

Date: May 31, 2019

To,
The General Manager,
The Department of Corporate Relations,
The Bombay Stock Exchange Limited.,
25<sup>th</sup> Floor, Phiroz Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

To,
The Secretary,
National Stock Exchange of India Ltd.
5<sup>th</sup> Floor, Exchange Plaza
Plot No.C/1, G Block
Bandra Kurla Complex, Bandra (East)
Mumbai -400 051.

Dear Sir/Madam.

Sub: - Presentation on Q4 & FY-19 Results to Analysts and Market Reg..,

With reference to above subject, please find enclosed presentation to Analysts and Market on results for the guarter and year ended March 31, 2019.

For your information and necessary dissemination please.

Thanking you,

Yours truly,

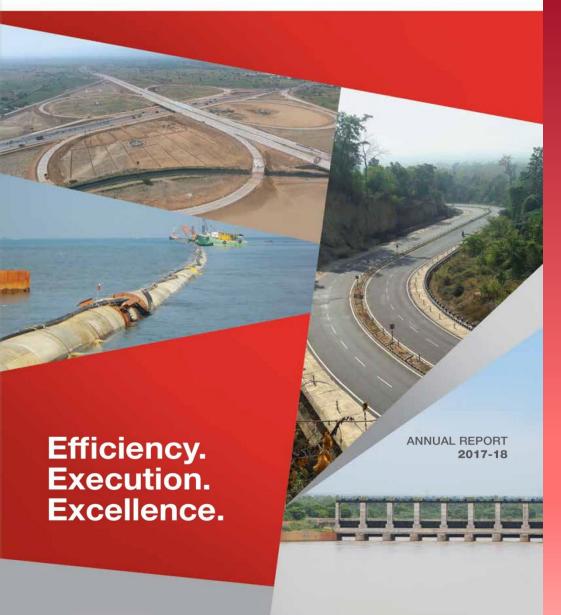
For GAYATRI PROJECTS LIMITED

(CS I.V. LAKSHMI)

Company Secretary and Compliance Officer

Membership No. ACS17607.





Gayatri Projects Limited

Earnings Presentation
Q4 and Full Year FY2019

## Disclaimer

The material that follows is a Presentation of general background information about the Company's activities as at the date of the Presentation. It is information given in summary form and does not purport to be complete and it cannot be guaranteed that such information is true and accurate. This Presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, or a solicitation of any offer, to purchase or sell, any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's equity shares.

This Presentation includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "projects", "predicts", "aims", "foresees", "plans", "expects", "intends", "may", "will", "seeks" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, aims, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this Presentation and include statements regarding the Company's intentions, beliefs or current expectations concerning, amongst other things, its results or operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. By their nature, forwardlooking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance including those relating to general business plans and strategy of the Company, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Neither the Company, nor its Directors, Promoter & Promoter Group, affiliates or other advisors or representatives nor any of its or their parent or subsidiary undertakings or any such person's officers or employees gives any assurance that the assumptions underlying such forward-looking statements are free from errors nor do any of them accept any responsibility for the future accuracy of the forward-looking statements contained in this Presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation. As a result, the Company expressly disclaims any obligations or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward-looking statements are based. No representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts, if any, are correct or that the objectives of the Company will be achieved. The Company actual results of operations, financial condition and liquidity, and the development of the sector it operates in, may differ materially from those suggested by the forward-looking statements contained in this Presentation. In addition, even if the Company's results of operations, financial condition and liquidity, and the development of the industry in which the Company operates, are consistent with the forward-looking statements contained in this Presentation, those results or developments may not be indicative of results or developments in subsequent periods.

The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this Presentation, unless otherwise specified is only current as of the date of this Presentation. None of the Company, its Directors, Promoter and Promoter Group or affiliates, nor any of its or their respective employees, advisors or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omission or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred however arising, directly or indirectly, from any use of its documents or its contents or otherwise in connection with this Presentation. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. This presentation has been prepared based on the information available in the public domain and internal management information and estimates. The information contained herein is subject to change without notice. Past performance is not indicative of future results.

# Agenda

Gayatri Projects – An Introduction Slide No. 4 FY 2019 Highlights Slide No. 5 - 8 FY 2020 Key Priorities Slide No. 9 Slide No. 10 4. Order Book Diversification Slide No. 11 - 12 Top Work Orders – Status update Key Investment Highlights 6. Slide No. 13 7. Digital Project Management Roll-out Slide No. 15-25 Slide No. 26 onwards Appendix – Core Business Highlights

# GPL: Among India's Asset – Light EPC Companies

- One of India's leading construction and infrastructure companies with dedicated focus on assetlight EPC work
- 5 decades of experience in execution of major civil works, diversified across geographies & infrastructure segments
  - Pan India operations spread across 19 states
  - o Transportation, Waterworks & Industrial construction projects
  - Marquee client list: NHAI, KNNL, PWD (Mizoram), MSRDC, BSRDC, CIDCO (Maharashtra) I & CAD (AP, Telangana) etc.

### Strong Execution track record

- o Completed more than 6,850 lane km of road construction over the last 25 years
- o Completed ~44 projects aggregating to INR 106 billion+ value in last 5 years
- Own extensive fleet of more than 2,355 pieces of construction equipment

### ■ Leading technology-led transformation in Indian construction space

- o Technology-driven efficient execution: IOT, Computer vision, UAVs, cloud-computing
- Real-time reporting, higher transparency & faster execution using end-to-end digital project management

### ■ High medium term revenue growth visibility driven by large order wins

- o Order book of INR 163 bn
- o Book-to-Bill of 4.7x: high growth visibility for next 4-5 years

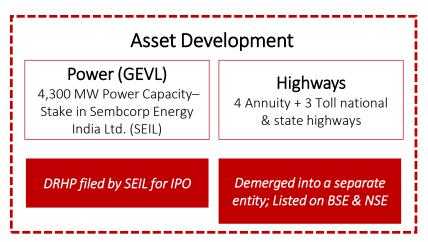
### ■ Re-focused business on "Asset-Light" Model over last 4 years

- o Reduced, restructured, monetized exposure to Asset Development Business
- O Significant improvement in balance-sheet leverage (2.4x to 1.16x in last 4 years), return ratios (FY2019 RoE & RoCE at 17%) and free cash flow generation (FCF of Rs 1.5 Bn, post interest payment, generated for the first time in last 10 years)
- On track for mid 20s RoE & RoCE, strong cash-flow generation and D/E below 0.5x in next 2-3 years

# Core Business - EPC (Order Book: INR 163 Bn+) Transportation National and State Highways Mining Resilinates Segments Industrial Steel & Power Plants, T&D, Conveyor Other Civil

Site Levelling,

Bldg EPC



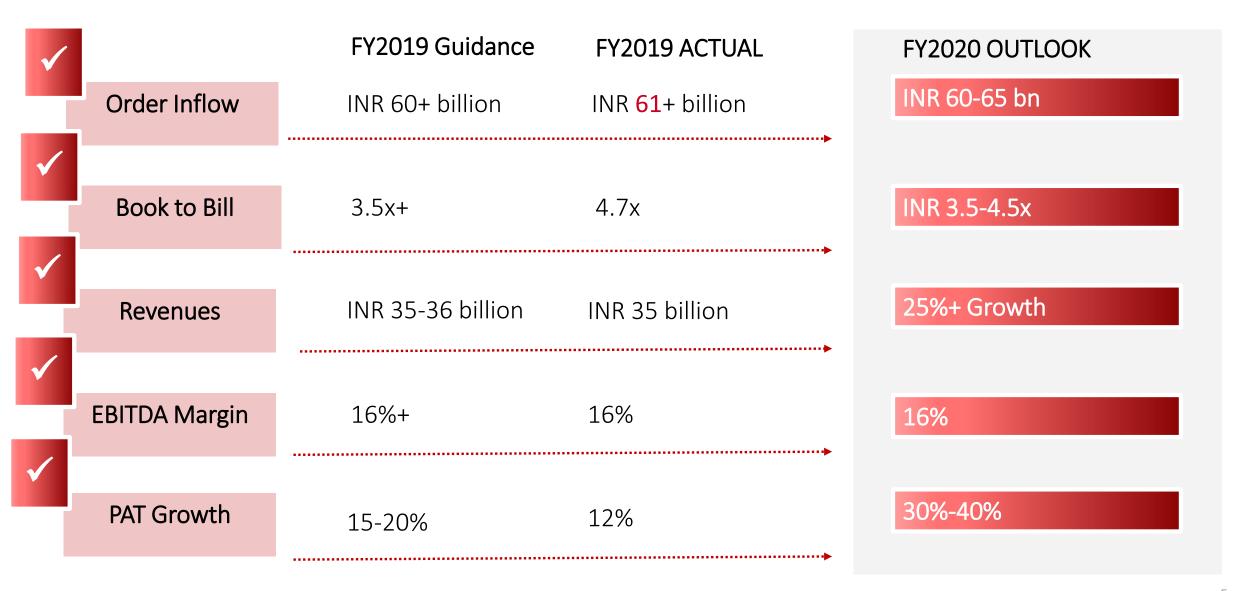
Railways

DFC

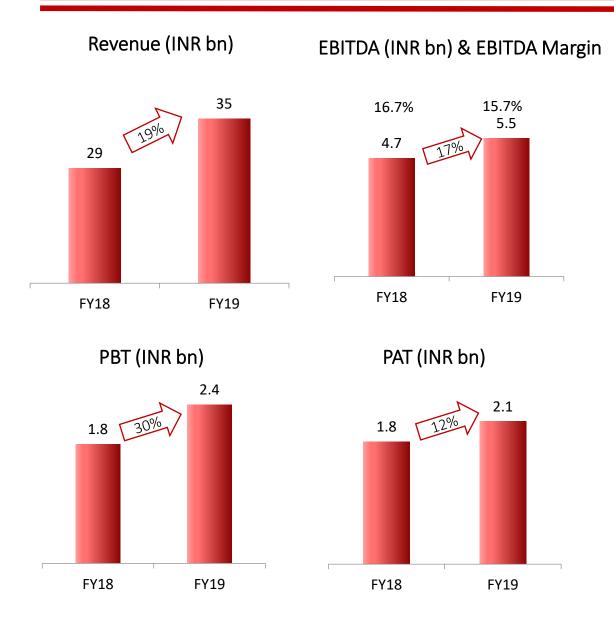
U/G

Mechanised

# FY2019 Guidance Met; FY2020 Outlook Bright



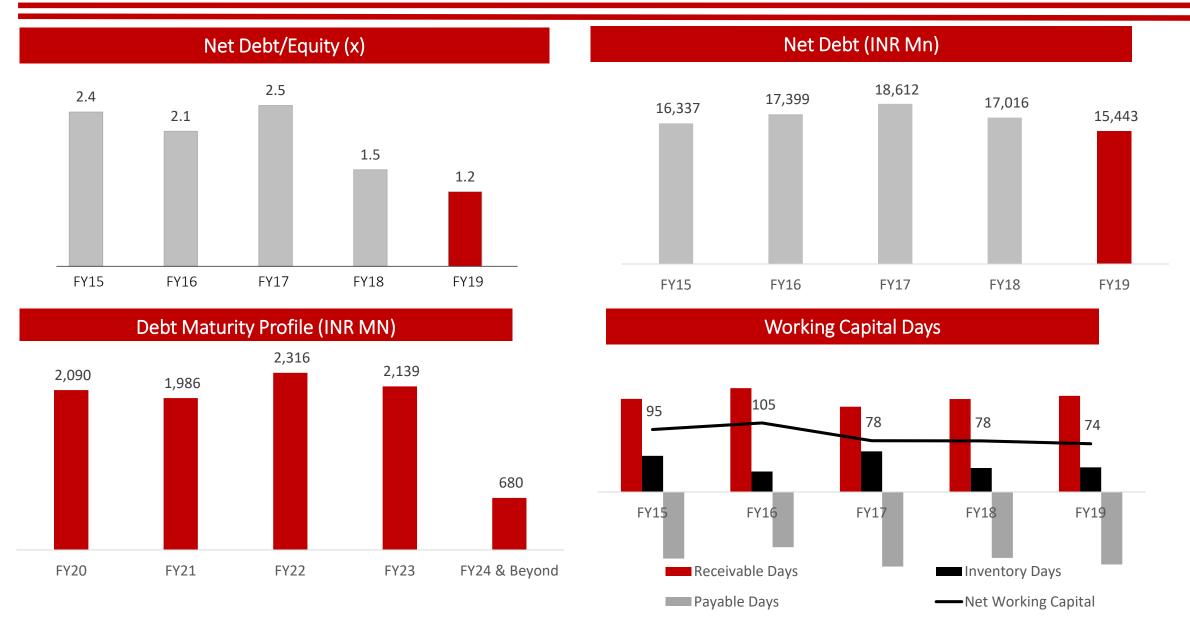
# FY2019 – Strong Operating Performance



### **Key Highlights**

- Reasonably strong revenue growth, tempered by weak execution in irrigation vertical (stretched state government finances).
- EBITDA margin dropped 100 bps due to significant on-site mobilisation ahead of actual revenue booking, margins should improve to normalised levels of 16%+ from current year.
- Strong order inflow of Rs 61 Bn helped to maintain a book-to-bill ratio in excess of 4.5x. Significant slow down in new orders during 4<sup>th</sup> quarter due to election linked inactivity.
- Company achieved a significant milestone in generating free cash flow for the first time in last 10 years (Rs 1.5 Bn, post interest payment). With the business focus staying firmly on services side, strong FCF generation is expected to continue going forward.

# Significant deleveraging despite continued Strong Revenue Growth



# Q4 & FY2019 Snapshot

INR Mn	Q4FY19	Q4FY18	YoY(%)	FY19	FY18	YoY(%)
Revenue	11,511	9,332	23%	34,632	29,123	19%
Expenses	(9,876)	(7,777)	27%	(29,182)	(24,446)	19%
EBITDA	1,635	1,555	5%	5,450	4,677	17%
EBITDA Margin	14.2%	16.7%		15.7%	16.1%	
Depreciation	(168)	(156)	8%	(659)	(547)	20%
Finance Cost	(526)	(638)	-18%	(2,513)	(2,394)	5%
Other Income	16	(42)		79	89	-11%
PBT	957	719	33%	2,357	1,825	29%
PBT Margin	8.3%	7.7%		6.8%	6.3%	
Tax Expense	36	9	300%	249	55	353%
PAT	921	728	27%	2,108	1,881	12%
PAT Margin	8.0%	7.8%		6.1%	6.5%	
Basic EPS	5.3	4.1	29%	11.3	10.6	6%

### FY20 Priorities: Continued De-leveraging & Business Return Improvement

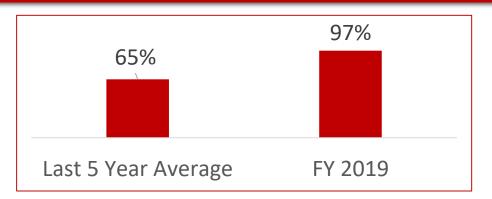
### 1. Strong Operating Free Cash Flow

- Business focus on construction services
- Strong growth driven by high book-to-bill ratio
- Tight control on working capital to drive EBITDA conversion into free cash flow

### 3. Monetisation of Investment in Power Assets

- o Gayatri has an potential economic exposure to 12.15% pre IPO stake in SEIL.
- The company is actively looking at ways to monetise its stake and generate liquidity/de-leverage its balance sheet.
- SEIL has filed DRHP in February 2018 with SEBI for IPO

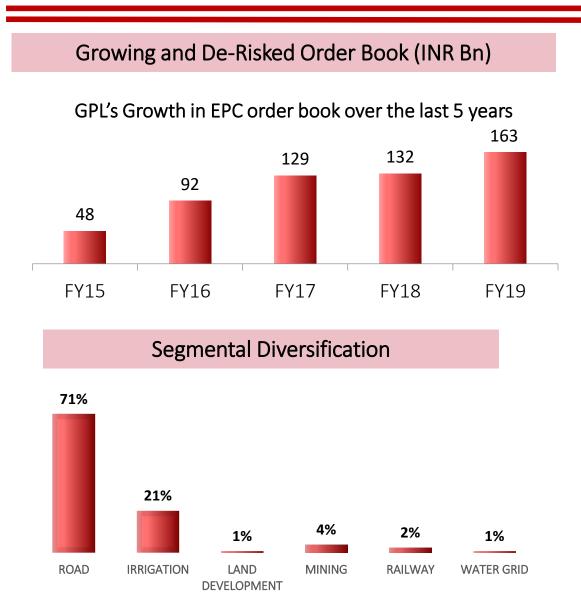
### 2. EBITDA to cash flow conversion



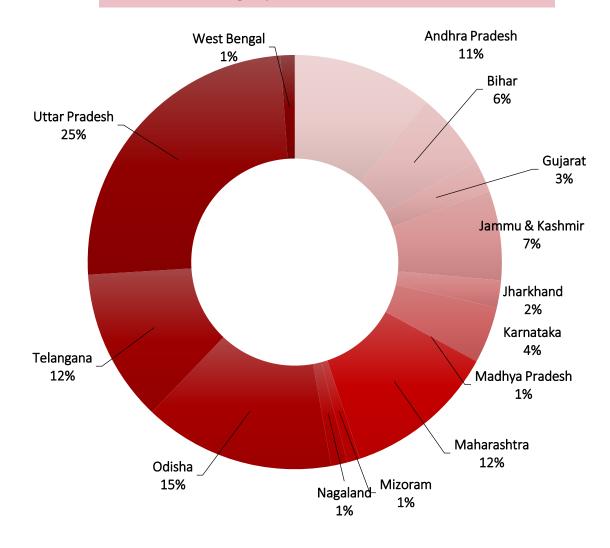
### 4. Monetisation of Arbitration Awards & Claims

- GPL/ its JVs have been awarded by different arbitrators/courts a total of Rs 6 Bn (including interest upto April 2019)
- o In addition GPL/ its JVs have claims outstanding of more than Rs 24 Bn in different arbitral tribunals/courts.
- The company is exploring avenues to generate liquidity against these arbitration awards/claims.

# Growing Order Book: Current Book to Bill of 4.7x



### Geographical Diversification



# Top Work Orders – Status Update

### All amounts in INR Cr

Package	Location	GPL Contract Value	GPL Balance work as on 01.04.2019	Mobilised on Site	Revenue Booking Start	Completion Date
Purvanchal Expressway Package 1	Eastern UP	1,483	1,430	Yes	Q4 19	Q3 22
Purvanchal Expressway Package 2	Eastern UP	1,276	1,219	Yes	Q4 19	Q3 22
Nagpur - Mumbai Expressway	Shiridi	1,312	1,304	Yes	Q4 19 , marginal booking	Q2 22
Jammu Ring Road	Jammu	1,339	1,183	Yes	Q1 19	Q2 23
Angul - Sambalpur Road work	Angul, Odisha	1,255	965	Yes	Q3 18	Q3 22
Bihar Road (Patna - Gaya)	Patna, Bihar	971	617	Yes	Q4 17	Q3 22
Sultanpur - Varanasi Package 1	Varanasi, UP	986	436	Yes	Q3 17	Q3 20
Sultanpur - Varanasi Package 2	Varanasi, UP	806	342	Yes	Q3 17	Q3 20
GHAGHRA BRIDGE TO VARANASI Package 3	Varanasi, UP	785	353	Yes	Q3 17	Q3 20
GHAGHRA BRIDGE TO VARANASI Package 2	Varanasi, UP	741	235	Yes	Q3 17	Q3 20
Cuttack - Angul PKG 1	Cuttak	583	522	Yes	Q3 19	Q3 22
Cuttack - Angul PKG 2	Cuttak	529	467	Yes	Q3 19	Q3 22

# Top Work Orders – Status Update

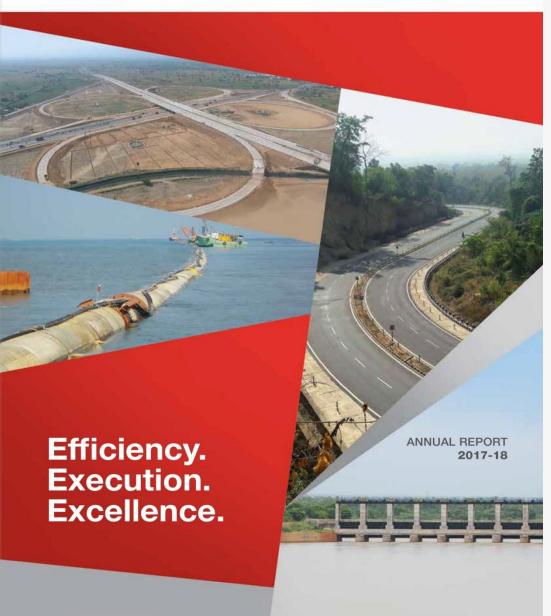
### All amounts in INR Cr

Package	Location	GPL Contract Value	GPL Balance work as on 01.04.2019	Mobilised on Site	Revenue Booking Start	Completion Date
Hyderabad Elevated Corridor	Hyderabad	425	413	Yes	Q4 19, Marginal booking	Q2 21
Rajamunda - Barkote	Barkote, Orissa	394	394	Yes	Q1 20, Work started	Q1 21
Dimapur - Kohima Package 3		340	187	Yes	Q4 16	Q2 20
Kempwad Lift Irrigation Scheme (Rs.1363.49 Cr.)	Karnataka	990	642	Yes	Q2 18	Q4 20
Chintalapudi PKG 1	Pattisema, AP	989	784	Yes	Q3 19	Q2 21
Chintalapudi PKG 2	Jangannagudem AP	683	516	Yes	Q3 19	Q2 21
PLIS Package 18 (MEIL - HES JV)	Jadcherla	700	700		Awaiting Appointed Date	Expecting Q3 22
Kaleswaram Project (Rs.1482.75 Cr.)	Siddipeta	600	600	Yes	Q2 20, Awaiting Appoint Date	Expecting Q4 22
CIDCO Package 3	Navi Mumbai	481	101	Yes	Q2 18	Q2 20
Iqubalgarh to Vadodara : 4744	Vadodara - Gujarat	425	390	Yes	Q4 18	Q1 22
TOP WORK ORDERS		18,093	13,800			
PROPORTION OF TOTAL ORDER BOOK			84.5%			

## Key Investment Highlights

Strong presence in high growth construction sector Healthy and diversified pure EPC un-executed order book with good revenue growth visibility Highly efficient operations with strong execution capabilities Balance-sheet improvement on track for industry leading metrics in next 3 years Significant value unlocking through business restructuring





# Digital Project Management Roll-out at GPL

# End-to-end Digital Project Management





- Reconciliation of Work Done vs. Costs (Material and Machinery usage)
- Automated reports for easy monitoring and management
- Custom notifications for smooth coordinating and communication
- Benefits to all departments

# Angul Project – Case Study



167

6

5

162

Vehicles & Machines

Weigh bridges Concrete
Plants

Daily Project users

115

1,405

6,263

18,456

Downtime Logs Equipment Requests

Concrete Requests Work reports submitted

58,751

74,713

1,70,983

Material transactions

Machine hours tracked

Cubic meters of concrete produced & tracked

9,05,823

68,11,476

Kms travelled by vehicles & equipment

Liters of Diesel tracked



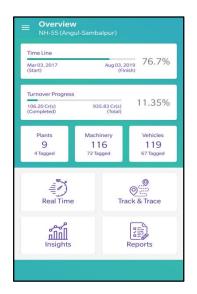




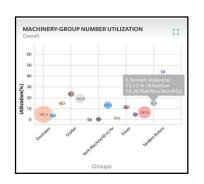


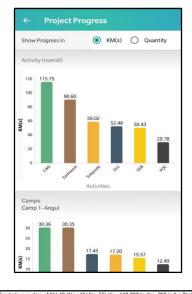
# Insights, Reports & Notifications

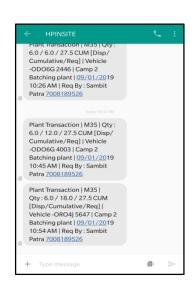


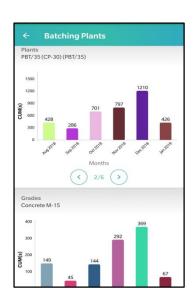








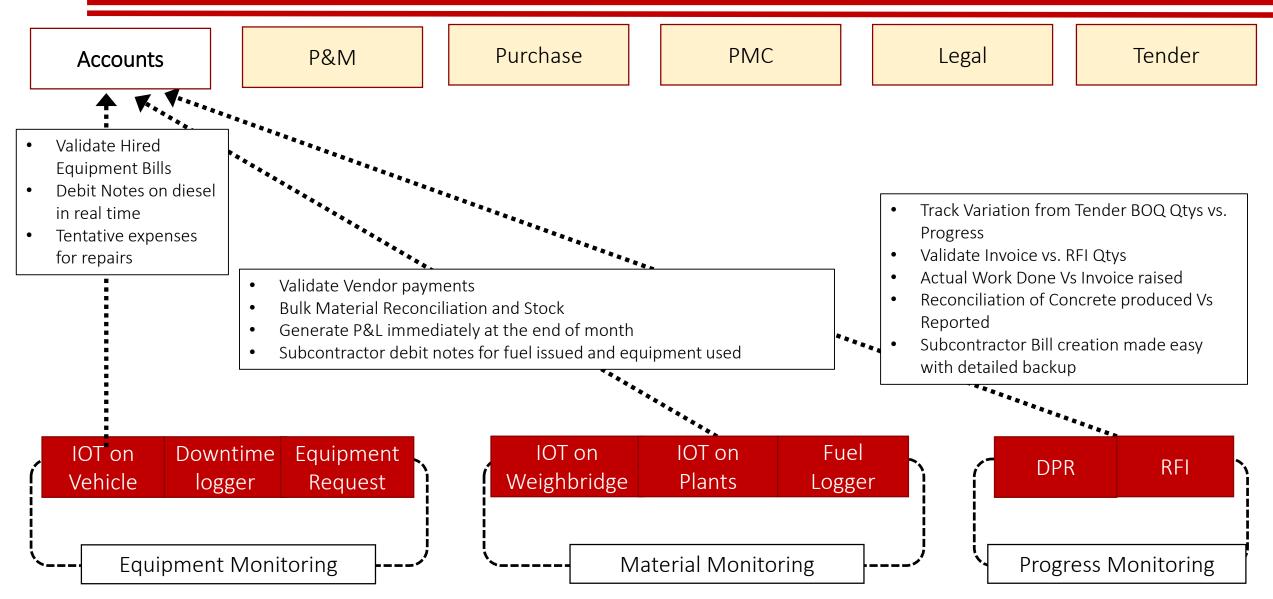




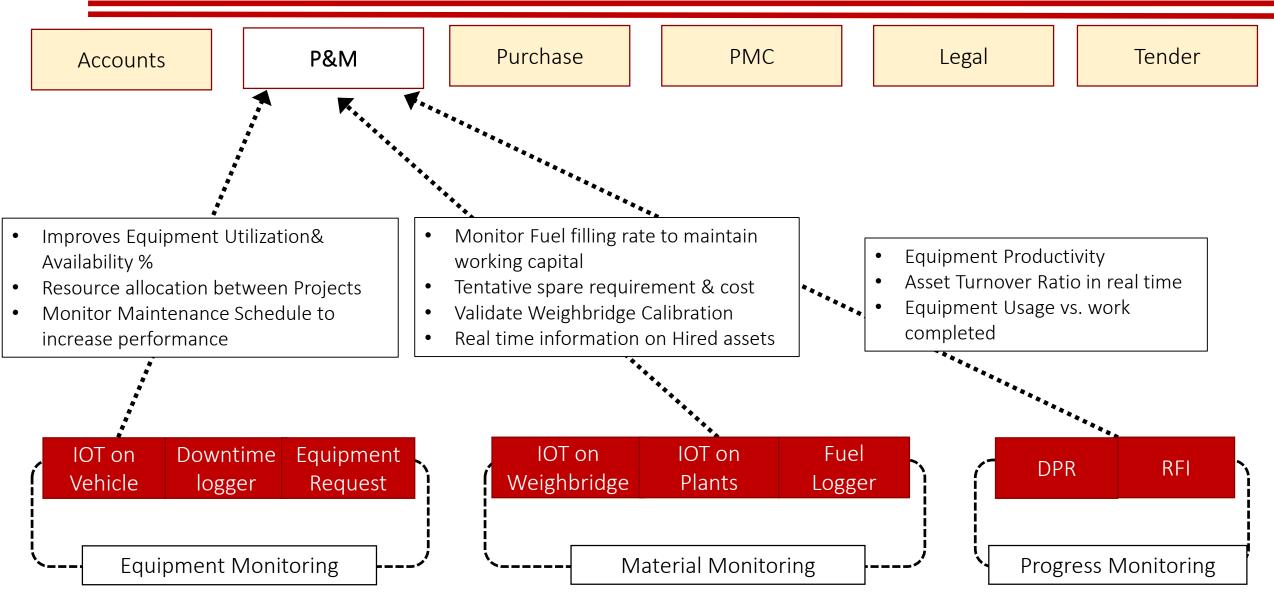


		Rehabilitation and up-gradation to 4-laning of Angul-Sambalpur section of NH-42 (New NH No. 55) Km. 112.000 to Km. 265 in the State of Odisha under NHDP-IV on EPC Mode										
		National Highway Authority of India				-						
		NA NA				<b>O</b>						
Cont	tractor	M/s Gayatri Projects Ltd.										GAYATRI
		Progres	s Report	for the da	y - 06/01/2	2019						
		Oty Turnover (in Lakes)										
s. B	OQ Item					For the	For the	Total(03-03-		For the	Total(03-03-	%
lo.	No.	Description	UOM	Scope	Rate	Day(06-01-	month(01-01	2047 06 04	For the Day(06-	month(01-01-	2047 06 04	
	NO.					2019)	2019 - 05-01	2019)	01-2019)	2019 - 05-01-	2019)	Completion
101	0.4			470	00000	2013)	2019)	,		2019)	,	11.00
1 01.0		Clearing and grubbing	Htrs	472	22900			194.86			44.62	41.28
2 01.0		Dismantling of Brick / Stone Masonry	CUM	3185 7456	100			142.5			0.14	4.47
3 01.0		Dismantling of PCC Structure	CUM		150 225		_	528.43			0.79	7.09 87.15
		Dismantling of RCC Structure and straightening & Cutting of bars	CUM	1810	125			1577.49			3.55	87.15
5 01.0		Removing hume pipe-Pipe dia <= 0.9 m	Mtr	15	125 175							
6 01.0		Removing hume pipe-Pipe dia > 0.9 m	Mtr	1050				20		_	0.04	1.90
7 01.		Removing guard rails, railings, fencing, edging kerbs and gutters etc.	Mtr	1860	55							
9 01.0	02.1	Removing/ Dismantling of Stone Pitching/ Apron	CUM	2600	120			31.27			0.04	1.20
9 01.		Scarifying Existing Bituminous road surface and disposal with all leads & lifts	Sq Mtr	64253	10			55013			5.5	85.62
[		Dismantling of Existing Bituminous road surface and disposal of material with all leads										
10 01.	04	& Lifts	CUM	86044	135		28.8	1871.52		0.04	2.53	2.18
[												
11 01.		Dismantling of Existing road -granular course layers and disposal with all leads & lifts	CUM	258132	100							
		Excavation for Roadway and drainage in all types of soils including marshy soil and										
12 02.		ordinary rock	CUM	983441	50	1156.96	2734.31		0.58	1.37	195.77	39.81
13 02.		Excavation for Roadway and drainage in Soft Rock	CUM	47815	129			986.61			1.27	2.06
14 02.		Excavation for Roadway and drainage in Hard Rock	CUM	47815	322			133			0.43	0.28
15 02.		Excavation for Roadway in marshy soil/slush	CUM	95630	60			665			0.4	0.70
		Construction of embankment with approved material obtained from approved borrow										
16 02.		areas	CUM	437251	138.67		484.48	1247557.42		0.67	1729.95	285.32
17 02.0	02.b	Construction of embankment with flyash	CUM	109313	85.67			5421.68			4.64	4.96
		Construction of embankment & median fill with material obtained from roadway,										
18 02.		drainage excavation	CUM	1181490	34			1536.72			0.52	0.13
19 02.		Construction of sub grade	CUM	1953230	143.67	353.5	1555.4		0.51	2.23	618.88	22.05
20 02.		Construction of earthen shoulder	CUM	276155	138.7			7865.15			10.91	2.85
21 02.		Construction of Granular shoulder	CUM	0	143.67							
22 02.	07	Filling in median / island	CUM	0	120.67							
[.		Loosening and recompacting sub-grade or supporting soil for new	L									
23 02.		embankment/subgrade	CUM	0	0							
24 02.		Laying, spreading and compaction of local screened sand in water logged location	CUM	71722	218			360			0.78	0.50
25 02.		Providing and laying of turfing	Sq Mtr	64518	30			3410			1.02	5.29
26 03.		Construction of Granular Sub-base-(GSB)-Grading -I	CUM	445034			1473.96	100601.04		15.23	1039.54	22.61
27 03.		Reuse of Granular Sub-base obtained from dismatled pavement layers	CUM	240923	92							
28 04.		Providing and laying Dry Lean Cement Concrete- DLC	CUM	551857	1748.67		644			11.26	1301.26	13.48
29 04.		Providing and laying Pavement Quality Concrete- PQC	CUM	941764	3878		1822.53	72554.27		70.68	2813.65	7.70
		Excavation for foundattion in all types of soil including ordinary rock by mechanical										
30 05.0	01.a	means	CUM	25613.8	130	29.85	361.9	38833.59	0.04	0.47	50.48	151.61

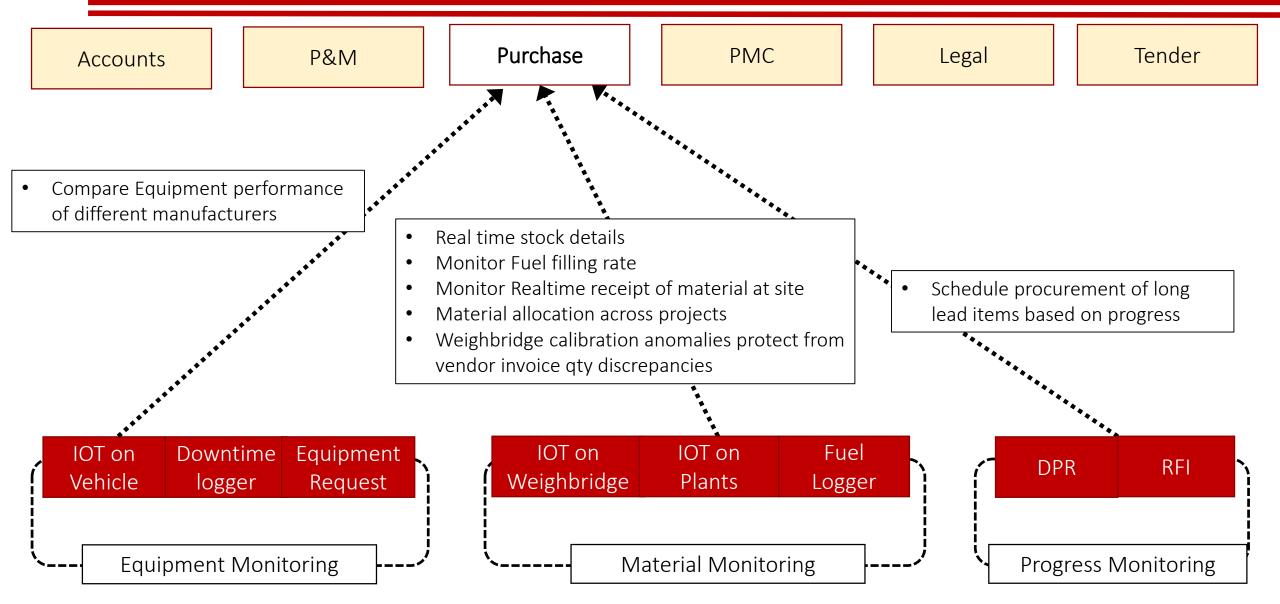




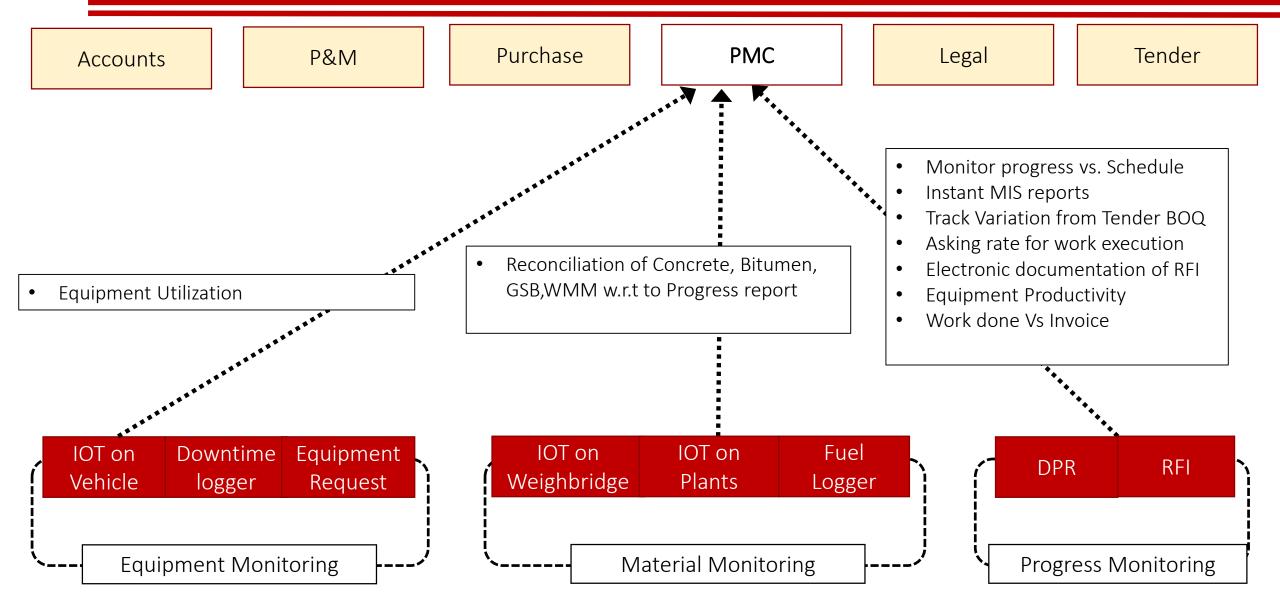




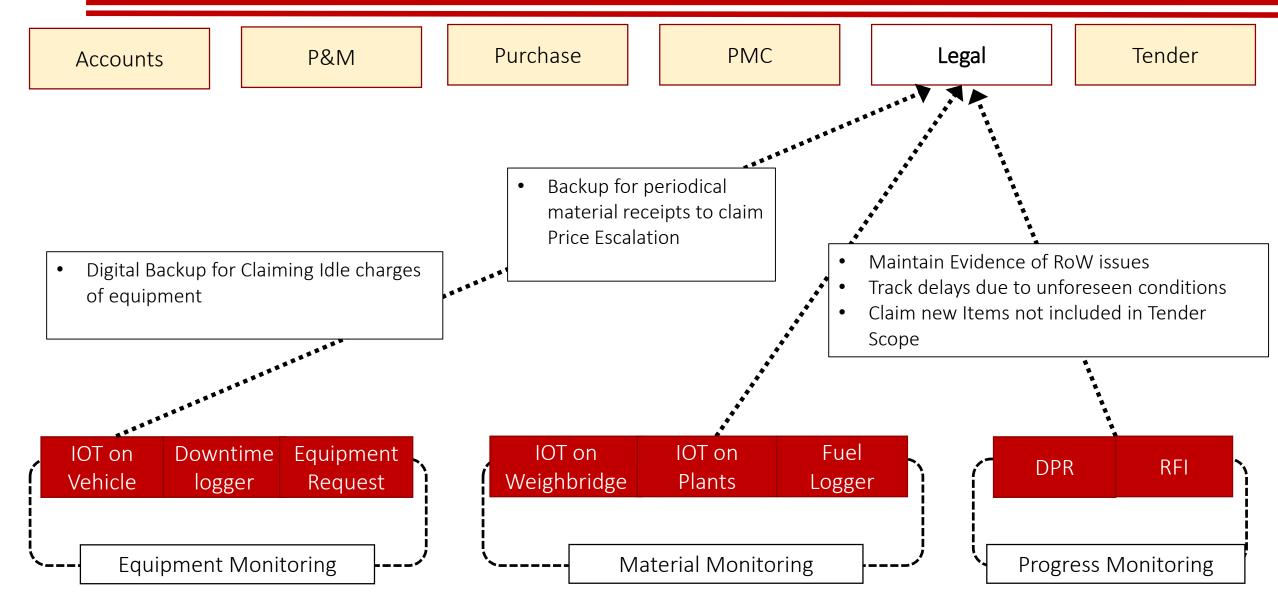




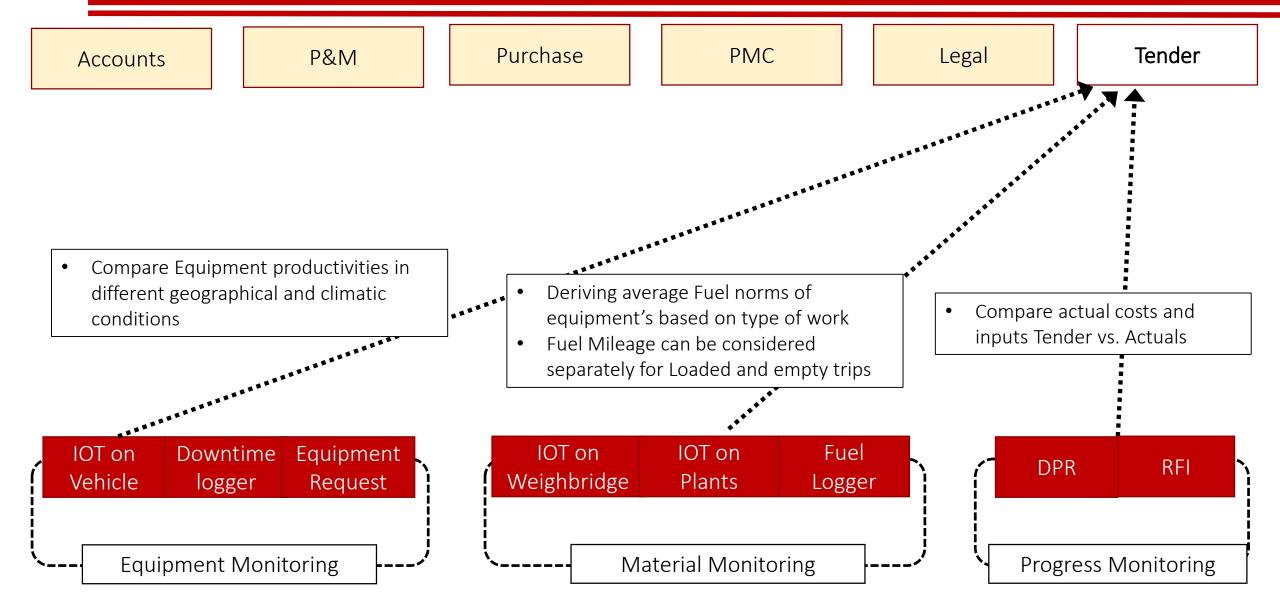






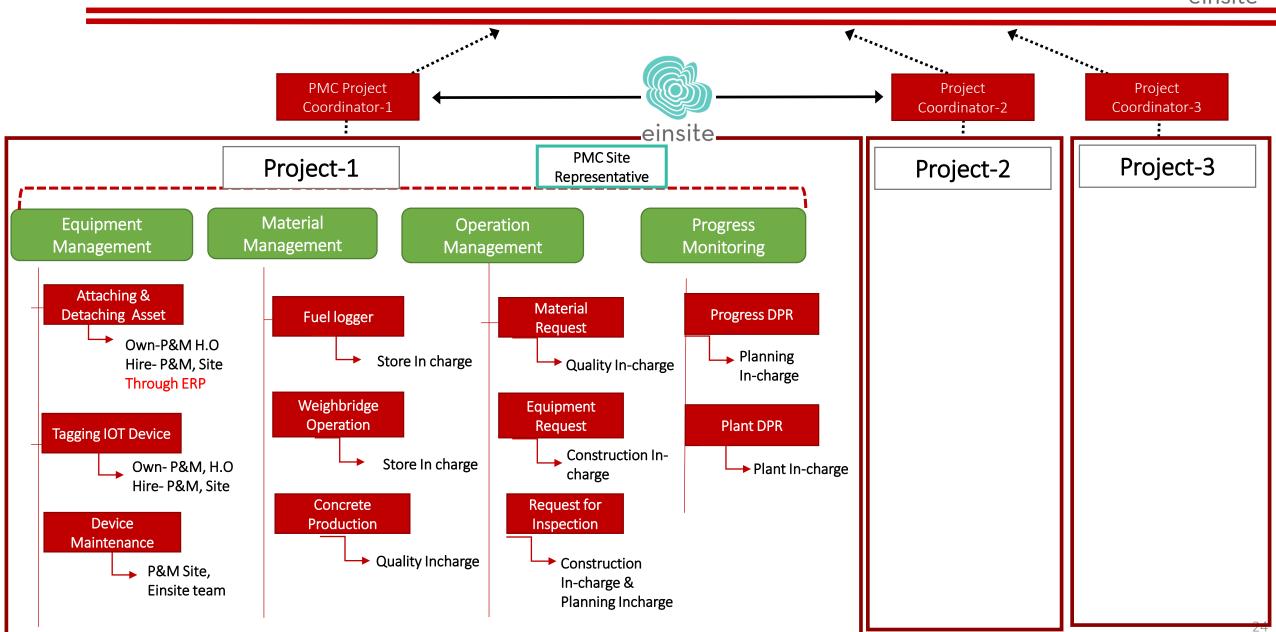






# PMC@HQ





# **Angul Project: Milestones**



- Based on Tare Weight Anomalies found, Calibration at 2 Weighbridges is corrected
- Equipment Odometer which are not working highlighted and were repaired
- Qtys used in Diversion work and Indirect works are recorded
- Realtime concrete production information reduced communication issues
- Increased transparency in operations
- Concrete production against BOQ is recorded with Material Request
- Progress details at finger tips
- Found Scope variation Earthwork BOQ's
- Miscellaneous categories in Fuel issues are restricted to 4 to monitor effectively



work codes

At Weighbridge replaced PC with Embedded IOT device

### Implemented

- Fuel Logger
- Equip Req
- Downtime logger
- 。 RFI Module

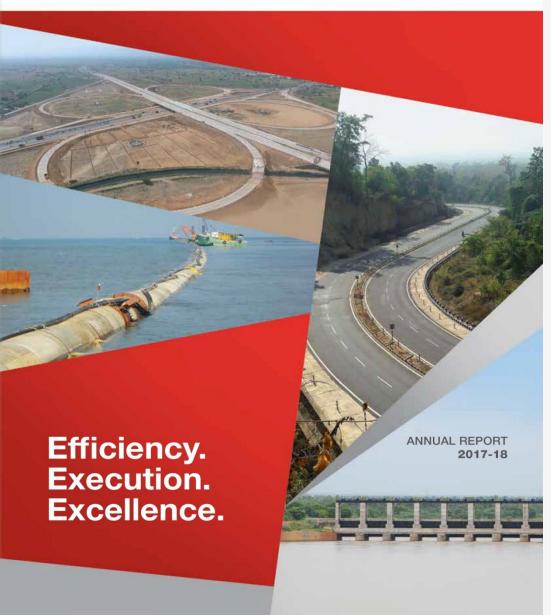
- Schwing Stetter B/P Telemetry Integration
- VMU Upgraded to have backlog & Inertial data
- Devices on Hired Equipment's

# Integration of GPL legacy ERP with FINSITE

- Workorders
- Material Codes
- Fuel logs
- Weighbridge logs
- 。 DPR Details

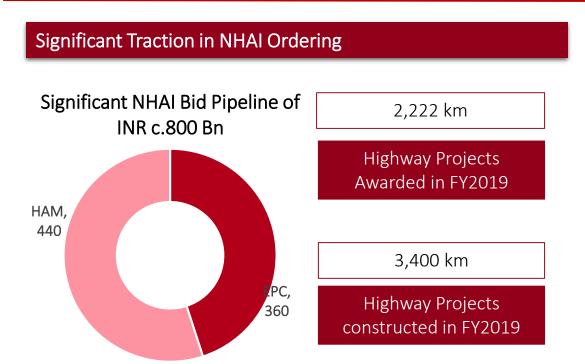
- Replaced Paper reporting
- Instant reports
- Transparency in Operations
- Real Time Monitoring
- Insights
- Alerts

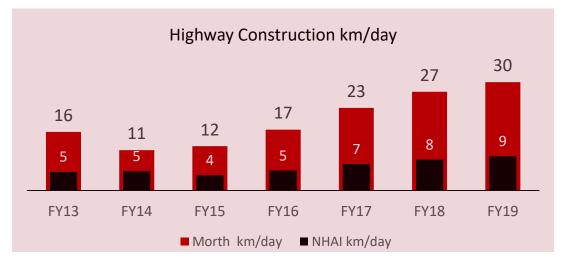




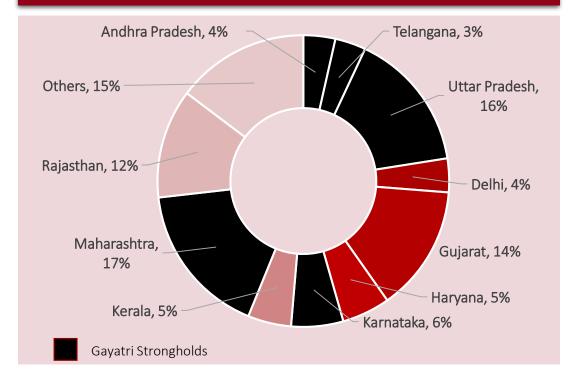
# **Appendix**

# Robust Upcoming Bid Pipeline





# Awards Coming in GPL's Sectoral and Geographical Strongholds



- NHAI awards bid pipeline at 6,500 km in FY20 vs 2,222 km awarded in FY2019
- Highway projects completed by NHAI target at 9 km/day in FY2019, vs 8 km/day in FY2018

**Source:** NHAI; Industry Reports

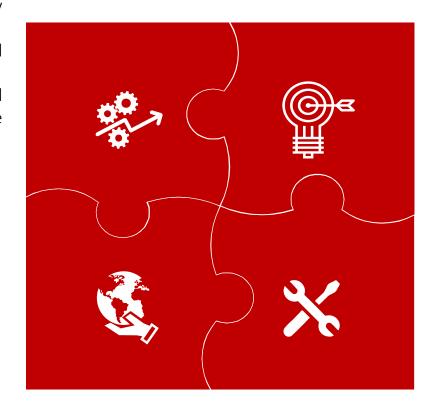
# Strategy – Focusing on 'Asset Light' EPC segment

### **Asset light EPC model**

- o Pure EPC company with no asset-heavy BOT or HAM project work.
- Diversified across geographies and practice areas
- o Deleveraging balance-sheet and monetizing non-core assets to improve visible Return on Capital
- o Focused on cash flow generation

### **Explore new opportunities in EPC**

- o Further enhance engineering capabilities in order to pursue new EPC contracts
- Enter specialized sectors with low competition and high margins
- Opportunity includes underground mining, water supply, lift-irrigation, high speed railways, urban infrastructure, prefab buildings etc



### **Grow presence in core EPC segments**

- Actively bid for quality projects in core areas of expertise- roads, irrigation, industrials
- o Maintain a healthy book-to-bill ratio
- Adhere to geographical cluster approach while bidding for projects to optimize management & equipment utilization and maximize profitability

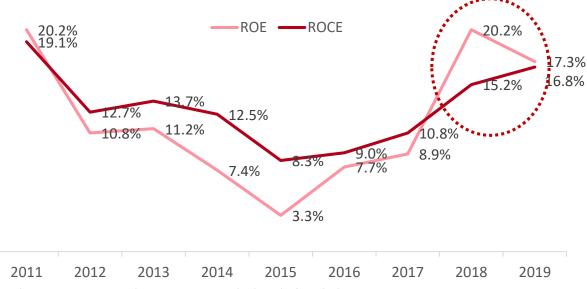
# Focus on driving operational performance & execution efficiency

- o Integrate best practices from different sectors to improve performance and project execution
- Utilize advanced technologies, designs, engineering and project management tools in order to increase productivity
- o Strengthen IT systems and other internal processes to reduce manual intervention

# Spotlight on Asset-Light Model

- 2012-2015 : GPL numbers depressed due to asset investments
- 2016 onwards: Business restructuring and Shift towards Asset-Light model

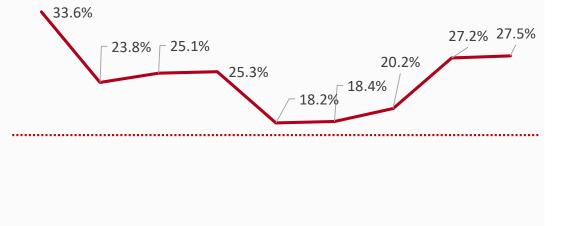
### Historical ROE and ROCE



\* Core construction business ROCE calculated after deducting investment in power and road BOT assets from the total capital employed

- Core Construction Services business is a high ROCE business; At the bottom of cycle generated 18.2%
- In line with the Industry practice, Free cash flow from Core Construction activities was used for funding asset acquisition prior to 2016

### **ROCE - Core Construction Business**



2015

2016

2017

2011

2012

2013

2014

2018

2019

# Strong Execution Capabilities & a Diverse Range of Projects

### Projects executed in last 5 years

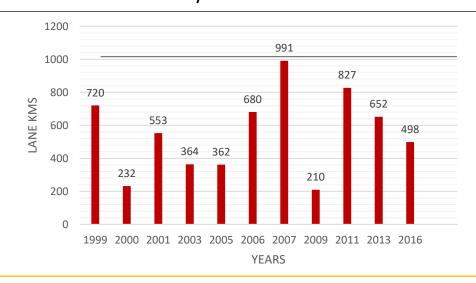
Segment	No. of projects executed	Value of contract (INR Mn)
Roads	12	64,587
Industrial	17	23,535
Irrigation	10	10,727
Site leveling	2	2,382
Dams & reservoirs	2	448
Railways	1	3,845
Total	44	105,524



### Strong BG limits key competitive advantage

- Company has existing BG limit of INR 44 bn
- Existing BG limit provides ability to maintain order book of over INR 200 bn
- o Ability to further increase the BG limits

Roads: Peak executed capacity at ~1,000 kms for the year 2007



Required Lane Kilometers to be executed (as order)

~700 Lane Kms

Capacity to execute

1,100 – 1,200 Lane kms/ year

# **Balance Sheet**

						All figures	s in INR Million
ASSETS (INR Mn)	FY19	FY18	FY17	EQUITY AND LIABILITIES (INR Mn	FY19	FY18	FY17
				EQUITY			
NON-CURRENT ASSETS				(a) Equity Share capital	374	374	355
(a) Property Plant & Equipment	3,763	3,350	3,093	(b) Other Equity	12,922	10,856	7,056
(b) Capital Work in Progress	5	-	241				
(c) Financial Assets				LIABILITIES			
(i) Investments	10,088	10,169	10,561	Non-Current Liabilities			
(ii) Loans	3,474	3,563	5,102	(a) Financial Liabilities			
				(i) Borrowings	7,121	8,032	9,678
CURRENT ASSETS				(ii) Other Financial liabilities	14,962	10,332	9,239
(a) Inventories	3,574	2,930	3,601	(b) Provisions	48	52	98
(b) Financial Assets				(c) Deferred Tax Liabilities (net)	21	71	232
(i) Trade receivables	13,930	11,337	8,504				
(ii) Cash and cash equivalents	1,265	569	1,970	<b>Current Liabilities</b>			
(iii) Other Bank Balances	2,002	1,857		(a) Financial Liabilities			
(iv) Loans	1,887	1,703	1,759	(i) Borrowings	9,499	9,591	9,596
(c) Current Tax Assets (Net)	1,447	1,385	407	(ii) Trade payables	10,508	8,043	6,608
(d) Other Current Assets	17,206	12,998	9,543	(iii) Other Financial Liabilities	2,293	2,042	1,489
				(h) Other Current Liabilities	858	446	431
				(c) Provisions	34	21	1
TOTAL	58,641	49,861	44,781	TOTAL	58,641	49,861	44,781

# **Board of Directors**

T. Indira Subbarami Reddy	Promoter and Non-Executive Chairperson, over 25 years of experience in the construction industry
T. V. Sandeep Kumar Reddy	Promoter and Managing Director, 20+ years of construction experience
J Brij Mohan Reddy	Executive Vice Chairman, Over 49 years of experience in Heavy Engineering Construction and the harbour engineering industries
Mr Birendra Kumar	Non-Executive and Nominee Director (Bank of Baroda)
Mr. J.N.Karamchetti,	Non-Executive and Independent Director, rich experience in the field of engineering and steel
Mr. Ch. Hari Vittal Rao	Non-Executive and Independent Director, 49 years of experience as a banker and was employed with Bank of Baroda and Naandi Foundation in the past

# Management Team - HQ



### T Sandeep Reddy

- Managing Director
- Masters in Construction Engineering & Management from University of Michigan, USA
- 20+ years of construction experience



### J Brij Mohan Reddy

- Executive Vice Chairman
- Graduate in Industrial Engineering from Berkeley University, USA
- 50 years of experience in construction and engineering



### P Sreedhar Babu

- Chief Finance Officer
- Fellow Member of Institute of Chartered Accountants of India
- 18+ years of experience in finance and banking



#### D Sitaram

- President, Business Development
- In-charge of evaluating new business units, identifying suitable Joint-Venture partners, and attending review meetings with clients and regulatory bodies



### T Rajiv Reddy

- Vice President
- In-charge of overall Project Controls & Monitoring, and head of Mining business unit
- Graduate in Industrial Engineering from University of Illinois, Urbana-Champaign, USA

# Management Team - Projects



### K Sesha Reddy

- Senior Vice President, Transportation
- In-charge of project monitoring and controls
- Previously a Project Head at L&T
- Masters in Construction management from Birla Institute of Technology
- 32+ years of experience in infrastructure



#### G Venkateshwar Rao

- Senior Vice President, Irrigation
- Oversees entire irrigation business unit
- Graduate in Civil Engineering
- 20+ years of experience in irrigation EPC



### **MV Suresh**

- Vice President, Roads
- Oversees road construction projects
- Graduate in Civil Engineering
- 20+ years of experience in EPC



### CH Ramakrishna Rao

- Senior Vice President, Roads
- Oversees road construction projects
- Masters in Construction management from Birla Institute of Technology
- 20+ years of experience in infrastructure



### Sudhakar Lolla

- Vice President, Mining
- Oversees underground mining projects
- Masters in Technology and Mining from Indian School of Mines
- 18+ years of experience in mining

### **Contact Details**

### V V Chandra Sekhar

Gayatri Projects Limited

Tel: +91 40 23310330/23314284/4296

Email: vvcs@gayatri.co.in

### Sheetal Khanduja

Go India Advisors +91 9769364166 sheetal@goindiaadvisors.com