



# LIKHITHA INFRASTRUCTURE LIMITED

CIN : L45200TG1998PLC029911

**Date: November 17, 2022.**

To  
Corporate Relationship Department,  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai-400 001  
**Scrip Code: 543240**

To  
**National Stock Exchange of India Limited,**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (E)  
Mumbai-400 051  
**Scrip Symbol: LIKHITHA**

Dear Sir/Madam,

**Sub:** Investor presentation

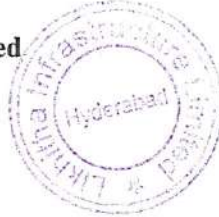
**Ref:** Intimation U/R 30 SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.

With reference to the subject cited above, we hereby forward the Investor Presentation made by the Company to a group of investors today.

This is for your information and records.

Thanking you,

for Likhitha Infrastructure Limited



**Likhitha Gaddipati**  
**Whole Time Director and Chief Financial Officer**  
**DIN: 07341087**

CELEBRATING **25<sup>th</sup>** YEAR



# LIKHITHA INFRASTRUCTURE LIMITED

[www.likhitha.co.in](http://www.likhitha.co.in)

www.likhitha.co.in



**SPECIALIZED IN LAYING OF CROSS COUNTRY & CITY GAS DISTRIBUTION PIPELINE NETWORK FOR OIL & GAS  
ALONG WITH CONSTRUCTION OF ASSOCIATED FACILITIES**

## Safe Harbor Statement

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded

Materials and information provided in this presentation may contain 'forward-looking statements'. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements

Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (a) competitive pressures; (b) legislative and regulatory developments; (c) global, macroeconomic and political trends; (d) fluctuations in currency exchange rates and general Financial market conditions; (e) delay or inability in obtaining approvals from authorities; (f) technical developments; (g) litigation; (h) adverse publicity and news coverage, which could cause actual developments and results to differ materially from the statements made in this presentation

The Company undertakes no obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise

## Overview

Incorporated in 1998, **Likhitha Infrastructure Limited** is an oil & gas pipeline infrastructure service provider, focused on laying pipeline networks along with the construction of associated facilities and providing operations & maintenance services to the city gas distribution (CGD) companies in India

Has successfully laid over **1500 km** of steel pipelines and over **1500 km** of MDPE of oil & gas pipelines in the past years

Additionally, the company is laying approximately **1000 km** of oil & gas pipelines for the ongoing projects

Executed the **First Trans-National cross-country pipeline of South-East Asia connecting India to Nepal in the year 2019**, for the supply of petroleum products

A strong client base consisting of leading gas distribution companies in India, including both the private & public players

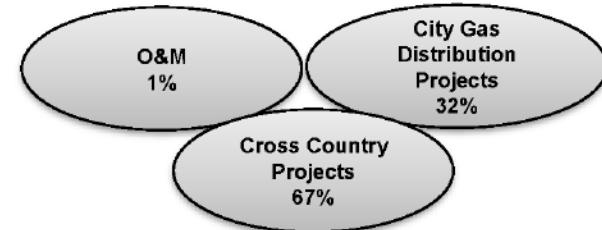
**ISO 9001:2015** certified company for specialization in the field of Design, Construction of Cross-country pipelines, City Gas Pipelines, and associated facilities.

Excellent track record of timely execution of projects in all business areas with quality & client satisfaction

Listed on BSE & NSE in 2020

Order book as of October 2022 is Rs  
1,457 Crores

### Current Order book break-up



### Shareholding Pattern as on October 2022



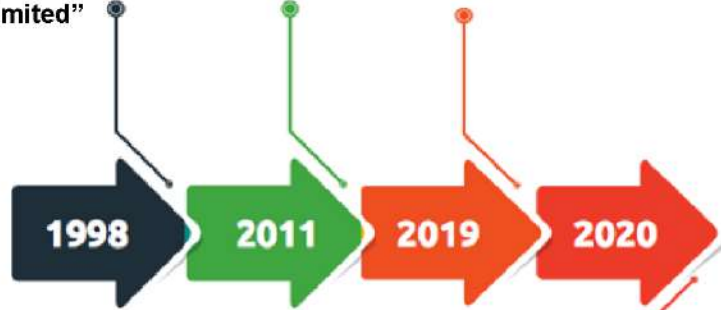
Debt Free Company

## Our Journey

Incorporated  
as “Likhitha  
Constructions  
Private  
Limited”

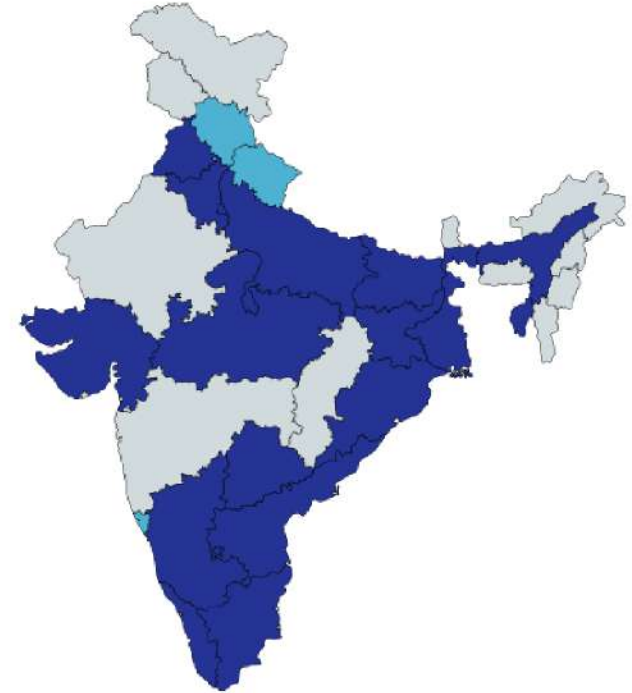
Transformed to  
“Likhitha  
Infrastructure  
Private Limited”

Successfully  
transformed into a  
public limited  
company



Listed on BSE Limited and  
National Stock Exchange of India  
Limited with the successful  
completion of Initial Public Offer  
(IPO)

## Our Presence



**Presence in 17 states and 2 Union Territories**

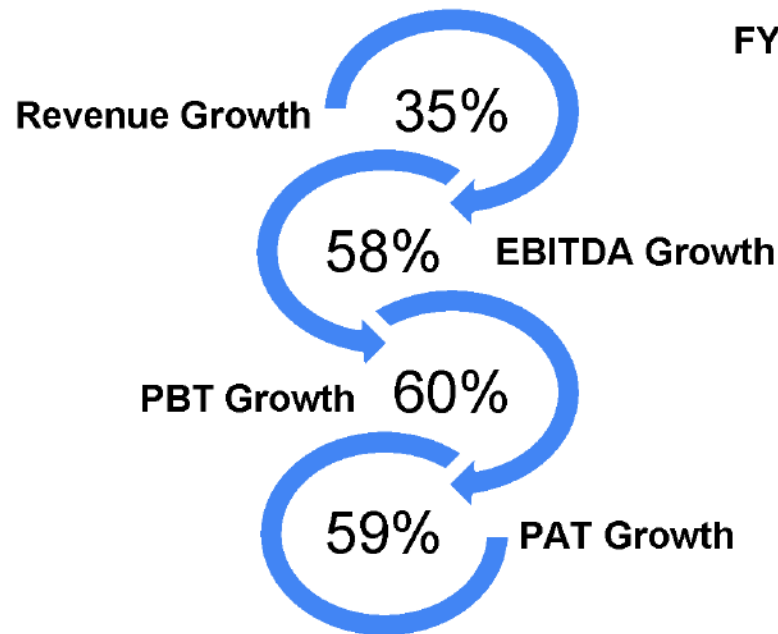


All valuation ratios are as per latest financials, market capitalization and on a consolidated basis

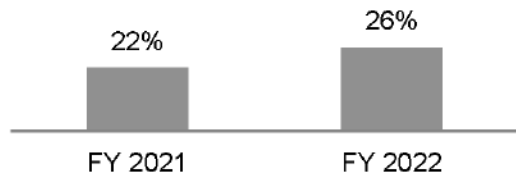
*(Rs. in Crores)*

Particulars (Consolidated)	FY 2021	FY 2022
Equity Capital	20	20
Other Equity	134	173
Net worth	153	193
Long Term Borrowings	-	-
Short Term Borrowings	-	-
<hr/>		
Total Income	193	261
EBITDA	41	66
PBT	38	61
PAT	29	46
<hr/>		
Inventories and WIP	23	47
Debtors	39	68

FY 2022



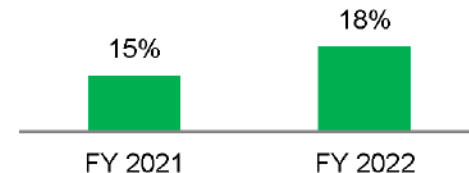
EBITDA Margin



PBT Margin



PAT Margin





## Profit and Loss

### Standalone

Particulars (Rs in Crores)	FY 2021	FY 2022	Qtr Jun 2022	Qtr Sep 2022
<b>Income</b>				
Revenue from Operations	190.62	257.14	79.70	81.31
Other Income	2.32	3.56	1.87	2.06
<b>Total Income</b>	<b>192.94</b>	<b>260.70</b>	<b>81.57</b>	<b>83.37</b>
<b>Expenses</b>				
Raw Materials Consumed	34.65	51.41	12.89	17.54
Construction Expenses	78.02	125.79	40.87	46.14
Changes in WIP	2.24	-20.82	-2.42	-10.77
Employee Benefits	30.73	31.17	7.74	7.71
Finance Cost	0.67	0.53	0.16	0.20
Depreciations	2.46	3.69	0.93	1.03
Other Expenses	5.79	8.45	2.99	2.43
<b>Total Expenses</b>	<b>154.56</b>	<b>200.22</b>	<b>63.15</b>	<b>64.29</b>
<b>EBITDA</b>	<b>41.50</b>	<b>64.69</b>	<b>19.51</b>	<b>20.31</b>
<b>PBT</b>	<b>38.37</b>	<b>60.47</b>	<b>18.42</b>	<b>19.08</b>
<b>PAT</b>	<b>28.99</b>	<b>45.47</b>	<b>13.91</b>	<b>14.40</b>
EBITDA Margin	21.77%	25.16%	24.47%	24.98%
PBT Margin	20.13%	23.52%	23.11%	23.46%
PAT Margin	15.21%	17.68%	17.46%	17.72%

**ROCE (TTM) – 37.59%**

### Consolidated

Particulars (Rs in Crores)	FY 2021	FY 2022	Qtr Jun 2022	Qtr Sep 2022
<b>Income</b>				
Revenue from Operations	190.62	257.21	81.33	82.96
Other Income	2.32	3.56	0.64	1.28
<b>Total Income</b>	<b>192.94</b>	<b>260.77</b>	<b>81.98</b>	<b>84.24</b>
<b>Expenses</b>				
Raw Materials Consumed	34.65	51.71	14.47	18.09
Construction Expenses	78.02	125.79	41.02	46.16
Changes in WIP	2.24	-23.47	-4.87	-11.61
Employee Benefits	30.73	32.55	8.38	8.29
Finance Cost	0.67	0.53	0.16	0.20
Depreciations	2.46	3.69	0.93	1.03
Other Expenses	5.79	8.49	3.36	2.31
<b>Total Expenses</b>	<b>154.56</b>	<b>199.29</b>	<b>63.44</b>	<b>64.48</b>
<b>EBITDA</b>	<b>41.50</b>	<b>65.70</b>	<b>19.63</b>	<b>21.00</b>
<b>PBT</b>	<b>38.37</b>	<b>61.48</b>	<b>18.54</b>	<b>19.77</b>
<b>PAT</b>	<b>28.99</b>	<b>46.12</b>	<b>13.57</b>	<b>14.58</b>
EBITDA Margin	21.77%	25.54%	24.13%	25.31%
PBT Margin	20.13%	23.90%	22.79%	23.82%
PAT Margin	15.21%	17.93%	16.68%	17.57%

**ROE (TTM) – 27.61%**

# Balance Sheet and Cash Flow

## Standalone

Particulars (In Crores)	FY 2021	FY 2022	Half year ended Sep 2022
<b>Equity and Liabilities</b>			
Equity	19.73	19.73	19.73
Reserves	133.68	172.36	198.71
<b>Total Networth</b>	<b>153.40</b>	<b>192.09</b>	<b>218.44</b>
Long Term Borrowings	-	-	-
Short Term Borrowings	-	-	-
Provisions	0.19	0.26	0.26
Trade Payables	2.25	10.04	8.98
Other Current Liabilities	12.91	11.88	9.85
Current Tax Liability	0.01	1.00	-
<b>Total Liabilities</b>	<b>168.76</b>	<b>215.28</b>	<b>237.52</b>

## Total Assets

<b>Non-Current Assets</b>	<b>14.85</b>	<b>29.25</b>	<b>26.52</b>
Property, Plant & Equipment	9.37	15.98	14.79
Investment Property	2.29	2.22	2.20
Intangible Assets	0.03	0.02	0.02
Investments	0.02	0.02	0.01
Loans and Advances	2.84	2.73	2.77
Other Financial Assets	-	7.83	6.22
Other Non-Current Assets	0.31	0.45	0.51
<b>Current Assets</b>	<b>153.92</b>	<b>186.02</b>	<b>211.00</b>
Inventories & WIP	22.51	43.96	56.66
Investments	55.75	39.40	49.73
Trade Receivables	38.84	67.78	69.23
Cash and Bank	17.55	22.52	20.44
Other Financial Assets	16.70	7.47	8.77
Other Current Assets	2.57	4.89	6.18
<b>Total Assets</b>	<b>168.77</b>	<b>215.28</b>	<b>237.52</b>

## CASH FLOW

Operating Activities	0.81	2.91	7.79
Investing Activities	-50.39	9.39	-7.54
Financing Activities	53.23	-7.32	-2.33
<b>Net Cash Flow</b>	<b>3.65</b>	<b>4.98</b>	<b>-2.08</b>

## Consolidated

Particulars (In Crores)	FY 2021	FY 2022	Half year ended Sep 2022
<b>Equity and Liabilities</b>			
Equity	19.73	19.73	19.73
Reserves	133.68	173.02	199.22
<b>Total Networth</b>	<b>153.40</b>	<b>192.74</b>	<b>218.94</b>
Long Term Borrowings	-	-	-
Short Term Borrowings	-	-	-
Provisions	0.19	0.22	0.22
Trade Payables	2.25	10.18	9.33
Other Current Liabilities	12.91	12.05	9.35
Current Tax Liability	0.01	1.18	0.04
<b>Total Liabilities</b>	<b>168.76</b>	<b>216.37</b>	<b>237.87</b>

## Total Assets

<b>Non-Current Assets</b>	<b>14.85</b>	<b>29.25</b>	<b>26.52</b>
Property, Plant & Equipment	9.37	15.98	14.79
Investment Property	2.29	2.22	2.20
Intangible Assets	0.03	0.02	0.02
Investments	0.02	0.02	0.01
Loans and Advances	2.84	2.73	2.78
Other Financial Assets	-	7.83	6.22
Other Non-Current Assets	0.31	0.45	0.51
<b>Current Assets</b>	<b>153.92</b>	<b>187.11</b>	<b>211.35</b>
Inventories & WIP	22.51	46.61	62.60
Investments	55.75	39.23	47.55
Trade Receivables	38.84	67.63	69.35
Cash and Bank	17.55	22.90	21.21
Other Financial Assets	16.70	7.47	8.77
Other Current Assets	2.57	3.27	1.86
<b>Total Assets</b>	<b>168.77</b>	<b>216.37</b>	<b>237.87</b>

## CASH FLOW

Operating Activities	0.81	3.11	8.18
Investing Activities	-50.39	9.57	-7.54
Financing Activities	53.23	-7.32	-2.33
<b>Net Cash Flow</b>	<b>3.65</b>	<b>5.36</b>	<b>-1.69</b>

## Key Business Segments

<b>Cross- Country Pipeline Projects (CCP)</b>	1) Laying of Carbon Steel Pipeline 3) Construction of Civil works 5) Fire & Gas Detection works	2) Mechanical Piping Work 4) Electrical, Instrumentation & Telecom Works
<b>City Gas Distribution (CGD) Projects</b>	1) Steel Pipeline 3) LMC Connectivity	2) MDPE Pipeline 4) CNG Stations
<b>Operation &amp; Maintenance (O&amp;M) Services</b>	1) Manpower Supply	2) Emergency Repair & Maintenance works

## SWOT Analysis

Strengths	Weakness	Opportunities	Threats
<ol style="list-style-type: none"> <li>High Revenue and Profit Growth with High Return on Capital Deployed (ROCE) and Low PE ratio</li> <li>Growth in Net Profit with increasing Profit Margin (QoQ)</li> <li>Company with No Debt</li> <li>Annual Net Profits improving for last 2 years</li> <li>Book Value per share Improving for last 2 years</li> <li>Company with Zero Promoter Pledge</li> </ol>	<ol style="list-style-type: none"> <li>Fluctuating raw material and commodity costs</li> </ol>	<ol style="list-style-type: none"> <li>Expansion of the business based on new Government initiatives.</li> <li>Potential global expansion of the company</li> </ol>	<ol style="list-style-type: none"> <li>Increase in competitive bids for procuring the projects.</li> <li>Any future COVID lock-down extensions would affect the work deliverables</li> </ol>



**Mr. Srinivasa Rao is the Managing Director and founder of the company.** He has vast technical experience of over three decades in the Oil & Gas Infrastructure business and is the guiding force behind the successful execution of our business strategies over the years. Our Company has grown during the past under his leadership and guidance. He has exposure in all business verticals and is engaged in supervision & conduct of the business of the Company, along with a team of senior management personnel, who assist him in carrying out his activities, subject to the overall supervision & control of the Board of Directors. The meteoric rise of this Company and its success is hugely attributed to him



**Mr. Sivasankara Parameswara Kurup Pillai is the Chairman and Independent Director of the Company.** He has more than 40 years of experience in the relevant field and is a pioneer in oil and gas pipeline projects in India. He has worked/associated with several organizations in the relevant field. He has the experience of executing many projects in different parts of India and abroad. As an Independent Director and Chairman of the company, he monitors the techno-commercial aspects of our operations and the expansion of the company's capabilities.



**Mr. Sudhanshu Shekhar is the Chief Executive Officer of the Company.** He is our established pipeliner with over 20 years of experience in the oil and gas industry. He has a proven record of successful completion of various projects working with various Domestic and International companies in India and abroad. He assists the Management Team in executing the Projects and is involved in decision-making regarding project initiation / execution



**Mrs. Likhitha Gaddipati is the Chief Financial Officer and Director of our Company.** She completed a Bachelor of Technology in Computer Science and Engineering from SRM University, Tamil Nadu, India, and a Master's in Information Technology and Management from Illinois Institute of Technology, Chicago, Illinois, USA. Mrs. Likhitha Gaddipati has vast experience in finance and project management.



**Mr. Pranab Chakraborty is the Vice President of the Company.** He is our veteran with more than 35 years of experience in the relevant field and manages the engineering and execution of projects undertaken by LIL and has experience in executing various projects across India. He is responsible for the client relationship with all the projects he supervises and solves any issues. He has worked/associated with prestigious organizations in the relevant field. As a Vice President of the company, he leads a group of project managers and construction managers and is reputed for taking instant decisions to protect against any delays in projects. After evaluating the project's performance periodically, he strategizes further plans to be implemented.



**Mr. Dheerajram Chandra is the General Manager, Operations of our Company.** He completed a Bachelor of Technology in Computer Science and Engineering from VIT University, Tamil Nadu, India, and a Master's in Computer science and Management from the USA. Mr. Dheerajram has worked with various companies in the USA, and he is experienced in the development and management of projects. He is currently looking after operations and is responsible for project initiation/ execution/ completion.



**Thank YOU!**

