



Mr. Subir Malhotra
Managing Director

Subir Malhotra is the Executive Director of Capacit'e Infra projects Ltd., a prominent construction company in India. With over 30 years of experience in the industry, he has been associated with the company since its inception in 2012. Malhotra holds a Bachelor's degree in Civil Engineering (Honours) from the Birla Institute of Technology & Science, Pilani. In his role, he oversees Business Development and Operations, particularly in Northern India. Under Malhotra's leadership, Capacit'e Infra projects has demonstrated significant growth. In a September 2024 interview, he projected a 25% topline growth for the financial year 2024-25, attributing this optimism to the company's robust order book and strong first-quarter performance. At that time, the company had a standalone order book of approximately ₹8,800 crore, with 70% from government projects and 30% from the private sector. Additionally, the bidding pipeline was valued between ₹15,000 crore to ₹20,000 crore, indicating a strong inflow of fresh orders. Malhotra's strategic vision includes expanding Capacit'e's presence beyond its traditional markets in the west and north of India. He has emphasized the importance of entering emerging markets in the east and south, identifying cities like Hyderabad as significant opportunities for growth.

This approach reflects his commitment to leveraging the booming real estate cycle and the government's focus on infrastructure development, including affordable housing.

In summary, Subir Malhotra's extensive experience and strategic foresight have been instrumental in Capacit'e Infra projects' expansion and success in the competitive construction industry.

Interviewer : Good morning, Mr. Malhotra. Thank you for taking the time to speak with us today. To begin, could you share a brief overview of Capacit'e Infra projects and its journey since inception?

Subir Malhotra : Good morning. Capacit'e Infraprojects was established in 2012 with a vision to provide end-to-end construction services for residential, commercial, and institutional buildings. Over the past decade, we've grown from a modest team into a leading EPC company with an impressive order book. Our focus has always been on employing modern construction techniques and delivering quality projects on time.

Interviewer : That's impressive growth in a relatively short period. Could you elaborate on the current composition of your order book?

Subir Malhotra : Certainly. As of now, our standalone order book stands at approximately ₹8,800 crore. About 70% of these orders

are from government projects, while the remaining 30% are from private sector clients. This diverse mix allows us to leverage opportunities across both sectors.

Interviewer : With such a significant portion coming from the public sector, how does this influence your strategic planning?

Subir Malhotra : The dominance of public sector projects in our order book underscores our strong foothold in government contracts. It provides us with stability and visibility for future revenues. However, we remain committed to balancing our portfolio by actively pursuing private sector opportunities, especially given the current boom in the real estate market.

Interviewer : Speaking of the real estate boom, how is Capacit'e positioning itself to capitalize on this trend?

Subir Malhotra : We're witnessing a robust demand in the real estate sector, particularly in residential and commercial developments. To capitalize on this, we've been enhancing our capabilities and have recently secured significant orders from clients like Raymond Realty. Our strategy involves leveraging our expertise in high-rise and super-high-rise constructions to meet the evolving demands of urbanization.

Interviewer : That's a strategic approach. Could you share your revenue growth expectations for the current financial year?

Subir Malhotra : We're on track to achieve a 25% top line growth in FY25. This projection is supported by our robust order book and the strong execution capabilities we've demonstrated in the first quarter.

Interviewer : Impressive. With such growth, are there plans for geographical expansion beyond your current markets?

Subir Malhotra : Absolutely. While we've traditionally focused on the western and northern regions of India, we're actively exploring opportunities in the east and south. Cities like Hyderabad are emerging as significant markets, and we're keen to establish a presence there. Our goal is to diversify our project portfolio across various geographies to mitigate risks and tap into new growth avenues.

Interviewer : Diversification is indeed crucial. How does Capacite ensure the timely execution of its projects, given the scale and complexity involved?

Subir Malhotra : Timely execution is a cornerstone of our operations. We employ advanced construction technologies and maintain a skilled workforce to ensure

efficiency. Additionally, our project management teams are equipped with the latest tools to monitor progress in real-time, allowing us to address any challenges proactively.

Interviewer : Technology plays a pivotal role in modern construction. Could you highlight some of the innovations Capacite has adopted?

Subir Malhotra : We've integrated Building Information Modeling (BIM) into our processes, which enhances design accuracy and project visualization. Additionally, the use of precast construction techniques has allowed us to expedite project timelines while maintaining quality. Our commitment to innovation ensures we stay ahead in a competitive industry.

Interviewer : It's evident that innovation is at the heart of your operations. How do you foresee the construction industry's evolution in the next five years, and what role will Capacite play in it?

Subir Malhotra : The construction industry is poised for significant transformation, driven by technological advancements and sustainable practices. We

anticipate a greater emphasis on green buildings and smart infrastructure. Capacite aims to be at the forefront of this evolution by continuously upgrading our capabilities and embracing sustainable construction methodologies.

Interviewer : Sustainability is indeed the future. Lastly, are there any plans for fundraising to support your expansion and technological initiatives?

Subir Malhotra : At the moment, we're in a comfortable financial position. However, we're open to exploring fundraising opportunities that align with our strategic objectives, especially if they can accelerate our growth and technological adoption.

Interviewer : Thank you, Mr. Malhotra, for sharing these insights. It's clear that Capacite Infraprojects is on a promising trajectory, and we look forward to witnessing your continued success.

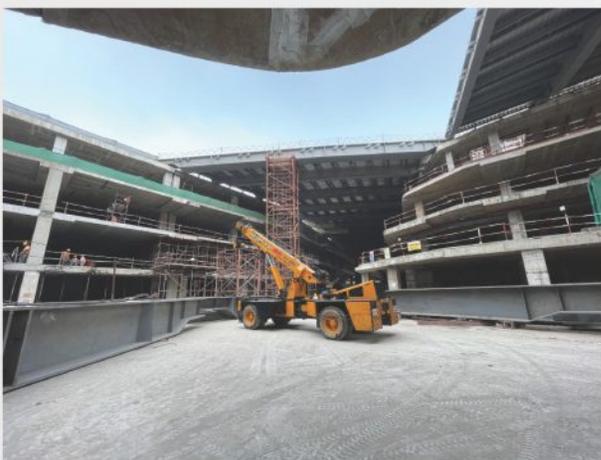
Subir Malhotra : Thank you. It's been a pleasure discussing our journey and future plans with you.

For those interested in a more in-depth discussion with Mr. Malhotra, here's an insightful interview:



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