

BOOTES

Company Profile

2023

Table of Contents

CONTENTS

01.
Introduction

02.
Our vision

03.
Net Zero Capabilities

04.
Business Strengths

05.
Team

06.
Collaborators For Growth

07.
Projects

INTRODUCTION

Bootes is India's first Net Zero company undertaking projects in Government / Private sector from design to construction.

Bootes Impex Tech Private Limited ("Bootes") is an inclusive infrastructure development firm focusing on positive value-based infrastructure with a Net-Zero carbon footprint. Bootes' mission is to bring cutting-edge international sustainable infrastructure to every region of India. We aspire to make India aatmanirbhar with our innovative green technologies incorporated in the projects undertaken by Bootes. Bootes' objective is to achieve the goal of sustainable infrastructure with minimal or net-zero environmental impact. The core strength of Bootes lies in the ability to execute value-creating social infrastructure with shrinking carbon footprints, thus making an effort to mitigate the collateral environmental damage. Bootes is having experience in designing, engineering, and implementing profitable solutions resilient to climate change in Museums, buildings, and other Infrastructure facilities.

Bootes is committed to using sustainable technologies and practices in all of its infrastructure projects, including museums, buildings, and other facilities. We strive to create infrastructure with a minimal or net-zero environmental impact, in order to mitigate the negative effects of traditional infrastructure development on the environment.

OUR VISION

Our commitment to sustainability is reflected in our use of cutting-edge technology and innovative construction models, which are environmentally friendly and energy-efficient.

The vision for the future needs responsible & and climate-conscious solutions. Our solution is aligned with the global vision of the UN's Sustainable Development Goals 2030 in achieving sustainability with a focus on local commerce, global climate, and health. We aim to be at the spearhead of the transition to a low-carbon future by encouraging the development of scalable projects and mobilizing funds for projects that demonstrate the value and advantages of an Aatmanirbhar NET-ZERO environment.

We work on a ground-level change with cost reduction and energy efficiency. We impact the following SDGs through our intervention.



NET ZERO CAPABILITIES -THE DIFFERENTIATOR

WE CREATE SIMPLE SOLUTIONS TO COMPLEX PROBLEMS.

Our commitment to sustainability is reflected in our use of cutting-edge technology and innovative construction models, which are environmentally friendly and energy- efficient. Some of the key methodology that we incorporate are:

01

All-electric Infrastructure using renewable Energy

Decarbonizing the power grid through all-electric infrastructure solutions that leverage renewable energy sources such as solar, wind, and hydro to reduce greenhouse gas emissions.



02

Cooling via Hydronic Systems

Sustainable, water-based cooling using high-efficiency hydronic systems that reduce energy consumption and greenhouse gas emissions compared to conventional HVAC.



03

Energy Efficiency

Integrated energy management systems using cutting-edge technology that enable real-time energy monitoring, optimization, and management to reduce energy consumption and carbon emissions.



04

Zero Waste, Zero Liquid Discharge

Advanced waste water treatment and resource recovery through zero waste and zero liquid discharge solutions that enable water conservation and reduce environmental impact.



BUSINESS STRENGTHS

Bootes, in collaboration with its JV partners, is dedicated to spearheading projects rooted in the QCBS (Quality Cost Based System) model. Their expertise spans the entire spectrum of project development, from design and engineering to construction. What sets Bootes apart is its strategic affiliations with architectural partners who possess extensive experience both in India and overseas, thereby facilitating an invaluable global perspective. In addition, their in-house team specializes in engineering and construction, ensuring unparalleled control over project quality and execution. Furthermore, Bootes has strategically aligned itself with engineering partners with a proven track record in successfully delivering projects in the US, UK, and Europe, thus demonstrating their commitment to international excellence. The company has also established collaborative relationships with partners renowned for their specific credentials in the development of museums, net zero buildings, and various other infrastructure projects.

Bootes operates under a versatile array of engagement models, encompassing **EPC** (Engineering, Procurement, and Construction) projects, where they excel in end-to-end project delivery. They actively engage in **Public-Private Partnerships** (PPPs), forging collaborations with public entities to drive infrastructure development. Furthermore, Bootes actively participates in Development projects, undertaking initiatives that shape communities and environments, and offers expert **Consulting services**, providing invaluable insights and guidance across diverse sectors.

	EPC Projects	PPP / Development Projects	Consulting Projects
Business Risk	• Projects awarded on Tender basis with "lowest cost" being the criteria for award. • Requirement for good partner for pre-qualification / eligibility and Performance Bank Guarantee limits.	• CAPEX risk to be borne by private player, recovery through 15 - 20 years concession agreement with Government Agencies or Monetisation of CAPEX. • Investments are subjected to local and regional political and administrative risk. • Requires regular coordination with Government departments.	• Requires resources with varied skill sets for project delivery. • Requires personal coordination and logistical availability to resolve any issues and for continuous support to the Government Agency / Authority till the consulting tenure.
Mitigation	• Partner with qualification and implementation strength and scalable Performance Bank Guarantee limits. • Cash margin provided by BOOTES. • Quality control and project schedule manage by BOOTES along with Partner.	• Relationship in key focus States with local administration, Government department and agencies. • Strategic partnehips with Investors / Investment firms for financial closures.	• Focus on selected Government Departments and Agencies wherein strong connection and physical presence available. • Network on domestic and inetrnational partners for diverse skill sets ruined.

LEADERSHIP TEAM

With its team of more than 50 technical experts, Bootes is well-equipped to tackle the challenges of building Net Zero infrastructure in both India and the US.



DEEPAK RAI

MANAGING DIRECTOR | BOOTES IMPEX PVT LTD

Deepak is passionate about Net-Zero technology, He founded India's 1st Net-Zero Company & and is working towards creating lighthouse projects in India that pave the way for India's Net-Zero Infrastructure development. He has previously designed and delivered projects for Fortune 500 companies located in UAE, USA, UK, France, Saudi, Oman & India.



MANAB RAKSHIT

DIRECTOR | BOOTES IMPEX PVT LTD

With an experience of over 18+ years, Manab is an impeccable leader with expertise in managing diverse teams and delivering quality results. He has extensive experience developing strategies for Construction Companies, Creating the Operation and Implementation team for setting up pilot plants and projects in India.



VISHAL AGARWAL

DIRECTOR | BOOTES IMPEX PVT LTD

With 12+ years of experience in Finance and Accounts, Vishal handles key finances, budgets and expenses of the team along with budgeting and forecasting the preparation of annual business plan, handling overseas operations subsidiaries and implementing an evolving and effective cost management system.



OLIVER

CTO | BOOTES IMPEX PVT LTD

With 28+ years of experience in the Philippines, U.A.E, K S.A, Bahrain & and Africa in major developments, infrastructure, buildings, museums, expositions, military installations, refurbishments, fit-outs & data centers, Oliver's leadership led to the successful opening of Formula 1 Race Track in Abu Dhabi in 2009.

EXECUTIVE TEAM



MOHAMMED SAALIM

HEAD DESIGNING | BOOTES IMPEX PVT LTD

Mohammad Salim is an experienced Professional, successfully delivering projects in the U.S, Sweden, Australia, Ireland, and India amongst others with 8 years of multi-disciplinary experience covering a wide range of energy project types, technologies, and scales. Salim is passionate about implementing multi- vector energy systems and innovation to accelerate the decarbonization of our societies toward a zero-carbon future. As a Technical Lead within Bootes, he leads the development of net zero, thermal energy, and renewable energy projects.



RAJVEER SINGH

HEAD REAL ESTATE | BOOTES IMPEX PVT LTD

Rajveer Singh is an experienced real estate professional with 5+ years of experience in the industry. As Director of Real Estate at Bootes, He oversees all aspects of the company's real estate operations, including property acquisitions, management and sales. He is also responsible for identifying new real estate opportunities and negotiating favorable terms for property acquisitions.



SHIVJIT SIDHU

ARCHITECHT | APOSTROPHE A+UD

Principal Architect of Apostrophe A+uD, Sidhu received his B.Arch from the University of Southern California and M.Arch from UCLA as receipt of the prestigious Regent's Fellowship. His projects have received numerous international design awards, including from the American Institute of Architects. Since 2002, Sidhu has been on the faculty of the University of Florida, where he teaches design studio and Master's level theory seminars focussed on Sustainable Development. Sidhu has lectured and has had his projects exhibited in the US, Italy, France, Netherlands, Egypt, Japan and India.



SHUBHI AGARWAL

MEDIA HEAD | BOOTES IMPEX PVT LTD

With 9+ years of experience, Shubhi is a results-oriented professional who combines the power of Brand Communication and Marketing with Design Thinking. Harnessing her passion for Marketing, Shubhi has worked with Tata Cancer Care Foundation, Murugappa Group, Dr Reddy's towards elevating their brand image, engaging with a wider network of customers, and achieving business goals.



IMAD AGI

SUSTAINABILITY HEAD | BOOTES IMPEX PVT LTD

Imad's expertise in sustainable construction practices, renewable energy integration, and eco-friendly materials has propelled BOOTES to the forefront of sustainable building solutions. Imad is also a founder of ECOLOO- A solution towards sustainable sanitation.

COLLABORATORS FOR GROWTH

URBAN SYSTEMS AB

TECHNOLOGY PARTNER

urbs.
URBAN SYSTEMS

Redefining Urban Sustainability with Nordic Expertise: Urbs Circular Economy Principles.

Bootes under a strategic partnership is undertaking design and engineering work for Urban Systems urbs AB “urbs", a commercial arm of Urban Tech Sweden, a platform initiated by the Association of Swedish Engineering Industries. Urbs draws its strength from proven Nordic technologies and expertise to execute projects that focus on; profitable return on investment, significantly reducing greenhouse gas emissions, promoting circular economy principles & and inclusive growth. Thus, making the built environment climate-resilient, adaptive, and sustainable holistically. urbs Real Estate interventions are aimed at addressing the largest issues in the key markets: New York, USA, and India.

New York City: 75% of the city’s carbon emissions arise from buildings. The New York City market presents an opportunity to decarbonize 2.5 billion square feet of office space by getting rid of carbon-intensive practices through retrofits. This includes shifting the use of gas boilers to electric with sustainable systems such as radiant heating, which in turn creates a circular economy.

https://urbs.systems/work.

UNIVASTU INDIA LTD

CONSTRUCTION PARTNER

Let's Succeed Together!
UNIVASTU
INDIA LTD

Pioneering Sustainable Equitable and Resilient infrastructure through Engineering, Procurement and Construction Excellence.

Established in 2009, Univastu is an NSE-listed public limited construction company based in India, working in the field of engineering, procurement, and construction with expertise in government infrastructure development & and turn-key construction projects. Univastu is known for its excellence in the real estate and construction industry with a strong commitment to quality and innovation.

https://www.univastu.com/

COLLABORATORS FOR GROWTH

MUSE

DEVELOPMENT PARTNER

MUSE
MUSEUMS & EXPOS

Creating Appealing Memorable Immersive and Outstanding Project Worldwide.

Based in the United Kingdom, Muse has a rich history of curating and overseeing an impressive array of museums and cultural institutions. Their expertise lies in creating immersive and educational experiences for visitors, in the realm of art, history, science, or any other field. Muse as a strategic and operational consultancy company carries out studies, projects, and programs involved with planning, development, investment, innovation, and the valorization of territorial assets and opportunities in the areas of culture, science, and technology.
https://www.museintl.co.uk/

BATRA GROUP

DEVELOPMENT PARTNER

BATRA
GROUP

Established in 1911, Batra Group employs over 3500 people across its various verticals with an annual turnover of USD 150 million.

Established in 1911, Batra Group employs over 3500 people across its various verticals with an annual turnover of USD 150 million. Batra Group is a National Brand operating in the following industries: Healthcare, Automobiles, Education, Exports, Oil and gas, Financial Services and renewable Energy.
https://batragroup.com/

PROJECT FOOTPRINT

Project	Executing Entity	Pre-Construction	Construction	Completion	Status
PM Mueseum *Delhi, India*	Partnership in Muse			✓	Completion by Apr-2022
Geeta Museum *Haryana, India*	JV with Univastu		✓		Completion by Mar-2024
India Habitat *Haryana, India*	JV with Univastu		✓		Completion by Sept-2024
Net Zero Library Uttar Pradesh, India	JV with Univastu			✓	Completed in June 2023
Exhibition Centre Uttar Pradesh, India	JV with Univastu	✓			Completion by Sept-2024
World Expo *Dubai, UAE*	Partnership with Innenco			✓	
345 Hudson St. *New York, USA*	Partnership with Urbs		✓		

AWARDS & ACCOLADES



Old library building reconstructed in Jhansi in record time

Arindam Ghosh | TNN

Jhansi: Terming it probably as the only net-zero library building in the country, the superstructure of the library constructed on over 12000 square feet in the Shiksha Bhawan campus in record ninety days of time with state-of-the art technology of energy conservation was handed over to the Jhansi Development Authority (JDA) on Wednesday for its final approval.

The building has been designed to reduce up to 65% of carbon emission by using next generation heat pump technology, powered by solar PV energy to ensure optimal cooling and heating while consuming the least amount of energy.

As per Deepak Rai, MD, Boots Impex, the company which has constructed the building, said the energy consumption of the building will be 30 MWh against usual 150 MWh in a year and this 30 MWh will be generated from renewable solar and wind energy through solar PV panels and a wind turbine.

The building has a specially created ventilation to ensure light and air throughout the day. Provisions have also been made for hot and cold water circulation through a network of polymer pipes concealed within the floor which will keep the temperature cold in summers and hot during winters.

The builders has installed a huge countdown timer on the wall with a target to complete the building within the targeted timeline.

The same builder has recently completed the Prime Minister Museum in New Delhi in a record period of one year.

"The Jhansi Library is a marvel of sustainable architecture, utilizing ancient resources and modern techniques to create a truly environmentally friendly space. Designed with the needs of students in mind, the library incorporates a three-tiered approach to sustainability, ensuring maximum efficiency and low environmental impact", Deepak said.

On the other hand, JDA vice-chairman Alok Yadav said the library will start working soon in the coming days. "The building built in a record ninety days with full compliance of energy saving techniques is a revolutionary step in India's journey towards Net-Zero Vision 2070", Yadav said. He further informed that they have sorted for the certification, while claiming it to be the first Net-Zero library building in the country.

The building is reconstructed with Net-Zero emission





PROJECTS

Our projects focus on Net-Zero construction with renewable energy generation on-site, conservation, green tech, resource optimization, and user-centric technologically equipped spaces.



Prime Minister Museum

Delhi, India

Bootes created India's Prime Minister Museum, or Pradhanmantri Sangrahalaya in partnership with Muse, as a landmark in the Indian museum industry. This flagship museum achieves energy efficiency targets by reducing carbon emissions by more than 50%.

Net Zero Library

Uttar Pradesh, India

The Net Zero Library in Jhansi is a marvel of sustainable architecture, utilizing ancient resources and modern techniques to create a truly environmentally friendly space. The 12000 square feet Library was constructed in a record time of 90 days.





Jyotisar Geeta Museum

Haryana, India

The museum is part of the government's effort to promote Kutuskshtra as a key center for Indian culture and civilization. Because of the project's potential & Impact, the Union Minister of India has voiced appreciation.

Habitat Center

Haryana, India

Green architecture & Sustainable development of Panchkula Habitat Center ensures generation of clean energy on-site reduced energy consumption world class infrastructure leading to reduced carbon footprint.



PROJECTS



Exhibition Center

Uttar Pradesh, India

The Jhansi Exhibition Centre will be developed in accordance with the Net-Zero Guidelines 2050. It will employ cutting-edge technologies to ensure - on-site generation, Lower Energy Consumption, Net-Zero Waste and Water.

Gandhi Smriti Museum

Delhi, India

Chakra of Change is designed and executed in Gandhi Smriti Museum that emphasises his lifestyle, philosophies, and teachings. This Chakra amplifies the existing museum interiors and engages audiences for enhanced experience.





345 Hudson Street

New York, USA,

With our partner URBS, the lead consultant; BOOTES provided technical support in energy designing and modelling of the HVAC systems to be installed in 17 floors, 978,795 square feet area, located in Manhattan. The team won $5 Million funding from New York State

REQUIREMENT & FORECAST

Bootes is poised for growth and requires an investment of approximately **INR 20 crore** to meet its targeted expansion objectives. This capital infusion will be allocated to various facilities in the following proportions:

- **Performance Bank Guarantee (PBG): 50%**
  Purpose: The PBG is essential for securing project awards and is typically required by clients.
  Lock-In Period: The PBG will be held for a duration of 24 to 36 months, ensuring the project's completion.
  Bank Requirement: To obtain the PBG in the absence of collateral, financial institutions typically necessitate a cash margin of 100%.

- **Earnest Money Deposit (EMD): 25%**
  Purpose: EMD is a prerequisite for participating in tender processes. It is refundable in case of an unsuccessful bid or upon submission of the PBG for successful bids.

- **Working Capital Limits: 25%**
  Purpose: These funds will be allocated for building and sustaining the essential Bootes Civil, Mechanical, Electrical, and Plumbing teams at project sites.

This investment will enable Bootes to effectively compete in the market, secure projects, and establish the necessary operational infrastructure for its growth plans. It is a strategic step towards achieving our expansion objectives and strengthening our position in the industry.

₹ in Crores					
Consolidated Accounts of Bootes	FY 2021-22	FY 2022-23	FY 2023-24*	FY 2024-25*	FY 2025-26*
Revenue of Bootes Impex	INR 1.03	INR 0.82	INR 3.25	INR 72.25	INR 123.25
Revenue Share from JV Uni Bootes	-	INR 3.32	INR 53.50	INR 93.05	INR 186.43
Total**	INR 1.03	INR 4.14	INR 56.75	INR 165.30	INR 309.68
EBITDA (30%)	INR 0.18	INR 0.40	INR 17.02	INR 49.59	INR 92.90
Working Capital Requirement^	-	-	INR 5.67	INR 16.53	INR 30.97
Interest Cost @ 12%	-	-	INR 0.68	INR 1.98	INR 3.72
Debt Service Coverage Ratio	-	-	8.3	8.3	8.3

JV with Univastu	FY 2021-22	FY 2022-23	FY 2023-24*	FY 2024-25*	FY 2025-26*
Revenue of Univastu Bootes LLP	-	INR 6.77	INR 109.18	INR 189.89	INR 380.47
49% share in JV Revenue	-	INR 3.32	INR 53.50	INR 93.05	INR 186.43

*The projected revenue is derived from actual contracted revenue receivable (INR 141 Crores), ongoing project bids (INR 370 Crores), and projects anticipated for bidding in 2025.

**The revenue recognition for project revenues is intended to accrue in three equal phases, with each phase receiving revenues in a ratio of 1:2:3.

^It is estimated that the Working Capital drawn by the business will amount to 10% of the total revenue.

PROJECT PIPELINE

	₹ in Lacs				
S.N.	**Name of Institution**	**Location**	**Contracting Agency**	**Project Amount**	**Notes**
Under Construction/Completed Projects					
1	Jyotisar Museum	Kurushetra Haryana	Univastu Bootes Infra LLP	INR 6,600	Balance INR 5017 lacs receivable by Mar-2024
2	Habitat Centre	Panchkula Haryana	Univastu Bootes Infra LLP	INR 6,900	Balance INR 6140 lacs receivable by Sept-2024
3	Zila Pushtkalaya	Jhansi, Uttar Pradesh	Univastu Bootes Infra LLP	INR 1,000	Completed
4	Jhansi Exhibition Center	Jhansi, Uttar Pradesh	Univastu Bootes Infra LLP	INR 3,000	Balance INR 3000 lacs receivable by Sep-2024
Projects to be closed in next calendar year 2024					
A	Museum Kurukshetra	Haryana	Univastu Bootes Infra LLP	INR 7,000	In bidding stage. Expected to be commenced by Jan 2024
B	Museum Kumbh	Uttar Pradesh	Univastu Bootes Infra LLP	INR 9,000	In bidding stage. Expected to be commenced by Mar-2024
C	Experience Center	Nepal	Bootes Impex Pvt Ltd	INR 6,000	In bidding stage. Expected to be commenced by Mar-2024
D	Museum Ambala	Haryana	Bootes Impex Pvt Ltd	INR 5,000	In bidding stage. Expected to be commenced by Jun-2024
E	Museum Ramayana	Uttar Pradesh	Univastu Bootes Infra LLP	INR 10,000	In bidding stage. Expected to be commenced by Dec-2024
Projects to be bidded in 2025					
F	Haryana Project II	Haryana	Univastu Bootes Infra LLP	INR 9,000	
G	Uttar Pradesh Project II	Uttar Pradesh	Univastu Bootes Infra LLP	INR 6,000	
H	Uttar Pradesh Project III	Haryana	Univastu Bootes Infra LLP	INR 10,000	
I	Uttar Pradesh Project III	Uttar Pradesh	Univastu Bootes Infra LLP	INR 17,500	
	Total			INR 97,000	

SECRETARIAL DETAILS

01

Bootes Impex Pvt Ltd

Date of Incorporation: 04-March-2021
Company Identification Number: U51909HR2021PTC093355
Corporate Office: 05-017 5th Floor, Tower A Emaar MGF Digital Greens, Golf Course Extension Road, Sector– 61, Gurugram, Haryana-122011
Registered Office: A-208GF, ROYAL RESI. FLOORS (SL-3), Gurgaon, Gurgaon, Haryana, India, 122003

02

Univastu Bootes LLP

Univastu Bootes is a joint venture with Univastu India Limited, incorporated as a Limited Liability Partnership. Univastu India Ltd is a construction company listed on the National Stock Exchange (NSE).

Date of Incorporation: 21-July-2022
LLP Identification Number: ABB-8173
Corporate Office: 05-017 5th Floor, Tower A Emaar MGF Digital Greens, Golf Course Extension Road, Sector – 61, Gurugram, Haryana-122011
Registered Office: Plot no. 17 18 Rutuja Residency, S.no 120 Modern Colony Kothrud CME, Pune City, Pune, Maharashtra, India-411029

03

Univastu India Ltd

Univastu India Ltd is a construction company listed on the National Stock Exchange (NSE).

Date of Incorporation: 29-April-2009
Company Identification Number: L45100PN2009PLC133864
Corporate & Registered Office: Bungalow No 36/B, C.T.S. No 994 & 945 (S.No.117 & 118)Madhav Baug, Shivtirth Nagar, Kothrud Pune, Maharashtra, India-411038.