



Engineering, Procurement & Construction (EPC)  
“Pioneering paths in Water, Roads & Industrial Civil Projects”



**GANESH**  
**INFRAWORLD LTD.**

(Formerly Known As “Ganesh International”)

**INJECTING**  
**LIFE INTO PROJECTS**

[www.ganeshinfraworld.com](http://www.ganeshinfraworld.com)

**Q3 FY25 : Investor Presentation**  
**February 2025**

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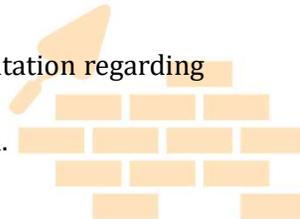
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# From CMD's Desk

## Mr. Vibhoar Agrawal

### Ganesh Infraworld Ltd.: A New Era of Growth, Commitment & Transformation

As we publish our first-ever financial results after our NSE listing, I feel an overwhelming sense of gratitude and responsibility. This is more than just a milestone—it is a reflection of the hard work, resilience, and vision that has shaped Ganesh Infraworld Ltd. into a formidable force in the infrastructure sector. Our journey from a partnership firm to a listed company has been built on trust, integrity, and excellence, and today, we reaffirm our commitment to sustainable growth and stakeholder value creation.

#### A Strong Financial Performance

Ganesh Infraworld Ltd. has delivered outstanding financial results, with Q3 FY25 revenue increasing by 57% to ₹14,919.48 lakhs and EPS improved to ₹2.65, highlighting our focus on profitability and shareholder value.

#### Commitment to Predictable Growth & Future Focus

Our strategic priorities focus on sustainable expansion, cost optimization, and operational excellence. We are increasing our focus on water infrastructure projects, aligning with India's vision for efficient resource management. Our order book remains robust, and we aim to enhance margins, streamline execution, and optimize costs to deliver consistent, high-quality results.

#### People-First Culture: The Heart of Ganesh Infraworld

Our team members are the backbone of our success. Their dedication, expertise, and resilience drive our growth, and we are committed to nurturing their well-being. We prioritize their well-being with a comprehensive health insurance policy, recognizing the importance of mental and physical health for long-term success.

#### Building a Resilient & Sustainable Future

As India approaches its 100th year of independence, we take pride in contributing to national growth through sustainable infrastructure projects that drive economic, social, and environmental progress.

#### Looking Ahead: A Shared Vision for Success

This is just the beginning of an exciting new era. With your unwavering trust and support, we are well-positioned to achieve new heights, set industry benchmarks, and create lasting value for all stakeholders. We remain committed to excellence, innovation, and impact, and I assure you—the best is yet to come!



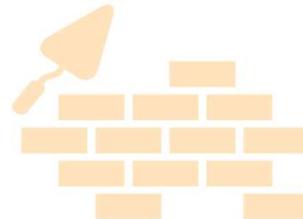


# About us

Ganesh Infraworld Limited, formerly known as Ganesh International, stands out as among the fastest growing Infrastructure Company in Eastern India, specializing in servicing EPC Giants. Our mission is to **offer comprehensive end-to-end solutions for all Erection Services required in complex Infrastructure projects.**

With a dynamic team of young and passionate individuals, we tirelessly strive to revolutionize the EPC Industry by providing unparalleled service accessibility round-the-clock, 365 days a year, right at our clients' doorsteps. We pride ourselves as the ultimate destination for all EPC service needs.

**Specializing in Civil & Electrical Infra, Road & Rail Infra, and Water Infra.** Our commitment lies in delivering professional, client-centric project solutions. As an employee-owned company, we uphold the highest standards of integrity, ensuring that we consistently go above and beyond on every project and fulfill our promises with precision and punctuality - every time!



# Milestones



2017

Originally incorporated as partnership firm with name of "M/s Ganesh International" dated May 15, 2017

2018

Bagged a significant project in Kharagpur, West Bengal, for the construction of a shed for the power coating plant

2020

Successfully executed power substation project for state electricity board

2022

Secured various significant projects including the UP Jal Jeevan Mission, an initiative of Government of India

2021

Executed more than 100 Kms of underground cabling of electrical cable using HDD method successfully

Feb 2024

Converted from Partnership Firm to Private Company.

2023

Crossed an annual turnover of ₹ 130 crores.

Jun 2024

Our Company is Converted from Private Company to a Public Company.

Dec 2024

Listed on NSE SME-EMERGE



Dec 2024

Crossed a turnover of ₹350 crores in 9 Months only





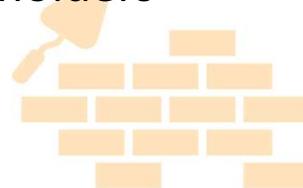
To passionately innovate and create world-class infrastructure, enhancing human comfort and well-being.



Enhance Project management through innovative Solutions, unwavering Commitment to achieve Comfortable Quality at sustainable cost.



- Customer Centricity
- New Age technological Operational Excellence
- Genuine Quality
- Sustainability & Environmental Stewardship
- Cost Effective
- Commitment to Society & Stakeholders

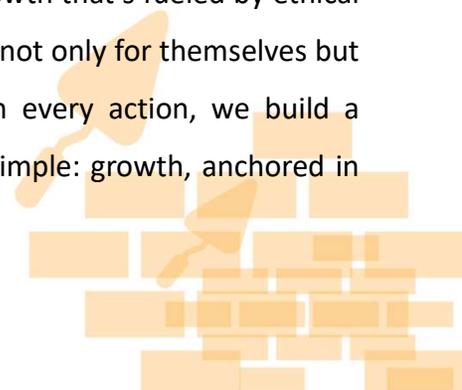


# Growth + Ethics + Humanity = Success



In today's world, success is more than just about profits and expansion. True success is rooted in growth that's fueled by ethical practices and guided by a sense of humanity. When businesses grow with integrity, they create lasting value not only for themselves but for the communities they serve. By prioritizing ethical decisions and embracing the human element in every action, we build a foundation for sustainable success. At Ganesh Infraworld Ltd., we believe that the formula for success is simple: growth, anchored in ethics, and driven by our commitment to humanity.

**Together, we can shape a brighter future.**





# Experienced Management Team

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**VIBHOAR  
AGRAWAL**

—  
Founder & CMD



**RADHESHYAM  
SAINI**

—  
Chief Technical  
Officer



**Sudhir Ojha**

—  
CFO



**Rup Kumar  
Bhattacharya**

—  
COO

# Focus and Takeaway for our company



## Key Focus Areas

**Tech-Driven Expansion:** Adopting Aluminium Formwork in civil construction and smart metering in the electrical sector to enhance efficiency.

**Market Growth:** Expanding presence in Maharashtra's power sector and scaling urban infrastructure projects.

**Operational Excellence:** Focusing on fast execution, quality, and cost optimization for improved profitability.

**Sustainable Growth:** Building investor trust through compliance, financial discipline, and long-term project sustainability.



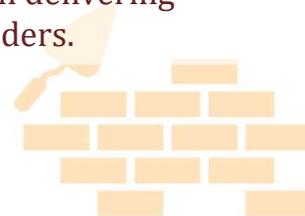
## Key Takeaways for Investors

**Steady Business Growth** – Expansion into new verticals and geographies demonstrates our growth momentum.

**Innovation & Competitive Edge** – Integration of advanced construction and electrical technologies for improved efficiency.

**Strong Execution Pipeline** – A well-defined roadmap with secured projects ensures revenue visibility.

**Commitment to Value Creation** – Focused on delivering sustainable and profitable growth to stakeholders.



# How will we scale?



Strengthen relationship with existing customers  
by leveraging execution capabilities



Enhance execution capabilities and geographical  
reach (nation wide)



Participating in the construction projects initiated  
by Central, various State Govts. and PSUs.



Effective management of our working capital  
cycle and increase financial efficiency



“

“Good infrastructure is the foundation of a strong economy. Without world-class infrastructure, economic progress remains a distant dream. If India has to develop, then the most important thing is connectivity. Good roads, railways, ports, and airways are necessary for progress.

Infrastructure development must go hand in hand with sustainability. Our vision is to build a green and energy-efficient India with renewable sources like solar and wind energy.”

”



**Shri Narendra Modi**  
Hon'ble Prime Minister of India

# Indian Infrastructure Industry Overview

*The government's focus on building infrastructure of the future has been evident as it would help India to become a US \$26 trillion economy*

## India Advantage

- Capital investment outlay for infrastructure has been increased by 11.1% to Rs. 11.11 lakh crore (US\$ 133.86 billion),
- The "Smart Cities Mission" and "Housing for All" programmes have benefited
- Govt. extensive drives to make India self sufficient (Make in India)
- Gati Sahakti - US\$ 1.3 trillion national master plan for infrastructure
- National Infrastructure Pipeline to meet India's US\$ 5 Tn economy plan by 2025
- Various PLIs offered by the Govt. to encourage Small & Medium Scale enterprises

## Key Drivers

- India's population growth and economic development requires transport infrastructure, airports, dams, power, bridges, etc.
- Investments in building especially in synergy with the ease of doing business initiatives
- Increase efficiency and reduce manufacture costs requires an infrastructure push
- Multiple connectivity projects totaling to US\$ 1.8 Bn inaugurated in Kolkata on March 2024.
- As per IMF, Global growth, estimated at 3.2 percent in 2023, is projected to continue at the same pace in 2024 and 2025



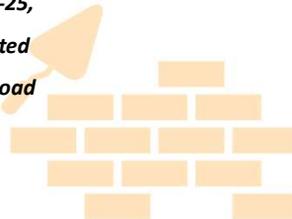
*GOI has released Rs. 45,841.39 Crore to 26 eligible States for the implementation of Jal Jeevan Mission in the FY 2023-24.*



*Real estate sector in India is expected to reach US\$ 1 Tn by 2030. By 2025, it will contribute 13% to the country's GDP*



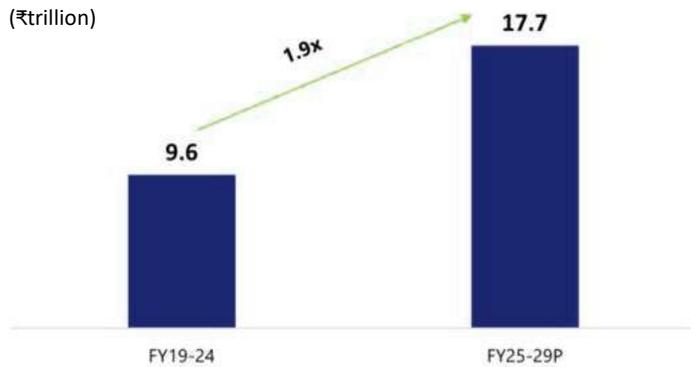
*Under the Interim Budget 2024-25, the Government of India allocated ~US\$ 33 Bn to the Ministry of Road Transport and Highways*



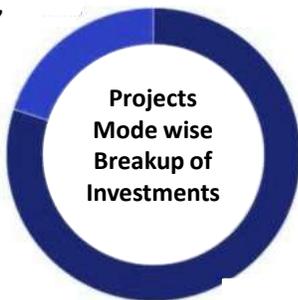
# Water Industry Outlook and our Growth

In Water segment, our execution capabilities and timely execution of projects have increased helping us to procure repeat orders and achieve the growth in our revenue from operations. **By Q3 FY25, we have achieved a order value growth of 542.92% in water segment**

## Investment in Water Sector in India (Irrigation + WSS)



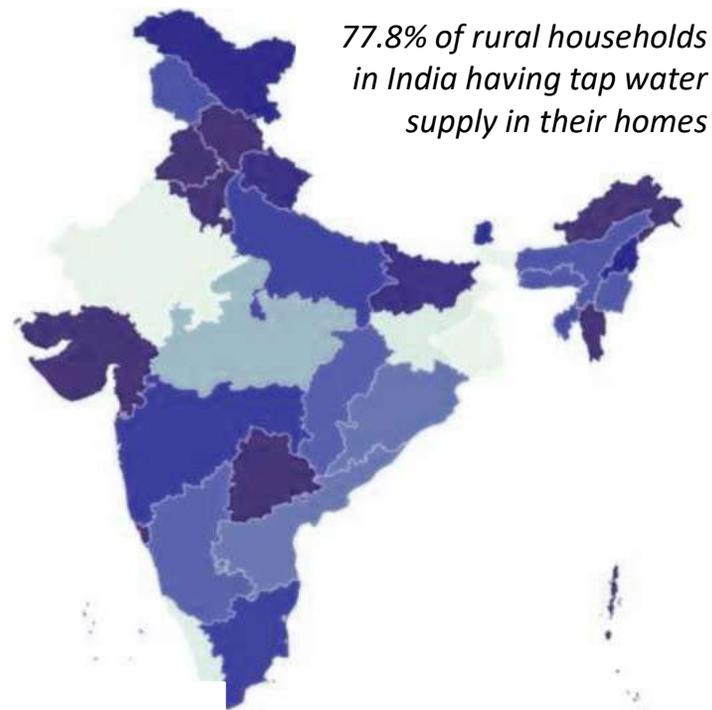
Non-EPC Investments, 20%



EPC Investments, 80%

Source: Industry Report from CRISIL

## Status of Tap Water Supply for Households across India as on 29th July 2024



# Civil & Electrical Division

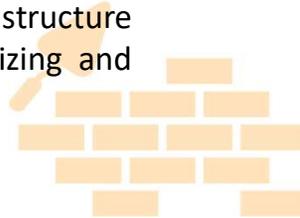
## Civil Division:

Ganesh Infraworld Ltd. has recently commenced execution of Aluminium Formwork technology for a G+20 building in Mumbai. This marks a significant milestone, adding Aluform Work Technology to our portfolio and enhancing our capability to deliver high-speed, high-quality construction with greater precision and efficiency.



## Electrical Division:

Ganesh Infraworld Ltd. has achieved a major breakthrough in the electrical sector by securing a smart meter installation project across four districts in Maharashtra—Kalyan, Sangli, Kolhapur, and Konkan. This expansion strengthens our position in the power infrastructure domain, reinforcing our commitment to modernizing and upgrading India's electrical distribution network



# Company Strengths

## Strong Order Book from Large Engineering and Construction Companies with Repeat Orders

- This provides visibility of future revenues, sustainable growth opportunities and the ability to enhance shareholder value in the future
- We believe timely execution capacities enable them to secure repeat contracts from the contractors and large EPC players

## End to End Project Management and Execution Capabilities

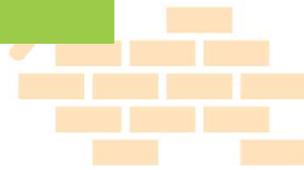
- Company offers integrated construction solutions tailored to the client's needs, leveraging design, engineering, and project execution capabilities
- Promoter and senior management include a team of technical and experienced professionals in the construction industry

## Managing diverse segments of infrastructure projects spread across India

- Company has successfully executed various construction projects such as industrial construction projects, non-industrial construction projects (including the construction of residential and commercial buildings), etc.
- Diverse range of projects spread across India helps us to mitigate risks in the event of industry setback

## Experienced promoter, Young and Dynamic Management Team

- Leadership team, our Promoter Vibhoar Agrawal and our management team is well qualified and experienced in Infrastructure projects to fulfil projects as per timeline and maintain client relationships
- 42 permanent employees that includes 18 engineers and technicians



# Key Developments in 9 Months



Successfully completed structural work for 5 lakh sq. ft. at the Nucleus Residential Project one month ahead of schedule



Water infrastructure project in Odisha, opening up long-term opportunities for the next seven years in a high-potential region



New office and operational setup in Bhubaneswar, ensuring seamless execution of the Odisha fresh water project



Successfully installed digital smart meters across Maharashtra for Adani Energy: our expertise in large-scale utility Infra



Successfully raised fund via Ganesh Infraworld Ltd.'s IPO, positioning the company for accelerated growth.



Relocated to a 6,000 sq. ft. office in Sector V, Kolkata: a dedicated design and planning division, for operational efficiency

# A Strong Revenue Performance

## Q3FY25 Performance

### Revenue

₹149.19 Crores  
(57% Growth)

### Profit before Tax

₹15.17 Crores  
(67% Growth)

### Profit after Tax

₹11.34 Crores  
(61% Growth)

### EPS improved to

₹2.65

## 9MFY25 Performance

### Revenue

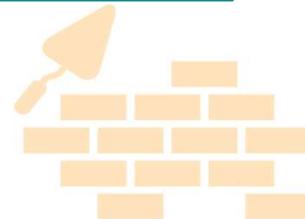
₹379.58 Crores

### Profit before Tax

₹37.78 Crores

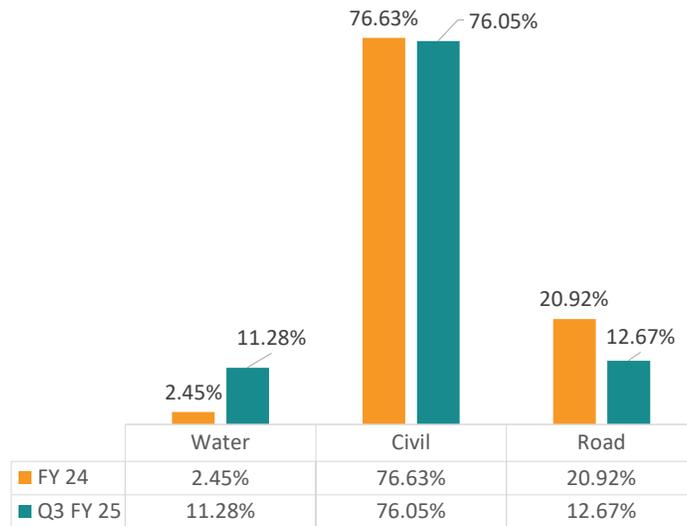
### Profit after Tax

₹28.43 Crores



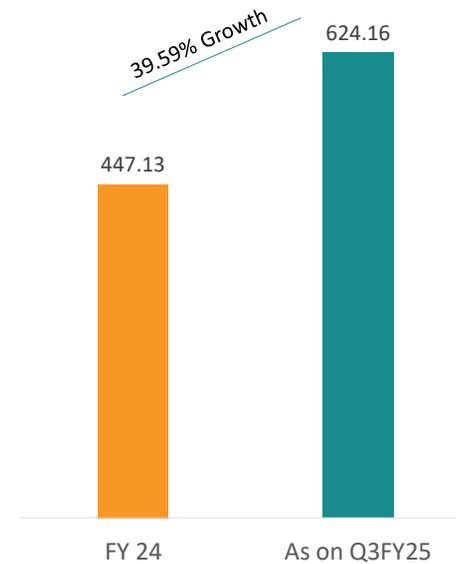
# Order Value and its Growth

Segment Wise Order value Contribution

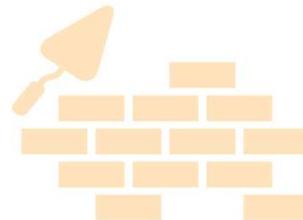


Over the 9 months of FY25, we have successfully executed several engineering projects as sub-contractor to some of the established and large engineering and construction companies in India.

Growth (in Crore)



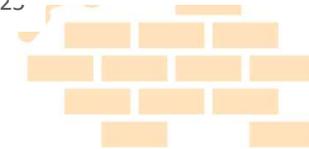
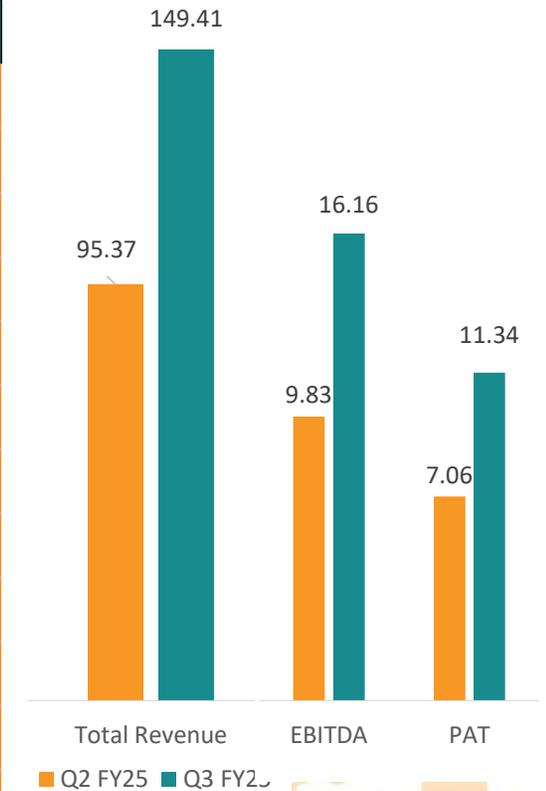
By Q3 FY25, we have achieved an order value growth of 39.59% as compared to the FY24



# Q3 & 9M FY2025: Financial Performance

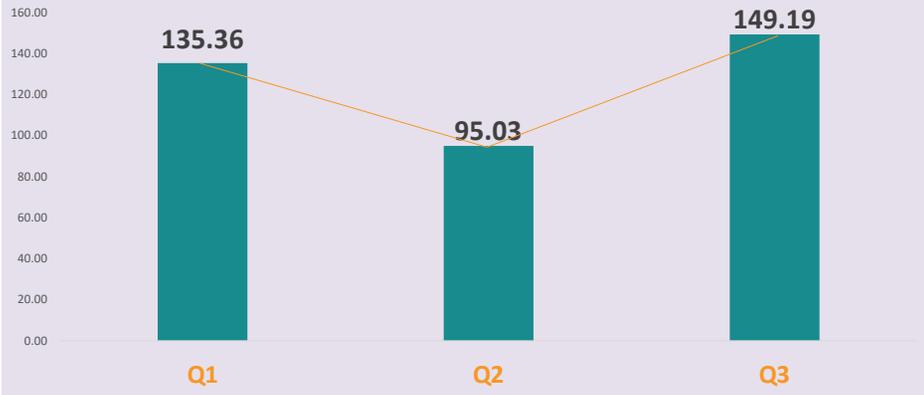
INR in Cr.

Particulars	Q3 FY25	Q2 FY25	QoQ	9M FY25
<b>Revenue from Operations</b>	<b>149.19</b>	<b>95.03</b>	<b>54.16</b>	<b>379.58</b>
Other Income	0.22	0.34	(0.12)	2.10
<b>Total Income</b>	<b>149.41</b>	<b>95.37</b>	<b>54.04</b>	<b>381.68</b>
<b>EBITDA</b>	<b>16.16</b>	<b>9.83</b>	<b>6.33</b>	<b>40.05</b>
<b>EBITDA %</b>	<b>10.8%</b>	<b>10.3%</b>		<b>10.5%</b>
Depreciation	0.33	0.33	-	0.98
Finance Cost	0.66	0.40	0.26	1.29
<b>Profit/Loss before Tax (PBT)</b>	<b>15.17</b>	<b>9.10</b>	<b>6.07</b>	<b>37.78</b>
<b>PBT %</b>	<b>10.1%</b>	<b>9.5%</b>		<b>9.9%</b>
Tax Expenses	3.83	2.04	1.79	9.35
<b>Profit/Loss after Tax (PAT)</b>	<b>11.34</b>	<b>7.06</b>	<b>4.28</b>	<b>28.43</b>
<b>PAT %</b>	<b>7.6%</b>	<b>7.4%</b>		<b>7.5%</b>

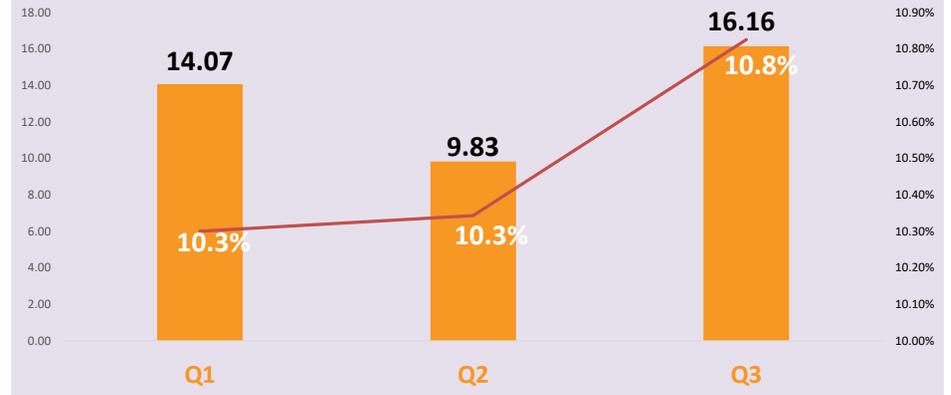


# Key Performance Indicators

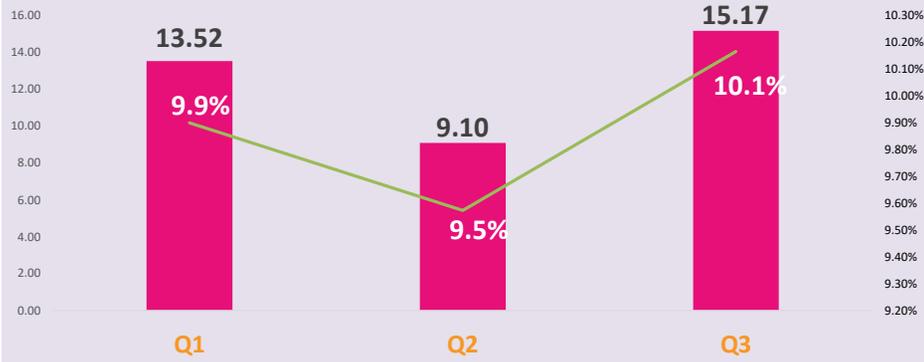
### Revenue from Operations (₹ in Cr.)



### EBITDA (₹ in Cr.)



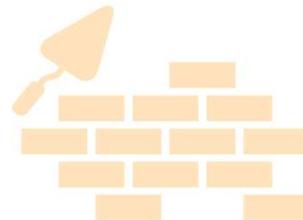
### Profit Before Tax (₹ in Cr.)



### Profit After Tax (₹ in Cr.)

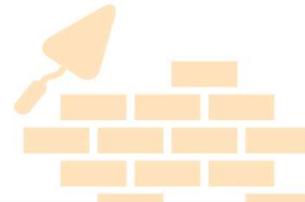


# Giveaways and Community Impact



# Our Clientele

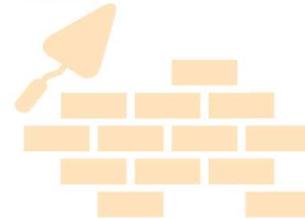
 WELSPUN ENTERPRISES Infrastructure and Energy	 KEI Wires and Cables The power behind the power™	 एन बी सी सी NBCC A Navratna CPSE	 इंडियन ऑयल	 TATA	 MARUTI SUZUKI
 पावरग्रिड POWERGRID	 LT	 एन टी पी सी NTPC A Maharatna Company	 suez	 KEC KEC INTERNATIONAL LIMITED	 Har Ghar Jal Jal Jeevan Mission
 Shapoorji Pallonji	 STERLING & WILSON	 TIDCO	 EIL	 Dalmia Bharat Group	 BAJAJ Bajaj Electricals Ltd.
 PRADHAN MANTRI GRAM SADAK YOJANA	 adani		 VOLTAS A TATA Enterprise	 Bharat Petroleum	 हिन्दुस्तान पेट्रोलियम HP



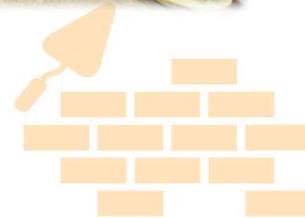
# Our Footprints



# Life At Ganesh - Mumbai



# Life At Ganesh - Kolkata





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Kolkata-700091, West Bengal

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**Thank  
You**

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