


VISHNUSURYA PROJECTS & INFRA IPO

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IPO - Details

IPO Date	29 Sept'23-4 Oct'23
Face Value	₹ 10
Price Band	₹ 68
Lot Size	2000 shares
Total Issue Size	Aggregating upto ₹49.98 crores
Fresh Issue	₹49.98 crores
Retail Allocation	50%
Listing On	NSE Emerge
Post issue Promoters holding	62%

Purpose of Issue

The company intends to utilize the net proceeds from the issue towards the funding of the following objects:

- 1.) Funding of working capital requirements of the Company.
- 2.) Repayment / Prepayment, in part or full, of certain outstanding borrowings availed by the Company.
- 3.) General Corporate Purposes.

About Company

Incorporated in 1996, Vishnusurya Projects and Infra Limited is engaged in the mining of rough stones and manufacturing of aggregates and manufacture-sand by using Crushing Plants and Sand washing plants.

The company has three business verticals:

1.) Engineering, Procurement, and Construction (EPC): The company offers a diverse range of capabilities in property development and the realty industry such as Commercial and Mixed Development Construction, IT and Institutional Space, Retail (Malls), Offices, Industrial Parks, Residential Projects, Luxury Villas, Resorts, Factories and Warehouses, Stadiums, Exhibition and Convention Centres, Entertainment, Industrial Construction, and Brownfield Development.

Mining of aggregates and production of manufactured sand: The Company owns and operates two quarries in Tamil Nadu, India. The first blue metal mining quarry and crushing facility is spread over 105 acres at Aruppukottai, Virudhunagar District, Tamil Nadu. This facility handles the entire rock breaking and rock auguring operations and the crushing machine here is capable of producing an output of 250 tonnes per hour and 100 tonnes of sand washing at a given point in time.

2.) Aggregates and manufactured sand unit is located in Vandavasi, Tiruvannamalai District, Tamil Nadu. This facility is equipped with a crushing machine capable of handling 350 tonnes and 150 tonnes of sand washing at a given point in time. The facility is located 100 km from Chennai.

3.) Drones or unarmed aerial vehicles. (Road Mapping)

The company has been accredited as a Class I contractor with various departments and agencies viz. (1) Greater Chennai Corporation (GCC), (2) Government of Tamil Nadu Water Resources Department, (3) Tamil Nadu Water Supply and Drainage Board, and (4) Highways Departments pursuant to which the company is eligible to participate and undertake projects awarded by various other departments and agencies.

Construction

In the last ten years, the output from India's Construction sector (infrastructure and real estate) has 11%. The Construction sector, along with the output generated from real estate services and ownership of dwellings contributes 18% to the economy's total output. Between FY 2012-2022 India's Construction sector attracted a cumulative FDI inflow of ₹35 billion. Budget 2023 also focused significantly on infrastructure with the nearly ₹ 10 trillion direct investment of central government.

Mining Aggregates

The Anticipated size of the construction aggregates market in 2022 was US\$ 382.4 billion and it's estimated to be US\$ 395 billion in 2023.

Construction aggregates

Market anticipated to expand at a CAGR of 4.86% between 2023 -2033, totaling around US\$ 636 billion by 2033.

Drones-

The India Drone market is expected to grow at CAGR around 18% during the forecasted period of 2022-2028. The Indian Drone market crossed US\$ 1.02 billion in 2022.

₹ in Crores

Project	Location of the Project	Contract Value	Work Completed as 31-08-2023	% Completed	Balance Work
EPC Contract for widening of NHAI Road		71.29	48.47	68%	22.82
Amrut 2.0 Thiruvarur Municipality - Improvements to existing Water Supply Distribution System in Thiruvarur Municipality	Thiruvarur	58.52	Tender awarded and work started		58.52
Improvements of Water Supply Distribution System in Madhuranthagam Municipality under AMRUT 2.0 Scheme	Madhuranthagam	23.77	Tender awarded and work started		23.77
Establishment of additional fish seed rearing facilities at Vembakottai in Virudhunagar District	Virudhunagar Nagar	3.97	Tender awarded and work started		3.97
Establishment of Fish Landing Centre at Pudhukuppam and Anichakuppam villages in Vilupuram District	Vilupuram	5.68	Tender awarded		5.68
JWIL –EPC Project for Nagapattinam projects	Nagapattinam	77.95	25.50	33%	52.45
Total		241.18	73.97		167.21

Company has executed 17 projects in the recent years, out of which 10 (Ten) are civil construction projects, 1 (One) is of road construction and 6 (Six) are infrastructure related projects with an aggregate value of Rs. 13,619.06 Lakhs. Some of the major projects carried on by our company were as follows:

- 1.) Construction of Compound Wall between Thiruvallikeni and Thirumailai Railway Stations;
- 2.) Construction of Staff Quarters / T-Type Quarters at Egmore, Chennai for Southern Railways;
- 3.) Construction of Office Building of Institute of Dairy Research Centre, Almatti, at Koduvalli, Tiruvallur District for the Public Works Department (PWD);
- 4.) Construction of Retaining Wall for Bridge at Perambur for Corporation of Chennai;.

On going Projects:

As on May 31, 2023 Company is executing 4 (four) ongoing projects which include 1 (one) of road construction and 3 (three) of civil construction with an aggregate order book value of ₹ 15,755 lakhs.

Further, as on May 31, 2023, also have work orders allotted (but work started), comprising of 1 (one) civil construction works with an aggregate order book value of ₹ 397.00 lakhs. Company intend to bid and execute larger projects of various authorities by entering into partnerships with various other players in the roads, bridges and water supply projects segment of the infrastructure industry in the near future.



Chennai Metro Rail Limited



GREATER CHENNAI CORPORATION



Tamilnadu Public Water Department



- 1.) Company tries to maintain 20-25% margin across all the projects
- 2.) Company takes shorter duration projects typically 18-24 months which helps them to keep projects into time line and to not overrun any cost of delays in the projects
- 3.) Company takes mid-size order which are easier to complete in its own time period. Which helps them to achieve good profitability
- 4.) Company has robust mgmt. which helps them to over come project delays, labour shortages or any delays due to natural calamities, company has been maintaining a streak for almost 9 years, i.e., completing its projects minimum 4 months ahead of its project completion on dead line which helps company to keep its cost under control and not letting effect its margins.
- 5.) Company is looking forward strategic partnership(technical and non-technical) going forward for future projects to fuel the company's growth
- 6.) Company had done a largest segment of residential apartments and high-end villas
- 7.) Company has done subcontracting for **NHAI** widening of roads from Bangalore to Chennai.
- 8.) As on March'23 Company has debt of ₹36 crores.
- 9.) One of the important and foremost part of the company receiving the receivable from sales proceeds is minimum a week and maximum of 30 days further in some cases advance payments are received.
- 10.) Current order books stands to ₹240 crores and execution period for the projects varies between 12 to 18 months.
- 11.) Company is not actively participating in drone sectors, only recent work which came to company through **Garuda aerospace** was to map the NHAI roads.
- 12.) Company currently executed metro rail projects as a sub contractor for **AFCONs** limited

Company's Key Metrics

Source: Company DHRP

₹ in Crores

Particulars	FY 20-21	% of Rev	FY 21-22	% of Rev	FY 22-23	% of Rev	FY 23-24	% of Rev
Sale of Aggregate	34.03	53.82%	42.44	55.51%	74.85	56.54%	98.74	37.91%
<i>Growth Rate</i>			25%		76%		32%	
EPC and Allied Services	28.21	44.63%	29.73	39%	56.51	42.69%	157.73	60.56%
<i>Growth Rate</i>	0		5%		90%		179%	
Drone- sales and services	0	0	0.48	0.63%	1.02	0.8%	4.00	1.54%
<i>Growth Rate</i>							294%	
Sales of Flats	0.98	1.59%	3.8	4.97%	0		0	0
Total	63.22		76.45		132.38		260.47	
<i>Overall Turnover Growth</i>			21%		73%		97%	0
EBITDA/Adjusted for land sale	8.36		16.58		33.19		54.53	
<i>Growth Rate</i>			98%		100%		64.00%	
PAT/Adjusted for land sale	2.29		7.15		17.37		32.41	
<i>Growth Rate</i>			212%		143%		87%	

Growth Drivers for the Company

Source: Company DHRP

- Company is maintaining focus on infra projects.
- Expansion of the geographical foot print.
- Pursue opportunities in synergistic businesses to increase revenue diversification.
- Company to explore and look forward for the large value projects through joint ventures.
- Leverageing its core competencies with enhanced in house integration.
- Diversification of business activities.
- Strategic location of Mines and Crusher plant.

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