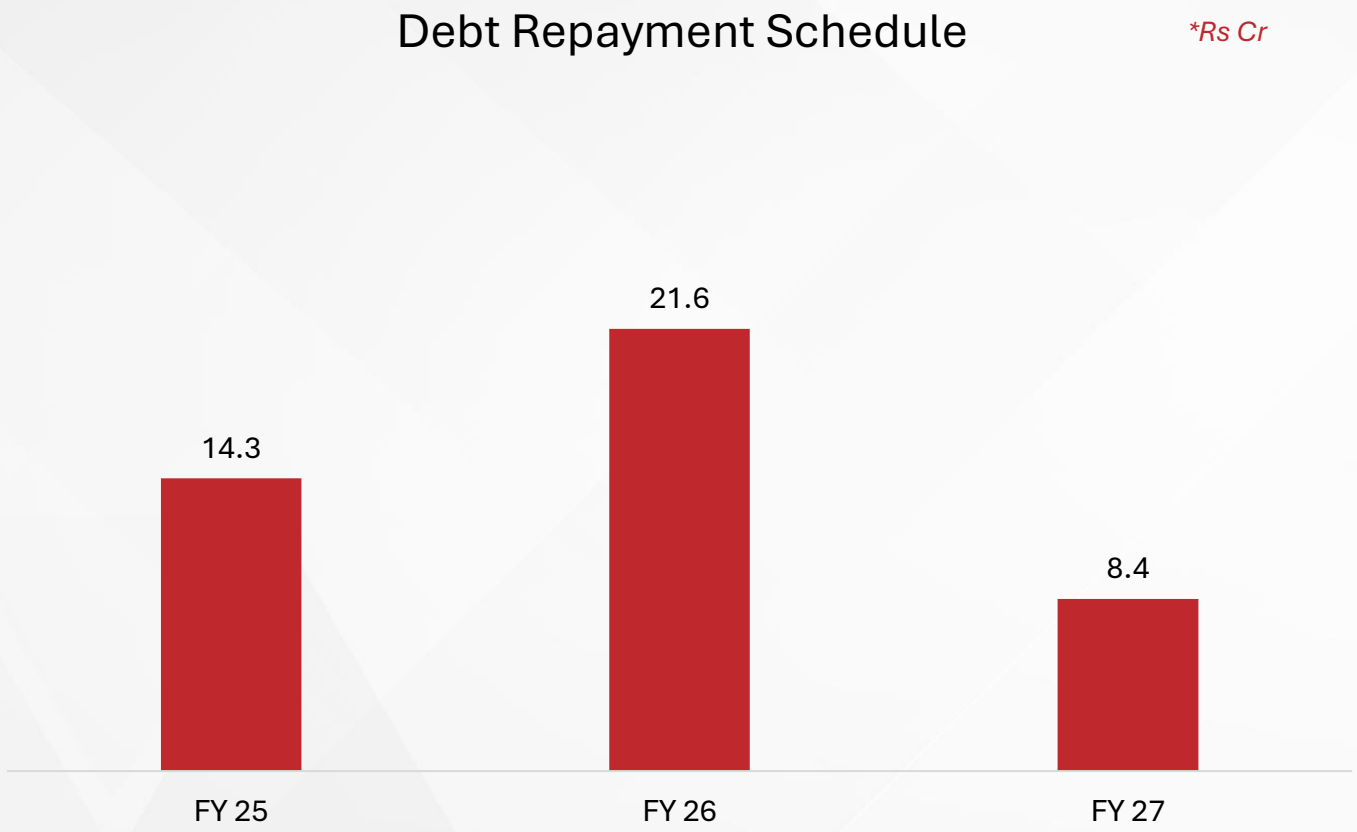




*EBITDA is calculated excluding Other Income

*Net debt = Gross debt – Cash and Cash equivalent

Comfortable Debt Repayment Schedule



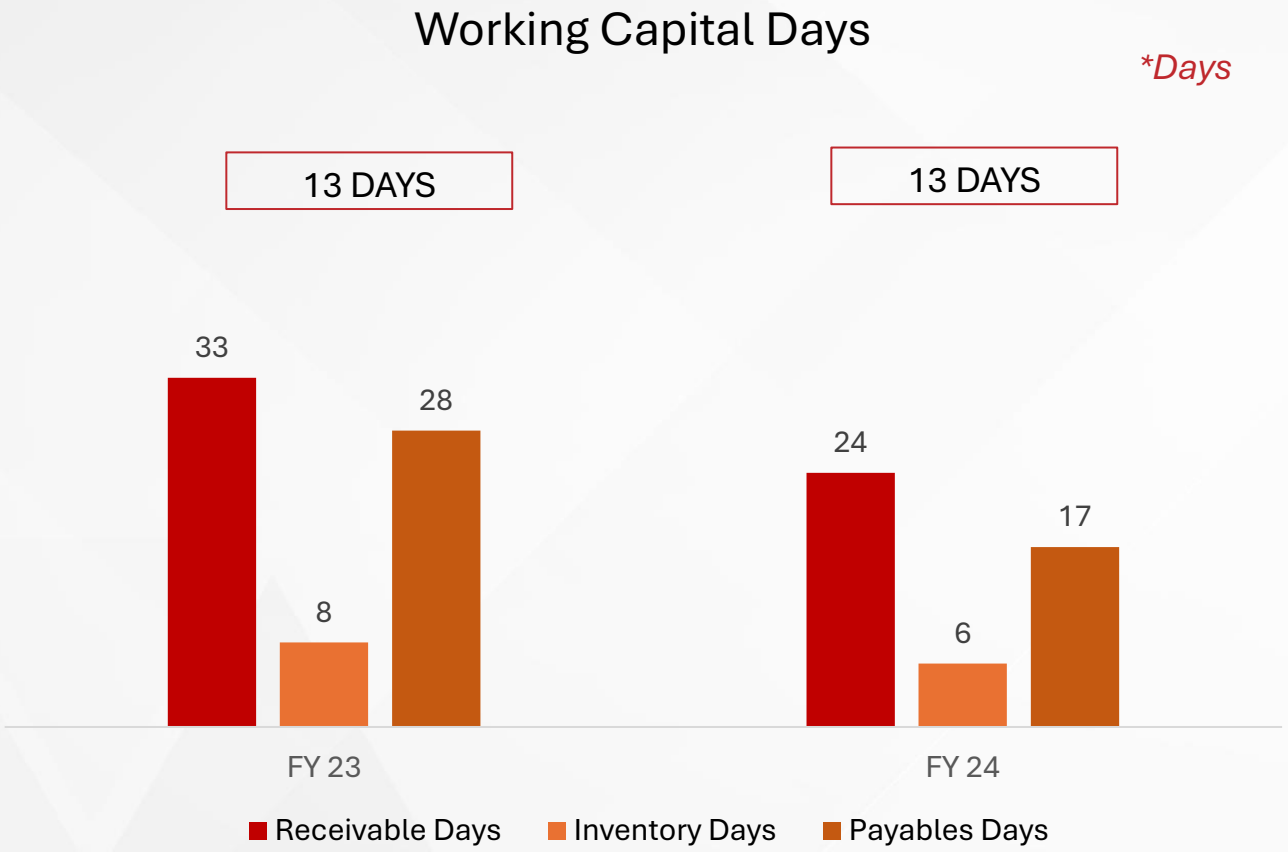
Gross Debt as on 30th September 2024 stands at ~Rs 38 crores

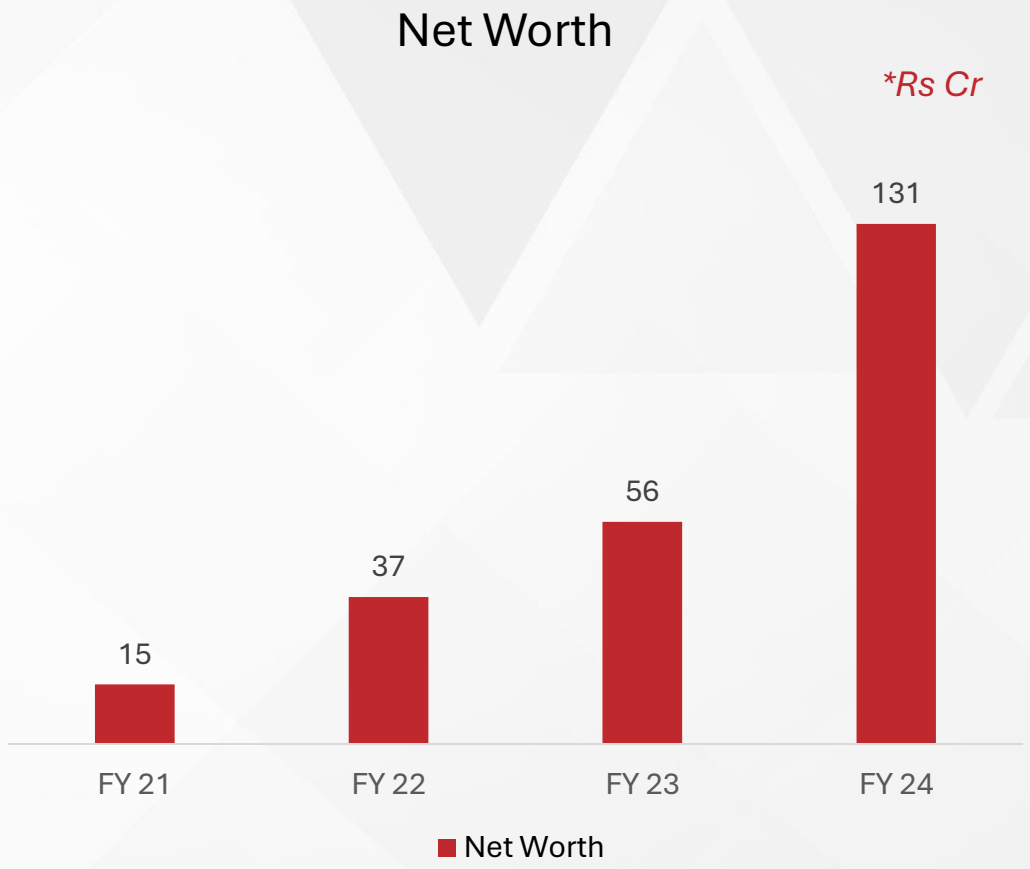
Bank Guarantee Limits

- **ICICI** - TWAD Municipality (Expiry 2026) – **Rs 1.17 Cr**
- **UBI** - TWAD Municipality (Expiry 2025) **– Rs 0.17 Cr**

*The repayment schedule is a total of Principal and Interest

Strengthening Balance Sheet





The Working Capital is mostly blocked in Security Deposits, Mobilization Advance Paid & Limits backed by Fixed Deposits

Focus on Infrastructure Projects

VISHNUSURYA PROJECTS AND INFRA LIMITED

Achievements

- Company has booked income of ~ Rs 140 Cr from EPC projects.
- Most projects have been executed in Tamil Nadu, focusing on construction, roads, and infrastructure projects
- In-house design and engineering team for turnkey contracts

Marquee Projects

- NHAI - NH48 Chennai to Bangalore Highway
- Construction of station & track laying for CMRL
- Residential Complex 184 Apartments
- Fish Landing Center in Tiruchendur

The Bid Strike ratio is 67 %

Expanding Geographies and Resource Base

Strong Presence in Tamil Nadu - 2 State of the art manufacturing facilities

Diversification: Focus is on sustainable growth and risk mitigation through diversification of our business activities

Strategic Expansion: Strategically expanding our operations within Tamil Nadu and exploring opportunities in other Indian states.

Resource Advantage: Well-positioned mines and crusher plants providing a competitive advantage, ensuring a steady supply of high-quality raw materials and cost-effective operations.

Expansion Plan :

Hosur District of Tamil Nadu :

- Capacity: 15,00,000 MTPA
- Area : 79 acres
- Expected Top line (3 months)- Rs 12 crores
- Capex – Rs 45 crores
- Expected Margins ~ 30%
- Date of Commissioning – January 2025

Bid Pipeline

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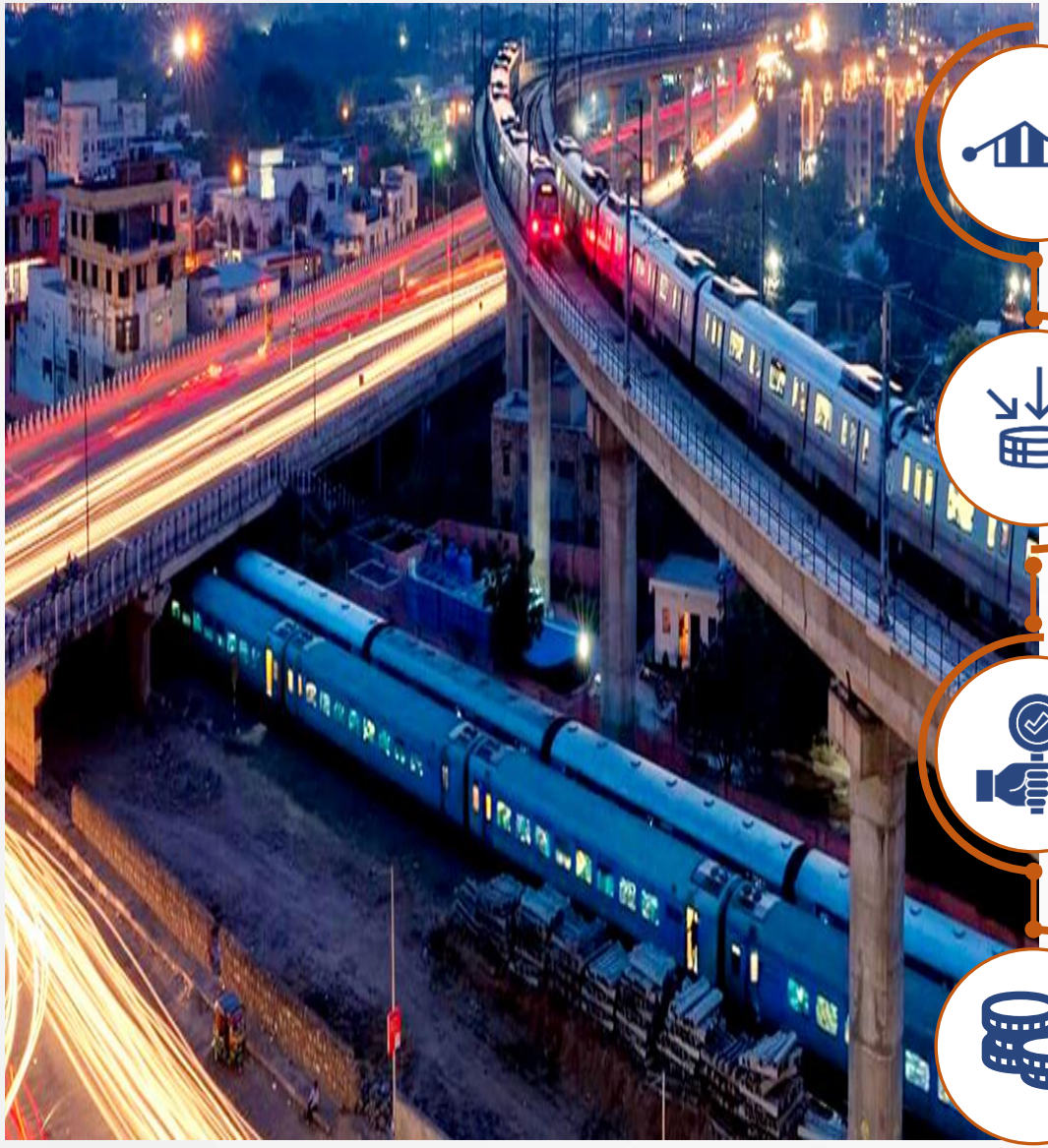
Driving Future Growth with a Strong Project Pipeline

Name of the Tenderer	Scope of Work	Amount (Rs Cr)
Southern Railway – Salem	Rail under Bridge	10
Cuttack Municipal Corporation	Biomining of Legacy Waste	52
Nagar Nigam Aligarh	Biomining of Legacy Waste	42
SAIL Bokaro Steel plant	Biomining of Legacy Waste	28
Nuclear Fuel Complex, Tuticorn	Scientific Land filling	4

**Numbers are rounded off to the nearest digit*

Outlook for FY25



Revenue Guidance

- Rs 350-380 Crores

EBITDA Guidance

- Rs 70-80 Crores

Expected Order Inflow

- Rs 250-300 Crores

PAT guidance

- Rs 40-45 Crores

Marquee Clients

VISHNUSURYA PROJECTS AND INFRA LIMITED

NHAI

SPK Group

Concrete OEM

KNR Constructions

L&T

Govt of Tamil Nadu

Fisheries Department

Indian Cements

JWIL

RDC

SPL

Adani Cement

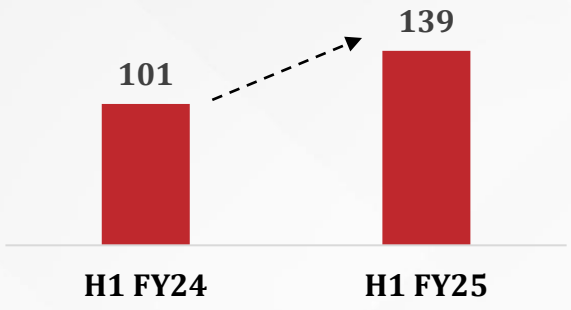
Financial Highlights

VISHNUSURYA PROJECTS AND INFRA LIMITED

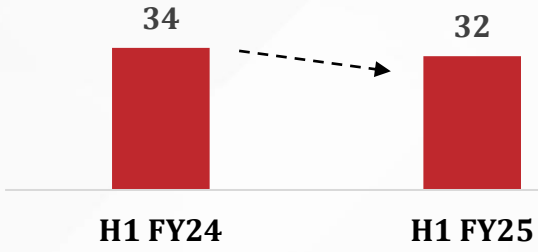
*Rs Cr

Half Yearly

Revenue



EBITDA



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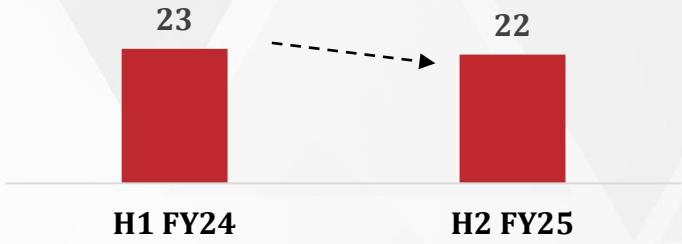
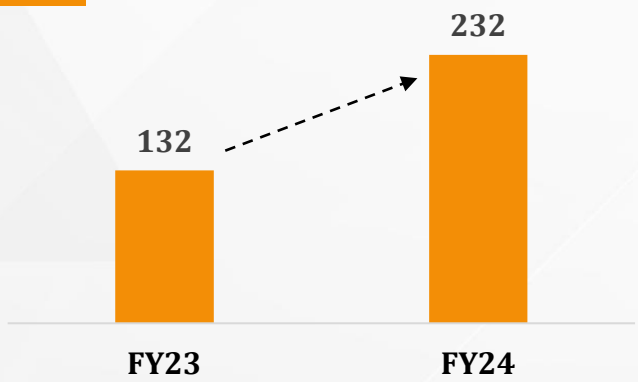
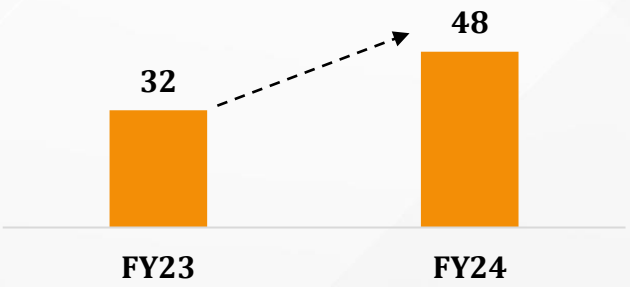


Yearly

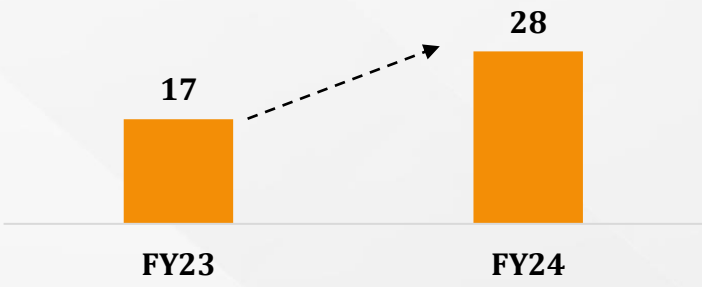
Revenue



EBITDA



PAT



Income Statement

VISHNUSURYA PROJECTS AND INFRA LIMITED

Rs Cr

Particulars	FY22	FY23	FY24
Net Sales	76	132	232
Total Expenses	61	100	184
Other Income	20	1	1
EBITDA	16	32	48
EBITDA Margin (%)	21%	24%	21%
Depreciation	4	7	7
Finance Costs	2	4	3
PBT	30	22	39
Tax	8	5	11
PAT (attributable to Owner)	22	17	28
PAT Margins	28%	13%	12%

**Numbers are rounded off to the nearest digit*

Balance Sheet

VISHNUSURYA PROJECTS AND INFRA LIMITED

Rs Cr

Liabilities	FY22	FY23	FY24
Total Equity	**37**	**56**	**131**
Share Capital	5	9	25
Other Equity	32	47	107
Non-Current Liabilities	**27**	**25**	**12**
Borrowings	26	24	11
Other Long-term Liabilities	1	1	1
Current Liabilities	**50**	**35**	**29**
Borrowings	9	12	9
Trade Payables	6	15	7
Other Current Liabilities	27	5	7
Short -term provisions	8	3	6
Total Equity and Liabilities	**114**	**116**	**173**

Assets	FY22	FY23	FY24
Non-Current Assets	**52**	**52**	**105**
Property, Plant and Equipment	42	47	45
Capital WIP	2	1	0
Non-current investments	3	2	2
Deferred tax assets(net)	0	0	1
Long terms loans and advances	3	2	52
Other non-current assets	3	0	5
Current Assets	**62**	**64**	**68**
Inventories	0	5	2
Trade Receivables	9	15	16
Cash And Cash Equivalents	2	3	3
Short term loans and advances	51	36	15
Other Current Assets	0	5	32
Total Assets	**114**	**116**	**173**

**Numbers are rounded off to the nearest digit*

Modern Fleet of Equipment

VISHNUSURYA PROJECTS AND INFRA LIMITED

S.No	Name of Equipment /Vehicle	Nos
1	QC Asset	4
2	Air Compressor	7
3	Bore Motor	7
4	Crushing & Screening Machine	2
5	CDE Machine	2
6	Drilling machine	5
7	Generator	6
8	Hydraulic Excavator	12
9	Front Loader	1
10	Fuel Tanker	3
11	Control Panel	1
12	Dewatering Motor	4
13	Rock Breaker	3
14	Tipper	26
15	Tractor	4
16	Isuzu D max	1
17	Transformer	1
18	Weigh Bridge	2
19	Weighing Machine	4
20	Welding Machine	2
21	Wheel Loader	3
22	Woven Wire	2
23	Geared Motor	1
24	HT Connection	2
25	M-sand Conveyor	1

Sectoral Tailwinds: Govt's focus on Infra Sector

VISHNUSURYA PROJECTS AND INFRA LIMITED

Mining Sector

- The government plans to monetize assets worth Rs.28,727 crore in the mining sector over 2022-25
- Growth rate of the Indian Sand market is 5.71% (CAGR) - 2024-2032
- The sand market in India is expected to reach US$ 908.6 Million by 2032

Infrastructure Sector

- Rs 11.11 lakh crores has been allocated for capital expenditure in the Union Budget
- India plans to enhance its infrastructure to reach its 2025 economic growth target of US$ 5 trillion
- India plans to spend to ~Rs 143 trillion on infrastructure in FY 24 - FY 30

Source : https://www.ibef.org/download/1728466329_Infrastructure_August_2024.pdf , https://www.imarcgroup.com/india-sand-market

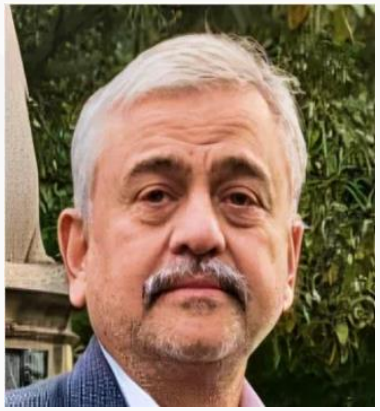
Board Of Directors

V Sanal Kumar
Director & CEO

Sanal Kumar, a Chartered Accountant with 20 years of experience in the construction and infrastructure sector, leads business development, manages finances, and optimizes operations. He is instrumental in executing the organization's strategic vision and driving sustainable growth

A C Thangam
Executive Director

A C Thangam, Executive Director and Head of the Mining Division, brings 19 years of expertise in mining operations and machinery, driving strategy and operational excellence for the company



S.Neelakantan
Non Executive Director

S. Neelakantan, a Chartered Accountant with over 30 years of expertise in audit, taxation, and advisory, offers strategic guidance and valuable insights to the company

B Ramana Kumar
Independent Director

Ramana Kumar B, a lawyer and litigator at the Madras High Court, serves as an Independent Director, providing legal expertise and strategic insights to the company's board.

Maya S Sinha
Independent Director

Maya Swaminathan Sinha, an Independent Director, is a former IRS officer with 28+ years of experience and advanced degrees in Economics. She founded Clear Maze Consulting and CMC Skills Pvt Ltd, contributing to PPPs and youth skill development. Her key roles include Commissioner of KVIC and Deputy Chairman of JNPT

Ritesh Nair
Independent Director

Ritesh Nair, an Independent Director, brings 26+ years of banking experience, specializing in compliance, risk, and credit through leadership roles at Samunnati, IFMR, and Citibank India.

Key Management People

V Sanal Kumar
Director & CEO

Sanal Kumar, a Chartered Accountant with 20 years of experience in the construction and infrastructure sector, leads business development, manages finances, and optimizes operations. He is instrumental in executing the organization's strategic vision and driving sustainable growth

Mr. A Sampath
Chief Operating Officer

Seasoned infrastructure veteran with 40+ years of experience. Previously led large-scale projects at Guwahati Metropolitan Drinking Water and Sewerage Board, Assam. Proficient in project management, business development and operations.

Ravikumar
CFO

He has finance experience as Finance Manager at Real Value Systems India and Sree Kaderi Steels, and in accounting roles at SajjanUdyog, SreeRajeswari Mills, and Sri Lakshmi Sarawathi Textiles

Priya Rajagoplan
CS and Compliance Officer

Ms. Priya Rajagoplan is an Associate Member of the Institute of Company Secretaries of India with 6 years of experience in secretarial and compliance matters, including 2 years post-qualification.

Head of Departments

Mr. Anil Kumar
Head – Rail & Road Projects

A 32+ years veteran in heavy civil engineering. Extensive experience with L&T, specializing in large-scale infrastructure projects like metro rail and roads & bridges.

V. Radhakrishnan
Head – Marine Projects

Experienced Civil Engineer with expertise in designing and constructing fishing harbors and breakwaters for the Government of Tamil Nadu.

Praveen Kumar Gorantla
Consultant - Waste Management Projects

Successful entrepreneur in solid waste management and geosynthetic applications. Executed 40+ projects across India. Recognized as a Trendsetter in Tamil Nadu.

K. Nellaiappan
Head – Business Development

Civil Engineer with an MBA and 32+ years of experience in construction. Expertise in Business Development, securing orders exceeding Rs. 8000 million at BGR Energy Systems Ltd. Clients include IOCL, TSL, Tata Power etc

Strategic Consultants

R N Jayaprakash
Strategic Advisor

Mr. R.N. Jayaprakash, a first-generation entrepreneur and founder of the Agni Group, has over 35 years of experience in EPC projects.

He provides strategic advice to the company, aiding in business performance and economic growth.

A graduate of Presidency College, he is also the President of the Swimming Federation of India

V Manoharan
Consultant (Mining Division)

With three decades of senior management experience at Tamil Nadu Minerals Limited and advisory roles in Tamil Nadu's top educational institutions, Manoharan brings valuable industry expertise to Vishnusurya.

He oversees legal compliance, industrial relations, and large-scale implementations.

P Manogaran
Consultant (EPC Division)

Mr. P. Manogaran, a retired Special Chief Engineer from the Tamil Nadu Highways Department, has led key government EPC and infrastructure projects.

As an advisor to Vishnusurya, he provides expertise in project management, execution, and strategic planning

VISHNUSURYA
PROJECTS AND INFRA LIMITED

COMPANY CONTACT

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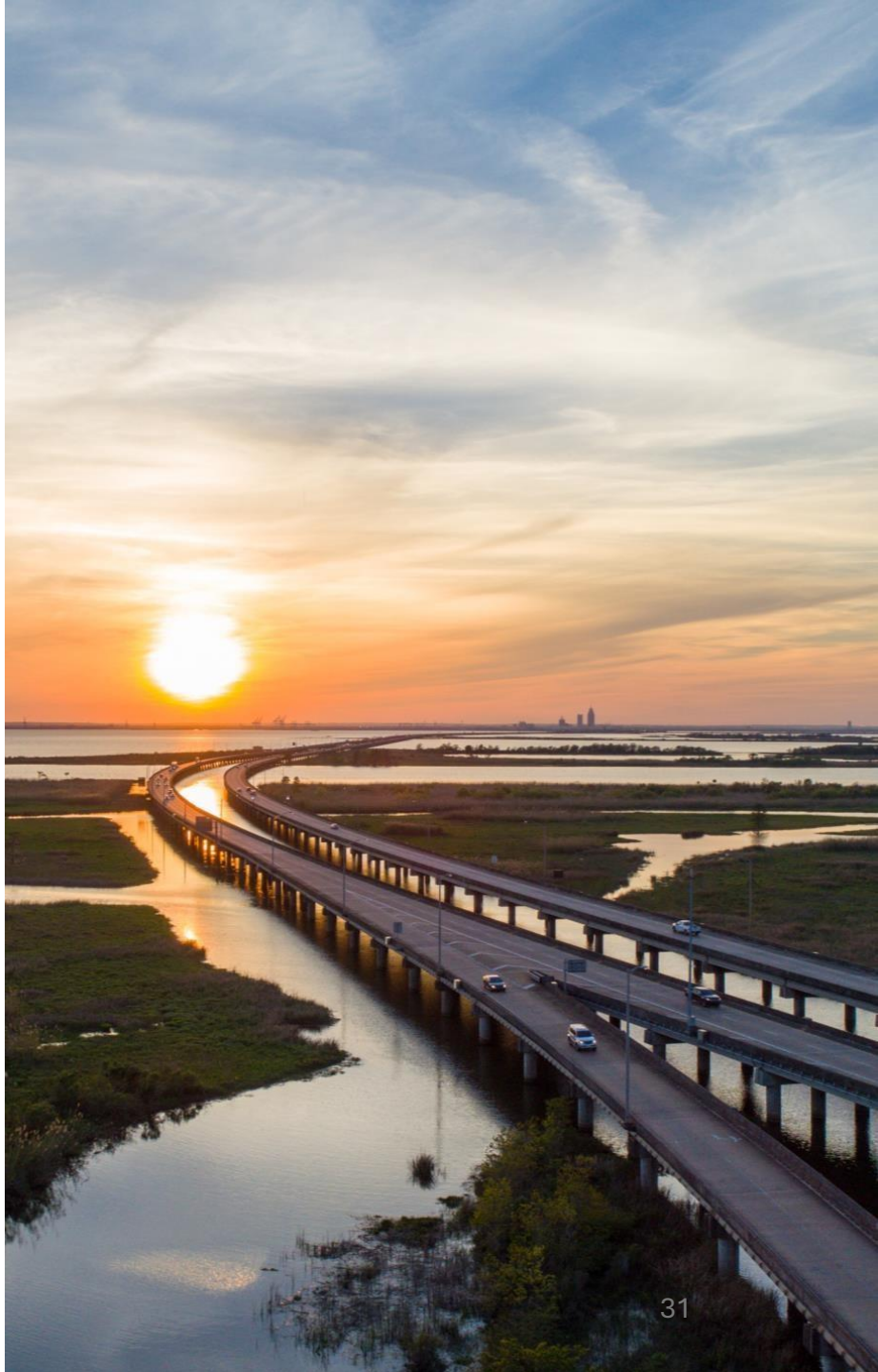
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