



**H.G. INFRA ENGINEERING LIMITED**  
**TRANSCRIPT**  
**OF**  
**22<sup>ND</sup> ANNUAL GENERAL MEETING**  
**HELD ON**  
**AUGUST 21, 2024**  
**THROUGH VIDEO CONFERENCING / OTHER AUDIO-VISUAL MEANS**

**Company:** Mr. Harendra Singh - Chairman & Managing Director, H. G. Infra Engineering Limited

Ms. Ankita Mehra- Company Secretary & Compliance Officer, H. G. Infra Engineering Limited

**Moderator:** Ms. Jyoti Singh - Representative of Registrar and Share Transfer Agent, Link in Time India Private Limited.

**Harendra Singh:**

Good afternoon, ladies and gentlemen

On behalf of H.G. Infra Engineering Limited, I, Harendra Singh, Chairman and Managing Director of your Company, welcome all esteemed Shareholders, Board members, Auditors, Management of the company, Employees, and all Business and Financial partners who have contributed significantly in the success story of our growth. I am honoured to be present at our Annual General Meeting today, a significant event that allows us to reflect on our accomplishments, discuss our future endeavours and strengthen our commitment to excellence.

This Annual General Meeting is being conducted through Video Conferencing in accordance with the circulars and guidelines issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India, and as per the applicable provisions of the Companies Act, 2013 and the Rules made thereunder. I thank all the Shareholders, colleagues on the Board, Auditors and the Management team for joining this meeting.

Since the requisite quorum is present through video conferencing, I call the meeting to order.

The Company has taken all feasible efforts to enable the Shareholders to participate through video conferencing and vote at the AGM.

Before we begin, I request Ms. Ankita Mehra, Company Secretary & Compliance Officer, to introduce the Company's Directors, Auditors and Senior officials on the panel and take us through the regulatory matters and general instructions for the AGM.

**Ankita Mehra:**

Thank you, Sir

**Good afternoon, everyone**

I am Ankita Mehra, Company Secretary and Compliance Officer of your company.

It's my honour to welcome you all to this 22<sup>nd</sup> Annual General Meeting of H.G. Infra Engineering Limited.

All of our Directors have joined through video conferencing. I request the members to join me in extending a warm welcome to all our directors. We welcome:

Mr. Harendra Singh, Chairman and Managing Director. He is also the Chairperson of the Risk Management Committee

Mr. Ashok Kumar Thakur, Independent Director and Chairperson of the Audit Committee

Mr. Dinesh Kumar Goyal, Whole-time Director

Mr. Manjit Singh, Independent Director and Chairperson of the Nomination and Remuneration Committee and Stakeholders' Relationship Committee

Ms. Monica Widhani, Independent Director

Ms. Pooja Hemant Goyal, Independent Director

Ms. Sharada Sunder, Independent Director

Mr. Vijendra Singh, Whole-time Director and Chairperson of the Corporate Social Responsibility Committee

I would also like to introduce the Company's Auditors and Senior officials who are available on the panel.

Let me introduce all of them:

Mr. Rajeev Khanna, President - Finance & Accounts of the Company  
Mr. Rajeev Mishra, Chief Financial Officer of the Company  
Mr. Chandan Gupta and Mr. Kartik Arora, Representatives of M/s M S K A & Associates, Chartered Accountants, one of the Joint Statutory Auditors of the Company  
Mr. Abhishek Pachlangia, Partner, M/s. Shridhar and Associates, Chartered Accountants, one of the Joint Statutory Auditors of the Company  
Ms. Heena Lakhani, Partner, Deepak Arora & Associate, Practising Company Secretaries, Secretarial Auditors of the Company  
Mr. Deepak Arora, Partner, Deepak Arora & Associate, Practising Company Secretaries, Scrutinizer for the AGM.

The other Senior Management Officials of the Company are also attending the AGM from their respective locations.

### **ORDINARY BUSINESS**

#### **Item No. 1 of the Notice as an Ordinary Resolution**

- To receive, consider and adopt the audited standalone and consolidated financial statements for the financial year ended March 31, 2024, and the reports of the Board of Directors and Auditors thereon.

#### **Item No. 2 of the Notice as an Ordinary Resolution**

- To declare the final dividend of Rs. 1.50/- per equity share of Rs. 10/- each for the financial year ended March 31, 2024.

#### **Item No. 3 of the Notice as an Ordinary Resolution**

- To appoint a director in place of Mr. Dinesh Kumar Goyal (DIN: 02576453), who retires by rotation and being eligible, offers himself for re-appointment.

### **SPECIAL BUSINESS:**

#### **Item No. 4 of the Notice as a Special Resolution**

- To approve the increase in borrowing limits of the Company under section 180(1)(c) of the Companies Act, 2013

#### **Item No. 5 of the Notice as a Special Resolution**

- To approve the increase in limits of the creation of charges, and securities on the properties/assets of the Company, under section 180(1)(a) of the Companies Act, 2013

#### **Item No. 6 of the Notice as an Ordinary Resolution**

- To ratify the remuneration payable to Cost Auditors of the Company for the financial year ending March 31, 2025

#### **Item No. 7 of the Notice as a Special Resolution**

- To alter the Object Clause of the Memorandum of Association of the Company

#### **Item No. 8 of the Notice as a Special Resolution**

- To approve the sale or disposal of the undertaking of the Company

The objectives and implications of the resolutions proposed at the AGM are already set out in the AGM Notice and, for the sake of brevity, are not being repeated. If Shareholders wish to seek further clarification, they may raise it during the Question & Answer session.

Pursuant to the provisions of the Companies Act, 2013, the Rules framed thereunder, and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, your Company has provided the remote e-voting facility to the Shareholders to enable them to cast their vote electronically.

As per the timelines mentioned in the AGM Notice, the remote e-voting commenced at 9.00 a.m. on Sunday, August 18, 2024, and ended at 5.00 p.m. on Tuesday, August 20, 2024. The voting facility through the e-voting system is also made available during the meeting for Shareholders who have not cast their votes before the meeting. You can use the e-voting tab in the InstaMeet portal of Link Intime India Private Limited for voting at the AGM.

Shareholders who have not exercised their vote through remote e-voting and are otherwise not barred from doing so shall be eligible to vote through the e-voting system during the AGM. They can vote by clicking the “Cast your vote” tab on your VC meeting screen. You may enter Demat Account No. / Folio No. And OTP (received on the registered mobile number/ registered email ID) for registration on the InstaMeet portal and voting.

Mr. Deepak Arora, Partner of M/s. Deepak Arora & Associates, Practicing Company Secretaries, is appointed as Scrutinizer to scrutinise the process of remote e-voting held prior to the AGM and e-voting during the AGM. Since the resolutions mentioned in the AGM Notice have already been put to vote through remote e-voting, there will be no proposing and seconding of the Resolutions.

The results of remote e-voting aggregated with the results of voting at the AGM along with the Scrutinizers report shall be communicated to BSE Limited and the National Stock Exchange of India Limited, where the equity shares of the Company are listed and will also be placed on the Company's website and the website of RTA within statutory timelines.

#### **Documents for inspection**

As mentioned in the AGM Notice, the Register of Directors and Key Managerial Personnel and their Shareholdings, Registers of Contracts and Arrangements in which Directors are interested, and the relevant documents

referred to in the AGM Notice have been made available for inspection by the Shareholders during the AGM and can be accessed through the “Inspection” tab on the InstaMeet portal of Link Intime India Private Limited.

As the AGM is being held through video conferencing, the facility for appointment of proxies by the Shareholders is not applicable; hence, the proxy register is not available for inspection.

The meeting flow will start with the Chairman’s speech, followed by the question-and-answer session and e-voting on the resolutions contained in the AGM Notice.

**I now request the Chairman to address the Shareholders. Thank you.**

**Harendra Singh:**

**Dear Shareholders,**

I’m delighted to highlight that our company continues to make a substantial impact in the infrastructure sector. This past year has been marked by significant expansion into new areas, while also reinforcing our stronghold in established sectors. Leveraging the intrinsic potential of our business model and exercising prudence in the deployment of resources across all operations, we have delivered exceptional performance.

Before we review our performance metrics, I’d like to touch on some important developments in the infrastructure field and the opportunities they bring for us in the future.

#### **Ladies and Gentlemen**

The infrastructure sector remains a key driver of our nation's economic progress. This is clearly demonstrated by the steady increase in budget allocations, reflecting the Indian government's strong commitment to advancing infrastructure. By investing in improved roads, railways, and other transportation networks, the government is dedicated to enhancing connectivity and fostering growth throughout the country.

The government’s dedication to this sector is clear through several ambitious initiatives and funding commitments. The Bharatmala Pariyojana aims to enhance approximately 34,800 kilometres of highways, while the National Infrastructure Pipeline (NIP) supports infrastructure projects worth over ₹13.67 trillion. The Gati Shakti Master Plan integrates the planning and execution of infrastructure projects across roads, railways, airports, and ports, creating a unified vision for development. Vision 2047 envisions the construction of 30,000 to 35,000 kilometres of highways and 50,000 kilometres of high-speed corridors.

#### **Budget Allocation and Infrastructure Investment**

##### **Roads and Highways**

For FY24 and FY25, the total allocation for roads and highways is ₹5.33 lakh crore, with ₹2.78 lakh crore designated for the Ministry of Road Transport and Highways. Of this, ₹1.68 lakh crore is earmarked for the National Highways Authority of India (NHAI). This funding will support the construction of national corridors and key projects under the Bharatmala Pariyojana, contributing to the ambitious Vision 2047 goals. Our company is well-positioned to explore opportunities, including participation in Build-Operate-

Transfer (BOT) projects as EPC partners with various BOT companies in the country.

In recent years, HG Infra has established itself as a significant player in the infrastructure industry, consistently demonstrating its expertise in the EPC and HAM sectors. Recognizing the abundant opportunities ahead, HG is eager to engage in BOT projects in collaboration with other major prominent infra sector companies.

### **Railways & Metro**

In the rail sector, ₹2.55 lakh crore has been allocated, focusing on multi-tracking corridors, station remodelling, replacement of old tracks, electrification & signalling system, construction of flyovers and underpass highlighting a strong commitment to railway infrastructure and connectivity and expanding the network by 10,959 kilometres over the next decade. The National Rail Plan Vision 2030 aims to transform the rail system with the introduction of 400 Vande Bharat trains and the redevelopment of over 1,300 stations. These investments will significantly enhance connectivity and passenger experience.

Aligned with our strategic vision, we're ready to seize these opportunities. With six railway projects already secured across five states, HG is well-placed to leverage the government's initiatives. We have the necessary capital, advanced technology, and skilled workforce to drive network expansion, station redevelopment, modernization of current infrastructure, civil works, and the development of dedicated high-speed rail corridors.

### **Renewable Energy**

India's commitment to renewable energy is demonstrated through substantial investments in both solar and green hydrogen. The solar power sector has seen remarkable growth, with an installed capacity of 82.63 GW and a target of 500 GW by 2030. Government initiatives such as the Production Linked Incentive (PLI) scheme and the National Solar Mission are driving this expansion.

As of 31st March 2024, HG Infra, seizing these promising opportunities, successfully pursued bids and secured Solar Power Projects under the KUSUM Scheme (Component-C), amounting to 543 MW (DC) with an EPC value of ₹ 1,307 Cr (excluding GST). Additionally, the company is exploring further prospects in solar park development and rooftop solar projects. These achievements further solidify HG Infra's standing as a leading EPC company in the infrastructure sector.

### **Water Infrastructure**

The Jal Shakti Ministry has also received increased funding, underscoring ongoing investments in sustainable water infrastructure projects.

HG Infra is eager to engage in projects such as Namami Gange, focusing on cleaning and rejuvenating the Ganges River, pollution abatement, and infrastructure development along the riverbanks. High-priority initiatives also include water desalination, wastewater treatment plants, and water supply projects in rural and urban areas under the JJM Scheme, as well as rainwater harvesting storage under the Jal Shakti Abhiyan.

Furthermore, we are looking forward for partners with strong background with credentials to cover the technical eligibility for strategic partnership for break through for projects in water sector.

**Dear Friends,**

I am delighted to present the key milestones and updates from our company, covering our operational, financial, digital transformation, governance, and other pivotal aspects.

With over 21 years in the infrastructure sector, our company has emerged as one of the most trusted and dynamic players in the field. Our commitment to timely delivery and high-quality execution, coupled with strict adherence to safety standards, has been consistently recognized. We are proud to have made significant strides not only in road construction—encompassing highways, roads, bridges, and flyovers—but also in diversifying into railways & metro, and solar power plant projects.

Over the past two decades, the company has successfully completed total 30+ projects which includes National Highway and water supply projects along with various road projects under the PMGSY and Central Road Fund (CRF) schemes.

Currently, we operate across 12 states and manage 22 active projects, including 10 HAM projects. Our operations are supported by a fleet of over 2,800 modern equipment and a dedicated workforce of more than 4,800 employees. This solid foundation positions us well to continue delivering exceptional infrastructure solutions and driving forward our vision for the future.

**Friends,**

I'm pleased to present an update on our financial performance, debt position, credit ratings, and dividend payouts. Since our listing in 2018, we've made significant strides, achieving impressive growth with a compounded annual growth rate of 20.6% in revenue, 22.1% in EBITDA, and 34.6% in PAT over the past Five years. This growth reflects our strategic focus on selective bidding, timely project completion, and quality execution.

In FY24, our performance was exceptional. The total revenue for FY '24 has reached Rs 5,122 crores, reflecting an impressive 15.9% year-on-year increase from Rs 4419 Cr in FY '23. EBITDA amounted to Rs 822 crores in the FY '24, resulting in an EBITDA margin of 16%, compared to Rs 710 Cr and a 16.1% margin in the corresponding FY '23. Profit after tax (PAT) for FY '24 stood at Rs 546 Cr with a profit margin of 10.7%, compared to Rs 421 crores and a margin of 9.5% in FY '23.

**Moving on to consolidated numbers,**

For FY '24, revenue reached to Rs 5378 Cr, growing at 16.4% year-on-year increase from Rs 4622 Cr in FY '23. EBITDA reached Rs 1062 Cr, with an EBITDA margin of 19.7%, compared to Rs 895 Cr and a 19.4% margin in FY '23. PAT for FY24 stood at Rs 539 Cr with a profit margin of 10%, compared to Rs 493 Cr and a 10.7% margin in FY '23.

We've prioritized building a resilient financial foundation, managing finance costs carefully, and maintaining strict financial discipline. Regarding the company's debt position on a standalone basis, the gross debt amounts to Rs 451 crores, including working capital debt of Rs 69 crores, term loans, current maturity, and trade limits totalling to Rs 334 cr, and NCDs of Rs 48 Cr.

At a standalone level, our financial metrics are robust, with a current ratio of 1.68, quick ratio of 1.48, and a debt-equity ratio of 0.19. Our ROCE and ROE are 25.04% and 23.5%, respectively, and our debt service coverage ratio is 2.83

times. We have also reduced our net working capital cycle from 46 days in FY19 to 25 days in FY24.

Our strong financial management is underscored by our credit ratings. In FY24, ICRA has assigned a positive outlook to our ratings, with Long Term Credit at ICRA AA- (Positive), Short Term Credit at ICRA A1+ (Positive), and NCDs at ICRA AA- (Positive). These ratings reflect our financial growth, disciplined capital management, and strong project execution.

Regarding the monetization of 4 HAM projects, we successfully monetized three HAM projects in FY24, marking a significant milestone for the year. This transaction, valued at 1.55 times the Price to Book ratio, involved transferring 100% ownership of Gurgaon Sohna Highway Private Limited, H.G. Ateli Narnaul Highway Private Limited, and H.G. Rewari Ateli Highway Private Limited to the Highways Infrastructure Trust for ₹375.13 crore. The final tranche, with an expected consideration of ₹126 crore, is slated for closure in FY25 for the fourth HAM project, Rewari Bypass.

We are confident we will complete the "Monetization of HAM" projects on schedule, given the current favourable conditions. This deal valuation will strengthen our balance sheet, support future growth, and generate positive momentum in the financial sector. Our financial health is among the best in the sector, as recognized by our lenders, rating agencies, and financial partners, who have supported us and helped reduce our financing costs.

Further, in FY 2024-25, the company plans to initiate the monetization process for five HAM projects: Raipur-Visakhapatnam OD5, OD6, Khammam-Devarapalle Package 1, Package 2, and Raipur-Visakhapatnam AP Pkg 1. We are optimistic that the company will successfully achieve this milestone.

The management has always been committed to sharing profits with shareholders to build value, trust, and long-term relationships. I'm pleased to announce that the company has allocated a total dividend of ₹9.78 crore for FY24, up from ₹8.15 crore in FY23. This results in a dividend payout ratio of 2%.

Dear Shareholders, I will now brief on the operational Highlights of the Year

In FY24, Our order book has not only grown but also diversified, and as of March 31st, 2024, it stands at Rs 12,434 Cr. EPC constitutes 28%, while HAM constitutes 40% Railway segment contribute 22%, and solar segments contribute 10%. I'm also pleased to share that HG has consistently executed all projects on time, with no delays in any of our endeavours.

Dear Friends, I'd like to take a moment to highlight some of the key milestones we've achieved in various critical areas of the organization this year.

### **Empowering HGIEL through Digital Transformation**

We are always at the forefront of adopting innovative technologies to enhance our operations and deliver superior infrastructure solutions. We understand that in today's rapidly evolving digital landscape, embracing digitalization is not just a trend but a necessity. That's why we've invested significantly in shifting our various processes from manual to digital. Technology has had a significant impact on the construction industry. It has enhanced efficiency, safety and sustainability in our projects. We are one of the pioneers in inducting digital tools, sensors and various automation processes to ensure proper asset management and adapt to changing technological landscape. Some of the



initiatives on the project sites include use of drones for accurate surveying and mapping of projects sites, aiding in topography analysis and synthesis for data collection.

Apart from the operations we have been welcoming technological revolution in our offices by harnessing the capabilities of SAP Ariba, S/4HANA, DMS, and ERP systems to enhance transparency, control, real-time monitoring systems into our operations for accurate reporting and enhance operational efficiency.

- **SAP ARIBA IMPLEMENTATION:** HG Infra became the first company in its segment to implement SAP ARIBA, revolutionizing procurement processes with enhanced supplier management and cost efficiency.
- **SAP CONCUR IMPLEMENTATION:** Advanced expense management is now streamlined through the integration of SAP CONCUR, improving financial controls and simplifying employee expense reporting.
- **FDMS & FLMS:** MOBA Fuel dispensing & Level management systems incorporated with diesel dispensing units & fuel tanks helps in live monitoring of Fuel Stocks, Issues & dispensing logs, while level management helps in active tracking of fuel levels and eliminating theft and drain treats.

#### **STRATEGIC LEADERSHIP AND INDUSTRY RECOGNITION**

- **LEADERSHIP DEVELOPMENT:** Enhanced senior management roles have been established, segmenting the company into sector-wise profit centers, each overseen by experts to ensure professional management and alignment with corporate goals.
- **AWARDS AND RECOGNITION:** Triumphed at the ABECA 2024 - AmbitionBox Employee Choice Awards, securing the #2 position in Top Rated Construction Companies and earning a spot among the top 20 Mid-Sized Companies. This recognition highlights the company's esteemed reputation and commitment to operational excellence within the construction sector, as acknowledged by its employees.

We are integrating ESG (Environmental, Social, and Governance) principles into our operations, focusing on sustainable practices and responsible supply chain management to minimize environmental impact.

Our dedication to process enhancement through automation and digitization across all functional areas remains steadfast. We are continuously exploring opportunities like use of advanced algorithms to optimize design parameters, such as road curvature, bridge spans and track alignments which will help us in reducing construction time and costs.

#### **Human Capital**

At HGIEL, our workforce is the pillar of our success, comprising over 4,800 skilled professionals. We view our employees as the driving force behind our achievements, essential to the execution of our projects and the realization of our vision.

Strategic Talent Acquisition is central to our approach, where we employ a tailored strategy to identify, evaluate and hire top talent for senior leadership

and critical roles. Our commitment to quality and precision is evident in our 100% in-house recruitment process ensuring direct engagement with potential candidates without involving external agencies.

Our focused tailor-made training programs and knowledge enrichment demonstrate our dedication to employee growth. We have significantly increased our training budget and implemented one of the industry's first advanced internal learning management systems. Through the LMS portal, our employees have access to over 430 courses, engaging with world-class content and participating in periodic assessments.

We strategically recruit over 250 Graduate Engineer Trainees (GET) from NAAC accredited institutions nationwide, ensuring we select individuals with strong potential and technical skills. Upon joining, they undergo intensive induction and orientation at various project sites, gaining hands-on experience in core functional areas. This exposure is vital in preparing them to tackle organizational challenges effectively. After successfully completing the training, they are absorbed as engineers and senior engineers. To further enhance their expertise, we provide regular training programs in both functional and non-functional areas, partnering with premier institutes to stay ahead in industry innovations.

We also collaborate with India's top-tier institutes for various training programs to ensure that our workforce remains informed about industry trends and equipped with the necessary skills to seize future opportunities.

We prioritize open communication & employee engagement initiatives to foster a vibrant and inclusive work environment. Our open-door policies, grievance redressal mechanisms, whistleblower policies and suggestion box initiatives promote trust, transparency and psychological safety. These efforts ensure that every team member feels heard, valued and empowered to contribute to our collective success.

### **Corporate Governance**

HG Infra is committed to maintain the highest standards of Corporate Governance and adheres to the Corporate Governance requirements set out by the regulatory bodies.

The Company has established systems and procedures to ensure that its Board of Directors (the "Board") is well-informed and well-equipped to fulfil its overall responsibilities and provide management with the strategic directions needed to create long-term shareholder value. The Company has always worked towards building trust with shareholders, employees, customers, suppliers, and other stakeholders based on the principles of good corporate governance.

The Company's corporate structure, business, operations and disclosure practices have been strictly aligned with its Corporate Governance Philosophy. HG INFRA believes that governance is a continuous journey resulting from the ever-evolving developments in the business environment, both internally and externally. The Company has implemented an internal governance structure with defined roles and responsibilities for every system constituent.

The Company adheres to ethical standards to ensure integrity, transparency, independence, and accountability in dealing with all stakeholders.

## **ERM**

Adopting Enterprise Risk Management (ERM) is essential for enhancing decision-making through comprehensive risk insights, aligning risk culture with organisational strategy, and establishing robust governance and oversight frameworks. Our commitment to continuous improvement in ERM practices ensures that we remain resilient and adaptable in the face of emerging risks.

## **ESG**

Over the past year, H.G. Infra has actively enhanced our ESG practices by engaging stakeholders and implementing key sustainability measures. We've transitioned from diesel generators to grid electricity, adopted alternative raw materials, and improved waste management. Our ecological efforts include using recycled materials in road construction, installing Sewage Treatment Plants (STPs), and managing dust and pollution effectively. We planted over 100,000 saplings in FY24 and established wildlife crossings to mitigate human-animal conflicts. Our ESG targets focus on increasing renewable energy at project sites and offices, expanding employee training, boosting tree plantation and biodiversity, and using more alternative materials in construction. These initiatives underscore our commitment to environmental stewardship and social responsibility, reinforcing our dedication to a sustainable future.

The company is also striving for ESG rating in the time to come from affiliated ratings agencies and ensure we attain the best ESG practices of the industry.

## **CSR**

In fiscal year 2024, we dedicated Rs. 12.3 crores to CSR activities aimed to uplift education, rural development, environmental sustainability, and community welfare. Our initiatives include the Holistic Rural Development Program (HRDP), which transforms villages into model communities through comprehensive development; HG Ki Pathshala, which upgrades government schools with improved academics and infrastructure; and the Tribal Hostel Transformation-Project, which enhances tribal hostels into model facilities. The Road School Program provides fundamental education in remote areas via container classrooms, while the HGIEL Scholarship Program supports higher education for deserving students. The HG Green Drive focuses on environmental sustainability through tree planting, and the HG Community Development Program supports various education, healthcare, and infrastructure projects across India. These efforts collectively address essential needs and contribute to positive societal impact, including health, education, livelihood, women empowerment, and animal welfare.

Before concluding my speech, I'd like to provide some insights into our business outlook and the growth trajectory we anticipate, reinforcing our commitment to our shareholders.

FY24 proved to be an outstanding year for HG Infra, marked by significant accomplishments. The company's market capitalization surged Rs. 5,900 Crore+ by March 31, 2024, reflecting a remarkable increase from the previous years.

Given the strong focus on infrastructure by the government, we are poised to capitalize on new opportunities and expand our business. We plan to add new

projects with robust margins and diversify our order book through careful project bidding. Our strategy includes maintaining 2.5 x book to bill ratio, reducing balance sheet stress through the monetization of HAM projects, ensuring timely project completion, and providing clear revenue guidance while sustaining strong margins.

For the upcoming year, we aim to secure approximately ₹11,000 to ₹12,000 crore in new orders, with the following sectoral targets:

- Roads & Highways: ₹8,000 crore
- Railways & Metro: ₹2,000 crore
- Solar and Water Sector: ₹1,000 to ₹2,000 crore

We will prioritize high-margin projects, focusing on HAM and EPC models, and aim to maintain standalone margins of 15-16% and consolidated margins of 18%.

Our commitment to digital transformation, operational efficiency, strategic fleet management, experienced hiring, and unwavering governance will drive our continued growth and create value for all stakeholders.

*Before I conclude, I want to express our gratitude to God for His blessings and extend our sincere thanks to all our stakeholders. This includes our Board members, auditors, lenders, financial institutions, rating agencies, regulatory authorities, vendors, and, most importantly, our dedicated employees and supporters. Your unwavering belief, guidance, and support have been instrumental in establishing HG as one of the most trusted names in our sector.*

***Let us continue our collaborative efforts toward the development of a better world with prayer- “Let there be peace and love all around in the life of entire humanity”.***

Thank you so much.

Before we start the question and answers session, I request a Company Secretary, to share few guidelines for the session.

**Ankita Mehra:**

Before we go live with the Q&A, here are some points to note for your convenience.

Your Company has received requests from some Shareholders to register them as speakers at the meeting. Accordingly, the floor will be open for these Shareholders to ask questions or express their views.

The moderator will facilitate this session. Those Shareholders who have not registered as speakers but still desire to raise any questions may use the “Chat Box” option provided on the VC screen.

**Now, an advisory for our Speaker Shareholders:**

Once the name of the Speaker shareholder is called out by the Moderator, you will be unmuted by the Host to enable you to speak. Before speaking, you are requested to click on the video as well as the audio icon appearing on the screen to switch it on, and if, for some reason, you are not able to join through Video mode, you can still speak using the audio mode. While speaking, we request that you use earphones to be audible, which would also minimise any noise in the background. You are also requested to ensure that Wi-Fi is not connected

to any other devices, that no other background applications are running, and that proper light is available to have clarity in video.

If there is a connectivity problem at the speaker's end, the Host will mute such speaker, and the next speaker will be invited to speak. However, if time permits, such a speaker would be allowed to speak again only after the other Speaker shareholders have completed their turn.

To avoid repetition, the Chairman and Managing Director will respond to all the questions at the end. Once you have asked your question, you can log off and continue to watch the proceedings.

I now request the moderator to commence the Question-and-Answer session.

**Jyoti Singh:**

**Good afternoon, Madam.**

This is your moderator for the day.

So totally, we have 11 speakers registered for the AGM today.

The first registered speaker is Siddhi Pareek.

**Siddhi Pareek:**

Good afternoon, everybody. Am I audible?

Hi, Thank You

I have two questions,

First one is please throw some light on your financial performance for FY24 and What are your Guidance for FY25?

and second one is How has the order book grown over the years?

**Jyoti Singh:**

Thank you, mam, Thank You for your question. I will now invite our speaker no 02, Ms. Vidhi Jain.

I request to please turn on your camera and ask your question please.

**Vidhi Jain:**

Good afternoon everybody, I want to present two questions.

Why did we see fewer order wins in FY24? and could you please mention mention how many projects HG Infra has already bid for in FY25, and the outcome is yet to be declared.

**Jyoti Singh:**

Thank you, mam, Thank You for your question. I will now invite our speaker no 03, Mr. Mahipal Singh.

I request to please turn on your camera and ask your question please.

**Mahipal Singh:**

Hello Everyone, I would like to ask What is your guidance regarding Capex?

and Please throw some light on the infrastructure sector updates and the company's strategy in this regard.

**Jyoti Singh:** Thank you, Sir, Thank You for your question. I will now invite our speaker no 04, Ms. Sanjana Sharma.

I request to please turn on your camera and ask your question please.

Ms. Sanjana Sharma, you can speak now.

She is unable to ask question, we will move to next speaker shareholder.

I will now invite our speaker no 05, Mr. Hemant Kumar Sharma.

I request to please turn on your camera and ask your question please.

**Hemant Kumar Sharma:** Hello everyone, am I audible?

**Ankita Mehra:** Yes, please

**Hemant Kumar Sharma:** Good afternoon to all, I have two questions?

First Question is Please throw some light on equity requirements for FY25, FY26 & FY27 and Mention the break-up of segment wise estimated order wins for FY25, and details on the latest orders win in FY25 till date.

Next question is mention the break-up of segment wise estimated order wins for FY25, and details on the latest orders win in FY25 till date.

**Jyoti Singh:** Thank you, Sir, Thank You for your question. I will now invite our speaker no 06, Mr. Saurabh Vaid.

I request to please turn on your Video and ask your question please.

**Saurabh Vaid:** First of all I would like to congratulate the entire team of HG.

I have few queries , I want to ask.

The First is You previously said you are planning to develop a solar park of 50 to 100 megawatts for C&I customers, either through land ownership or lease. Have you identified any specific locations for this project, and what kind of capital commitment are you anticipating for such future projects? That is one query.

I do have another query What factors are contributing to the higher EPC margins in your solar projects compared to industry peers? What differentiates H.G. Infra in achieving these margins while others are operating with sub-10% margins.

**Jyoti Singh:** Thank you, Sir, Thank You for your question. I will now invite our speaker no 07, Mr Krishan Kumar Agarwal.

I request you to please turn on your Video and ask your question, please.

He is facing some kind of technical issue and we will move to the next speaker.

I will now invite our speaker no 08, Mr. Naveen Bhaiya.

I request to please turn on your Video and ask your question please. He has left the conversation, we will move to the next speaker.

I will now invite our speaker no 09, Mr. Sanjay Mehta.

**Sanjay Mehta:**

Mention details about the solar power plant projects that HG Infra has recently entered into and with your recent diversification into various segments, are there any new sectors you are exploring, such as the water segment as proposed for shareholders approval, that might emerge in the next year? Will prequalification be required for these new areas, and how might they contribute to your order book going forward?

**Jyoti Singh:**

Thank you, Sir, Thank You for your question. I will now invite our speaker no 10, Mr Amit Singh.

I request to please turn on your Video and ask your question please.

Am I audible?

**Ankita Mehra:**

Yes, Yes, You are audible

**Amit Singh:**

Are there any plans for monetizing the remaining HAM projects, and how about solar projects? And What are the current and future strategies for solar projects.

**Harendra Singh:**

Yes Amit your question is noted.

**Jyoti Singh:**

Thank you, Sir, Thank You for your question. I will now invite our speaker no 11, Mr. Sharad Vyas.

Mr. Sharad Vyas. You can ask your question now?

We will move on the speakers who were missed out in the earlier round.

I will recall the name.

Ms. Sanjana Sharma, you may ask the question now.

**Ms. Sanjana Sharma:**

Could you provide an update on the equity IRR for your solar power business? What target are you aiming for?

**Jyoti Singh:**

Thank you, Sir, Thank You for your question. I will now invite Mr. Krishan Kumar Agarwal. Please ask your question.

Mr. Sharad Vyas, you may ask your question now?

**Ankita Mehra:**

Mr. Navneen has missed out?

**Jyoti Singh:**

Mr. Naveen you can ask your question.

He is not connected with us.

Now, we have reached the end of the question session with all the Shareholders. I will now hand it over to Mr. Chairman.

**Harendra Singh:**

Yeah. Thank you. Now we'll come to the questions where specifically first question was from Miss Siddhi.

That was regarding the financial performance of FY 24 and guidance for FY 25. As already as expressed during the AGM speech that we delivered Rs. 5122 crores with EBITDA of about 822 crore rupees and a pat of 545 crore rupees. That is with the top line in the range of about 17% to 18%. We usually are looking into FY 25 where the order addition would be tentatively 11,000 to 12,000 crores.

And out of this we already have secured orders from MSRDC of two projects of Rs. 4,142 crore and 763 crores of HAM projects and recently one of the HAM projects of Ministry that is in UP and Gujrat 2024, and 409 crores of solar. With that we believe that we would be expecting around 17% to 18% growth in the top line with a margin of around 15% to 16%.

Your second question was how was the order grown in the over the last years as a five year CAGR is around we have seen 15% order book growth. That is a tremendous growth trend of order book. Visually this gives the revenue visibility of 2.5 to three years. And as of the 31st March 2024 the order book stood at Rs.12, 434 crores.

Second question was. Question was from Vidhi Jain and it was specifically very few order wins was there in the FY 24 So as definitely we projected around 8000 crores of order to be added in the last year FY24. because of the historic low order, say awarding by NHAH, we concluded the year with 4350 crores, and we are happy to mention that we are now almost on back on track, having added almost 5000 plus crores of order being added in first quarter only, and the number of orders of HGINFRA as already bided as on date is 8000 crores into railways and highways around 9000 where the results are yet awaited. And we believe that, within the next two months, we are planning to bid almost more than 25,000 crores of order in highway and railways.

The question was from Mahipal Singh was, regarding the infrastructure updates of the country as well as, guidance regarding the Capex for the year. So as already, we have added 15000 Crores of Capex being done in quarter one, and total Capex requirement for the year is projected around 75 crores with the infrastructure focus of the government, very clearly with, almost 2047 vision with 35,000 kilometres of ground field and 50,000 kilometres of high speed Greenfield corridors to be developed and for the year, ministry is guidance for 2.7 lac 78 Lac crores And this is all time higher budget. So We believe that, we are looking at roads and highways to be prominent about 60 plus percent coming from roads and highways and railways and all metros again, all time high. 2.5 lacs of, budget allocated this again gives us a sense that we would be adding a significant orders from railways, in the year also, and looking into the future outlook in solar and again by 2030 years, government is looking into 500 Gigawatt, power plants to be there with the solar mission is there. So with this water and all, we believe that we would be we are in, a phase of a country that in the phase of big infrastructure developments to be done.



Question from Hemant Kumar was regarding, the equity requirement for FY 25 26 and 27. And, we are operating 10 HAM projects and in a total of 1461 crores of equities required, out of which 728 crores of equity already has been infused and which is projected infusion of 425 crores. In current nine months of FY 2024-25 and the balance would be in, subsequent years 26 and 27. His second question was, the breakup of segment by order of 525 and details of the order win in FY 25 that is till date. As already has guided that about 11,000 to 12,000 crores of order is likely we are expecting to add and technically around 8000 from rail highways and 2000 from railways and a split of 1000 or 2000 from solar and water, which we are expecting to be, adding this year we have recently awarded two MSRDC projects of 4142 crores. And, we have secured 2 HAM projects of MoRTH 763 and 781 Crores already and one small solar park kusum C of 400 to plus.

Mr Saurabh Vaid asked about the development of solar park of 5200 Megawatt SCIN. Ok, this is on a land ownership basis. So currently we are in process of aggregating the land and developing infrastructure for the solar park, which we have already not yet finalised. Specific at the specific locations. But our team is actively working on it. The plan is to offer a portfolio of around 400 to 500 Megawatts to potential clients and for a park of 5200 megawatts, the capital commitment will vary depending on factors such as land acquisition, infrastructure development and that we are focusing on the grid connectivity and infrastructure to meet the requirement of C&I customers very effectively.

His second question was regarding the higher EPC margins, when companies at across the industry players, so high equity margin in solar is basically when we have benefited with the geography, the readily available land than minimising the cost related to land acquisition and leasing and additionally very close by Transmission lines 122 kilometres increases the infrastructure cost. Also, these elements combined with our, efficient, this project management and, to contribute to the superior margins.

So question from Sanjay was related to mention regarding the details of the solar power that recently has entered into. So we have recently has backed 543 megawatt of solar KUSUM C, at amounting EPC value of 1307 ports. And recently I ordered 400 ports plus of 83 megawatt AC. So these are, in collaboration with Stockwell , with JV Consortium and, the second part with the Ultra Vibrant, which we 83 megawatt, which we have recently has added to our number.

So these are all the projects to be completed within 18 months from the date of LoA typically twelve months from the date of PP and the 25 years of concession agreement for operation maintenance. So the exactly the recent diversity. The second question was into water segment and that is for the year which we are guided now that and but the pre qualification whether it is there or not. So we currently are exploring water segment focusing on the water treatment plants potential HAM projects initiative between Mami Ganga and water treatment projects.

The pre qualification requirement will be there depending upon the specific projects. But when you anticipate the new venture into the water sector definitely will significantly contribute to our order book as we continue to diversify our order.

So Amit Singh asked about are there any future plans for monetizing the remaining HAM projects and how about the solar also and yeah we are actively pursuing the monetizing of five HAM projects. We are in advanced discussion

with two or three interested parties and expect to provide initial data October November this year only and we anticipated to finalize the agreement one or two EPC by December. So this is how we are expecting to close by this deal by March only. And regarding the solar also we are exploring the monetization opportunity as far as strategy.

So I believe these are the all questions. Yeah, one question was regarding I believe I think I have answered all the questions.

Thank you, everyone, for raising all these questions and allowing us to provide you all the information. If any of the questions remain unanswered or the Shareholders were unable to speak due to any connectivity issue during the meeting, the Shareholders may please communicate their questions to the Company through email at [cs@hginfra.com](mailto:cs@hginfra.com), which shall be suitably answered.

I would now request the Shareholders who have not yet voted to cast their votes. The e-voting facility will continue for 30 minutes after the meeting.

I authorise Ms. Ankita Mehra, Company Secretary, to declare the voting results and place the results on the Company's website as soon as possible. The resolutions, as outlined in the AGM Notice, shall be deemed to be passed today, subject to the receipt of the requisite number of votes.

I am grateful for everyone's presence and support at the meeting. I want to extend my sincere gratitude to all the Shareholders for their participation in the meeting, and I look forward to your continued support of the Company's growth.

I hereby declare proceedings as closed and concluded upon completion of e-voting by Shareholders, which is 30 minutes from now.

Thank you. Thank you, everyone...

---