



Mr. Shashin Patel
Managing Director

Introduction

Established in the year 1994 under the dynamic leadership of Mr. Jayanti Patel, SCC Infrastructure Pvt. Ltd. (SCC) has realized continued growth over the past 30 years.

It is now a multidisciplinary construction company with a rich legacy of delivering world-class infrastructure projects. Born with a vision to “Build Better India”, SCC has been consistently pushing the boundaries of Innovation, Quality, Craftsmanship, Speed of execution and thereby building projects with long-term value creation for its clients and stakeholders. Our team has the resources, experience, and expertise to effectively manage projects from inception to completion, ensuring timely delivery, budget adherence, and exceeding client expectations every step of the way.

SCC is an ISO 9001:2015- certified construction company, recognized for its expertise in Engineering, Procurement and Construction of core infrastructure public sectors such as Irrigation canals, Roads & Highways, Railways, Depot for High-Speed Rail (Bullet train), Hydro Power, Thermal Power, Solar Power, Airport Terminal Building, Industrial Buildings, Pre- Engineered Steel buildings and an advanced Light Gauge Steel Frame (LGSF) Prefab buildings across states in India.

Our work impacts core sectors of the infrastructure and thus actively contributes towards the economy of our country. Whether it is precision engineering or delivering large-scale operations, we handle all phases of an infrastructure project, i.e., initiation with conceptual planning, detailed design engineering, pre-construction activities, procurement of materials, well planned execution of works with highest standards of quality to deliver exceptional results to our clients. We also provide comprehensive Operation & Maintenance (O&M) of works as desired by clients with satisfactory performance. We are committed to building and maintaining long-term relationships that are based on transparency, honesty, collaboration, and trust.

1. What are SCC Infrastructure Pvt.Ltd.'s core values?

SCC emphasizes several core values that guide its operations and corporate culture. These values reflect the company's commitment to ethical practices and excellence in the construction industry.

Core values of SCC Infrastructure Pvt. Ltd. are:

● **Integrity**: The company prioritizes integrity as its fundamental business principle, which guarantees transparency, ethics, and honesty in all interactions. Our clients and associates can rely on us

to uphold commitments and maintain the highest level of integrity. By building trust with stakeholders, maintaining ethical standards, and fostering a positive work environment, this core value creates a solid foundation for growth and resilience.

● **Excellence** : Our dedication to excellence in all facets of our work guarantees that the solutions we provide exceed the expectations of our clients. We establish industry standards by relentlessly pursuing perfection and continuous improvement. Excellence at our core lets us focus on achieving the highest possible standards of performance and quality, and it fosters a culture of continuous improvement in our processes and striving for excellence in all areas of work.

● **Collaboration** : We are able to achieve success by fostering strong relationships with clients, suppliers, and stakeholders, which facilitate mutual respect, open communication, and shared success. Collaboration is critical to this process. Collaboration at our company improves work quality as team members share, audit, combine, and improve ideas, plans, and strategies to deliver high-quality work.

● **Innovation** : Innovation as a core value at our company is about fostering a culture that encourages creative thinking and problem-solving at

all levels. By integrating structured processes, proactively engaging with business needs, emphasizing the importance of technology in existing frameworks and embracing new technologies, we navigate challenges effectively and drive sustainable growth. As a catalyst for development and progress, we embrace innovation to improve services and provide innovative solutions. We maintain our position at the forefront of the industry by cultivating a culture of forward-thinking and creativity, which drives significant change.

- **Safety** : We prioritize safety, guaranteeing a secure work environment for employees, labourer and sub-contractors, and those impacted by our operations. We are committed to employee well-being; we maintain rigorous standards of work practice at our sites through comprehensive safety trainings and programs; We in still proactive safety measures at all sites of work and implement robust protocols.

2. How does SCC Infrastructure Pvt. Ltd. differentiate itself from the competition?

SCC recognizes the necessity of innovation in the execution of construction projects that are sustainable, efficient, and that will continue to function for an extended period of time. We advocate for the incorporation of state-of-the-art technologies into possible stages of the project lifecycle, including materials and design, construction, and maintenance.

Unlike some of the infrastructure companies, SCC is led by its founder and directors, who are technically sound and possess Civil Engineering as their qualification background and thus understand and accept the challenges involved in performing business practices and ways to deal with. Some of the ways in which SCC differs from most of the infrastructure companies are:

- **Quality Craftsmanship** : We have a team of highly competent professionals, engineers, and managers that collaborate in order to guarantee that each and every project is completed with the greatest possible quality standards. The quality of works is always at the forefront to be able to provide the best possible customer satisfaction and almost no maintenance during the Defect Liability Period (DLP).

- **Timely delivery** : We recognize the importance of deadlines, fulfill them with a commitment to precision, and conceptualize their completion. SCC strives to complete all projects in time without compromising on the deployment of resources, be it manpower or machinery. SCC understands that the work done in time adds to the profit margin.

- **Innovative solutions** : Through the implementation of innovative methods and state-of-the-art technology, we are able to stay ahead of the curve and guarantee that our clients are satisfied. SCC focuses on value addition in delivering its projects with the help of

smart technologies at various levels of work stages.

- **Client-centric approach** : SCC recognizes and engages in close collaboration with its clients in order to comprehend the specific requirements they have and to surpass their expectations in terms of performance and quality of works. We have often been appreciated by our clients in terms of the Quality of works, Speed of Execution, Standards of establishment for operations and Deployment of resources at the site.

3. What are the plans for the future in terms of expansion and growth?

SCC has shown strong growth in the recent years (with YoY growth more than the Industry CAGR of 9.57%) and has plans to continue expanding its business across verticals.

Financial Performance

- SCC's current Revenue is in the range of INR 100-500 crores for the financial year ending March 31, 2024 which is further expected to reach up to Rs. 1000 Crores for the FY 2024-25 and up to Rs. 2500 Crores by FY 2028-29.

- The company's EBITDA has increased by 10.87% from the previous year.

- The net worth has increased by 24.03% in the same period with total net worth approximately Rs. 200 Crores and expected to reach up to Rs. 500 Crores in the next 5 years.

Healthy Order Book

- SCC Infrastructure has a healthy outstanding order book,

which is expected to drive revenue growth (CAGR) of more than 15% in the medium term.

- The company recently ventured into Roads & Highway construction through HAM (Hybrid Annuity Model) basis.

Extensive Experience of Promoters

- The promoters, led by Mr. Jayanti Patel, has over three decades of experience in the construction industry. He has a solid technical background. The company is also supported in its Operations and major strategic business decisions by the young and energetic, Mr. Shashin Patel as its Joint Managing Director who has educational qualifications both in civil engineering and business management.

- This extensive experience has allowed SCC Infrastructure to build strong relationships with key customers and suppliers.

Diversified Service Offerings

- The company predominantly focussed into Irrigation projects, has now diversified its EPC services into Railways, Bullet

train, Airport, Roads & Highways, Solar Power, Hydro Power & Thermal Power projects.

- The company has expertise in "Push through Technology" for Railway Box Pushing Works and "LGSF Technology" for Construction of Prefab Steel buildings for residential and commercial structures.

Geographical Expansion

- With a strong base in the state of Gujarat, SCC also has vast presence in other 6 states in India and is also exploring opportunities for projects in other countries with a vision to expand its geographical footprint to drive future growth. In summary, SCC Infrastructure's strong financial performance, healthy order book, experienced promoters, diversified service offerings, and plans for geographical expansion positions the company well for continued growth in coming years.

4) What strategies SCC Infrastructure Pvt.Ltd. have in place to improve supply chain and build long term

relationship with suppliers?

SCC implements the following strategies to enhance its supply chain management and foster long-term relationships with suppliers:

(A) SCC adopts a Supplier Relationship Management (SRM) Strategy

- SCC establishes clear criteria for selecting and evaluating its suppliers and vendors in advance based on factors such as quality, delivery time and cost. However, SCC at times not only focuses on the lowest cost of the product but gives more importance to the quality of the product and its delivery time.

- SCC also categorizes its suppliers based on the performance of the services rendered in the past.

- SCC also engages in a regular communication and correspondences through an organized channel using ERP software.

(B) Implements Collaborative Planning and Forecasting

- SCC works closely with key suppliers to share project



fore sights and demand of materials for its upcoming projects to align with their production plans and logistic arrangements.

- SCC also involves some suppliers in the joint performance metrics and review progress regularly to identify areas for improvement.

(C) SCC Provides Supplier Development Support

- SCC considers and believes in long-term contracts and commitments on the volume of materials to its key suppliers so as to incentivize suppliers to invest in improving their operations. At times, SCC also arranges advance payments to suppliers to bring down the cost of procurement and ensuring timely deliveries of products.

(D) SCC Streamlines Procurement Process by:

- Standardized and digitized procurement procedures to increase efficiency and transparency through advanced planning of the procurement and ERP software.
- Leverage e-procurement platforms and online marketplaces to expand the supplier base and access competitive prices.

(E) SCC Fosters a Culture of Collaboration and Trust

- SCC regularly communicates the importance of supplier relationships to all employees and encourage its collaboration with full integrity.
- SCC also encourages suppliers and vendors to maintain cordial relations with integrity and engage in open

discussions with its management to sort out any issues.

- SCC resolves conflicts if any promptly and fairly to maintain a positive work environment and long-term relations with its suppliers.

By implementing the above strategies, SCC enhances its supply chain resilience which in turn reduces the cost, and builds long-term healthy relations with the suppliers and vendors.

5) What are some of the key goals You and SCC Infrastructure Pvt Ltd have achieved since they've been there?

Few key goals which were set by myself as company's Joint Managing Director since my early days of association with SCC Infrastructure Pvt. Ltd. were:

- Diversification of Company's Operations Since my association with the company in 2012, company has thereafter diversified its operations in various other sectors of Infrastructure such as Prefabricated Steel Buildings with implementation of advanced "Light Gauge Steel Frame" (LGSF) technology – vastly used in developed countries such as the USA, Europe and China. The ninto Railway sectors especially complex works involving development of Railway yards, and most recently constructing India's largest Depot at Sabarmati for the most highlighted and pet project of our Prime Minister i.e., Bullet Train Project for Ahmedabad – Mumbai. Further, I also led

expansion of operations into Roads & Highways, Airport, Thermal Power Plants, Hydro Power and Solar Power. I am still exploring other opportunities for expansion in few more sectors of Infrastructure in India.

- Improving Revenue of the company with a target to reach up to Rs.1000 Crore by 2025

This set goal is not far from being realized. Numbers speak in favour of the same, wherein, the company has already nearly achieved the revenue mark of Rs. 500 Crore in the previous Financial Year. Further, given the strong order books in hand, and many more projects under bidding, company is poised and most likely to achieve the goal of annual revenue of Rs. 1000 Crore by FY 2025-26.

- Improved EBITDA and Net Worth The goal I had personally set to achieve Net Worth of Rs. 100 Crore was accordingly achieved in the Financial Year 2020-21. Also, company has seen improvements in its EBITDA margins with introduction of organized way of working and control over procurement and operations at site.

- Implementing Standards of Operations I have also been instrumental and firm in introducing and implementing Standard Operating Procedure(SOP) at various levels of for carrying out the operations smoothly and with less manual intervention.

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