**Sub: Intimation of Investor Presentation- Q3 & 9MFY21/ निवेशक प्रस्तुति की सूचना- Q3 और 9MFY21**

**Dear Sir/Madam,**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the copy of Investor Presentation on quarter & nine months ended on 31st December, 2020.

Please take note of above information on record.

सेबी (सूचिबद्ध दायित्व एवं प्रकटीकरण अपेक्षाएँ) विनियमन, 2015 के विनियमन 30 के तहत , 31 दिसंबर, 2020 को समाप्त हुई तिमाही और नी महीने पर निवेशक प्रस्तुति की प्रति संलग्न है।

कृपया उपरोक्त जानकारी को रिकॉर्ड पर ले।

मध्यवर्ती,

भवदीया,
कृते इर्कॉन इंटरनेशनल लिमिटेड

[Signature]

(रिट्यू अंग्रेजी) कम्पनी सचिव एवं अनुपालन अधिकारी सदस्यता के.: FCS 5270
Financial Highlights
Q3FY21 Financial Highlights (Q3FY21 vs. Q2FY21)

- **Revenue from Operations**
  - Rs. 1,244.46 crore
  - Growth of 29% (Q-o-Q)

- **Core EBITDA**
  - Rs. 84.51 crore
  - Growth of 28% (Q-o-Q)

- **Earnings Per Share**
  - Rs. 2.19 per share*
  - Growth of 35% (Q-o-Q)

- **Profit After Tax**
  - Rs. 103.14 crore
  - Growth of 35% (Q-o-Q)

- **Profit Before Tax**
  - Rs. 134.23 crore
  - Growth of 30% (Q-o-Q)

*Face Value Rs.2 Per Equity Share.
9MFY21 Financial Highlights

- Rs. 2,687.38 crore
- Rs. 219.23 crore
- Rs. 184.37 crore
- PBT at Rs. 297.90 crore

*Face Value Rs.2 Per Equity Share*
Performance Indicators
Q3FY21 Performance Indicators (Q3FY21 vs. Q2FY21)

Revenue from Operations

- Q2FY21: 965.57
- Q3FY21: 1244.46

Core EBITDA

- Q2FY21: 66.04
- Q3FY21: 84.51

Profit Before Tax

- Q2FY21: 103.54
- Q3FY21: 134.23

Profit After Tax

- Q2FY21: 76.21
- Q3FY21: 103.14
Performance of the company for the period 9MFY21 is not comparable with last year, since the company had written back agency commission of Rs.84.13 crore in Q1FY20, one time claim amounting Rs.45 crore received and income tax refund of Rs.20.36 crore in Q3FY21.
### Q3 FY21 Income Statement (Standalone)

Note: IRCON underwent 1:5 Stock split in April 2020

<table>
<thead>
<tr>
<th>INCOME STATEMENT (INR Cr)</th>
<th>Q3-FY21</th>
<th>Q2-FY21</th>
<th>Q-o-Q (%)</th>
<th>Q3-FY20</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>1244.46</td>
<td>965.57</td>
<td>28.9%</td>
<td>1132.18</td>
<td>9.9%</td>
</tr>
<tr>
<td>Total Expenses (Excl. Depreciation &amp; Finance Cost)</td>
<td>1159.95</td>
<td>899.53</td>
<td>29.0%</td>
<td>1015.09</td>
<td>14.3%</td>
</tr>
<tr>
<td>Core EBITDA</td>
<td>84.51</td>
<td>66.04</td>
<td>28.0%</td>
<td>117.09</td>
<td>(27.8%)</td>
</tr>
<tr>
<td>Core EBITDA Margins (%)</td>
<td>6.79%</td>
<td>6.84%</td>
<td>(5 bps)</td>
<td>10.34%</td>
<td>(355 bps)</td>
</tr>
<tr>
<td>Depreciation</td>
<td>6.26</td>
<td>6.27</td>
<td>(0.2%)</td>
<td>4.39</td>
<td>42.6%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>3.45</td>
<td>5.82</td>
<td>(40.7%)</td>
<td>12.28</td>
<td>(71.9%)</td>
</tr>
<tr>
<td>Other Income</td>
<td>59.43</td>
<td>49.59</td>
<td>19.8%</td>
<td>57.85</td>
<td>2.7%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>134.23</td>
<td>103.54</td>
<td>29.6%</td>
<td>158.27</td>
<td>(15.2%)</td>
</tr>
<tr>
<td>Tax</td>
<td>31.09</td>
<td>27.33</td>
<td>13.8%</td>
<td>19.84</td>
<td>56.7%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>103.14</td>
<td>76.21</td>
<td>35.3%</td>
<td>138.43</td>
<td>(26.5%)</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>7.91%</td>
<td>7.51%</td>
<td>40 bps</td>
<td>11.63%</td>
<td>(372 bps)</td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>0.91</td>
<td>0.70</td>
<td>30.0%</td>
<td>(5.80)</td>
<td>-</td>
</tr>
<tr>
<td>Total Comprehensive Income</td>
<td>104.05</td>
<td>76.91</td>
<td>35.3%</td>
<td>132.63</td>
<td>(21.5%)</td>
</tr>
<tr>
<td>EPS Diluted (INR)</td>
<td>2.19</td>
<td>1.62</td>
<td>35.2%</td>
<td>2.94</td>
<td>(25.5%)</td>
</tr>
</tbody>
</table>
9M FY21 Income Statement (Standalone)

Note: IRCON underwent 1:5 Stock split in April 2020

<table>
<thead>
<tr>
<th>INCOME STATEMENT (INR Cr)</th>
<th>9M FY21</th>
<th>9M FY20</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>2,687.38</td>
<td>3,414.13</td>
<td>(21.3%)</td>
</tr>
<tr>
<td>Total Expenses (Excl. Depreciation &amp; Finance Cost)</td>
<td>2,503.01</td>
<td>3,067.12</td>
<td>(18.4%)</td>
</tr>
<tr>
<td>Core EBITDA</td>
<td>184.37</td>
<td>347.01</td>
<td>(46.9%)</td>
</tr>
<tr>
<td>Core EBITDA Margins (%)</td>
<td>6.86%</td>
<td>10.16%</td>
<td>(330 bps)</td>
</tr>
<tr>
<td>Depreciation</td>
<td>18.75</td>
<td>10.06</td>
<td>86.4%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>12.87</td>
<td>22.93</td>
<td>(43.9%)</td>
</tr>
<tr>
<td>Other Income</td>
<td>145.15</td>
<td>197.04</td>
<td>(26.3%)</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>297.90</td>
<td>511.06</td>
<td>(41.7%)</td>
</tr>
<tr>
<td>Tax</td>
<td>78.67</td>
<td>143.70</td>
<td>(45.3%)</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>219.23</td>
<td>367.36</td>
<td>(40.3%)</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>7.74%</td>
<td>10.17%</td>
<td>(243 bps)</td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>(0.04)</td>
<td>(2.21)</td>
<td>98.2%</td>
</tr>
<tr>
<td>Total Comprehensive Income</td>
<td>219.19</td>
<td>365.15</td>
<td>(40.0%)</td>
</tr>
<tr>
<td>EPS Diluted (INR)</td>
<td>4.66</td>
<td>7.81</td>
<td>(40.3%)</td>
</tr>
</tbody>
</table>

Performance of the company for the period 9MFY21 is not comparable with last year, since the company had written back agency commission of Rs.84.13 crore in Q1FY20, one time claim amounting Rs.45 crore received and income tax refund of Rs.20.36 crore in Q3FY21.
## FY20 Income Statement (Standalone)

*IRCON underwent 1:5 Stock split in April 2020

<table>
<thead>
<tr>
<th>INCOME STATEMENT (INR Cr)</th>
<th>FY20</th>
<th>FY19</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>5202.45</td>
<td>4415.10</td>
<td>17.8%</td>
</tr>
<tr>
<td>Total Expenses (Excl. Depreciation &amp; Finance Cost)</td>
<td>4725.91</td>
<td>4037.09</td>
<td>17.1%</td>
</tr>
<tr>
<td>Core EBITDA</td>
<td>476.54</td>
<td>378.01</td>
<td>26.1%</td>
</tr>
<tr>
<td>Core EBITDA Margins (%)</td>
<td>9.16%</td>
<td>8.56%</td>
<td>60 bps</td>
</tr>
<tr>
<td>Depreciation</td>
<td>15.93</td>
<td>11.70</td>
<td>36.2%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>27.31</td>
<td>15.57</td>
<td>75.4%</td>
</tr>
<tr>
<td>Other Income</td>
<td>239.27</td>
<td>264.44</td>
<td>(9.5%)</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>672.57</td>
<td>615.18</td>
<td>9.3%</td>
</tr>
<tr>
<td>Tax</td>
<td>182.79</td>
<td>170.50</td>
<td>7.2%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>489.78</td>
<td>444.68</td>
<td>10.1%</td>
</tr>
<tr>
<td>PAT Margin (%)</td>
<td>9.00%</td>
<td>9.50%</td>
<td>(50 bps)</td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>(2.95)</td>
<td>(7.79)</td>
<td>62.1%</td>
</tr>
<tr>
<td>Total Comprehensive Income</td>
<td>486.83</td>
<td>436.89</td>
<td>11.4%</td>
</tr>
<tr>
<td>EPS Diluted (INR) (Adjusted)* (Face Value of Rs.2/share)</td>
<td>10.42*</td>
<td>9.46*</td>
<td>10.2%</td>
</tr>
</tbody>
</table>
Order inflow in Q3 and FY21

In current financial year, IRCON has already secured orders worth Rs.3,983 crore including Rs.1,623 crore orders secured in Q3FY21.

In Q3FY21, IRCON has been awarded an order for Design, Supply, Installation, Testing and Commissioning of Receiving Sub-Stations and associated works on Viaduct & Tunnel from Sarai Kale Khan to Duhai (EPE) [including Jangpura Stabling Yard and Duhai Depot] and SCDA system for Complete Corridor of Delhi-Ghaziabad-Meerut RRTS Corridor of NCRTC worth Rs.318 Crores (approx.). The tenure for execution of works is 50 months.

IRCON has won an order for Design, Supply, Installation, Testing and Commissioning of Receiving Sub-Stations and associated works on Viaduct & Tunnel from Duhai (EPE) to Modipuram [including Modipuram Depot] for Delhi- Ghaziabad-Meerut RRTS Corridor of NCRTC for Rs. 405 crores approx. The tenure for the same is 54 months.

An order worth Rs 900 crores, has been awarded to Ircon on a competitive bidding basis, for the up-gradation of Gurgaon-Pataudi,-Rewari section of NH-3S2W (design length of 46. 110 km) as feeder route in the state of Haryana on Hybrid Annuity Model.
Order Book as of December 31st 2020

Railways

Highways

Total Order Book: Rs. 32,814 crore

Rs. 2,105.33 crore

6.42%

Rs. 30,708.67 crore

93.58%
Geographical Break-up

- **DOMESTIC**
  - Rs. 2,036.83 crore (6.21%)
  - Rs. 30,777.17 crore (93.79%)

- **INTERNATIONAL**
Basis of Order Break-up

Rs. 7,518.08 crore

22.91%

NOMINATION

77.09%

Rs. 25,295.92 crore
Projects
Awards
Awards

- 7th FICCI Quality Systems Excellence Award for Industry
  Category: Good practices in Quality Systems

- Golden Peacock Award
  Category: Risk Management

- Golden Peacock Award
  Category: Corporate Social Responsibility

- 16th National Awards - 1st Prize Excellence in Cost Management
  Category: for Infrastructure and Construction Services

- 7th PSU Governance Now Award
  Category: Increasing Geo - Strategic Reach Award
Awards

- ET NOW: World HRD Congress Award
  Category: National Best Employer Brand Award

- ET NOW: Stars of the Industry Award
  Category: Talent Leadership Award - For Excellence in HR (Organisational Award)

- ET NOW: World HRD Congress Award
  Category: Business Leader of the Year Award to CMD IRCON

- SKOCH Order of Merit
  Category: Capacity Building & Training (HRM)

- SKOCH Order of Merit
  Category: Shivpuri - Guna Highway Project
Awards

- SKOCH Order of Merit
  Category: Mechanization of Track Laying Process through Automatic NTC Machine

- Institute of Economic Studies (IES) Award, Sri Lanka
  Category: Outstanding Global Leadership Award to CMD IRCON

- ET NOW: Stars of the Industry Award
  Category: CEO with HR orientation Award to CMD IRCON

- 7th PSU Governance Now Award
  Category: PSU Leadership Award to CMD IRCON
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THANK YOU

For Further Information

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