

Gammon Infrastructure Projects Limited

Corporate Presentation



Date: July 2014

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Presentation Outline

- ▶ Corporate Overview & Business Structure
- ▶ GIPL Portfolio
 - ▶ Roads
 - ▶ Ports
 - ▶ Renewable
- ▶ Financial Overview



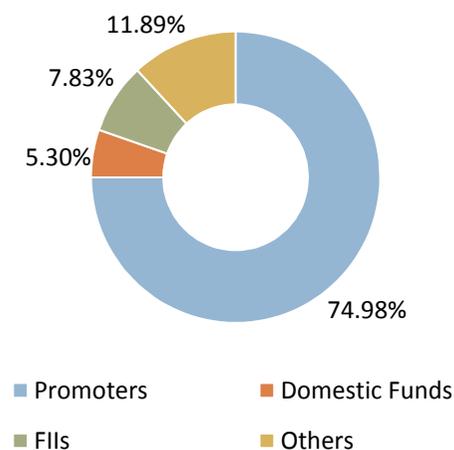
Gammon Infrastructure Projects Limited (“GIPL”)

Company Overview

- Established in 2001, GIPL is an infrastructure development company participating in projects primarily on a public private partnership (“PPP”) basis
- Amongst the first companies in India to be modeled as an infrastructure developer company with investments across sectors
- Has a portfolio encompassing 13 active assets, including 9 active road assets¹ (5 operational and 4 under execution), 2 port assets (1 operational and 1 under execution) and 2 renewable assets (both under execution)
- Involved in areas of project development such as Operation & Maintenance services, Engineering & Construction and Project Advisory services
- Present in projects across the country in 8 different states¹, diversifying geographical risk
- Listed on the Indian stock exchanges of BSE and NSE since 2008



Shareholding pattern as on 31 Mar'14

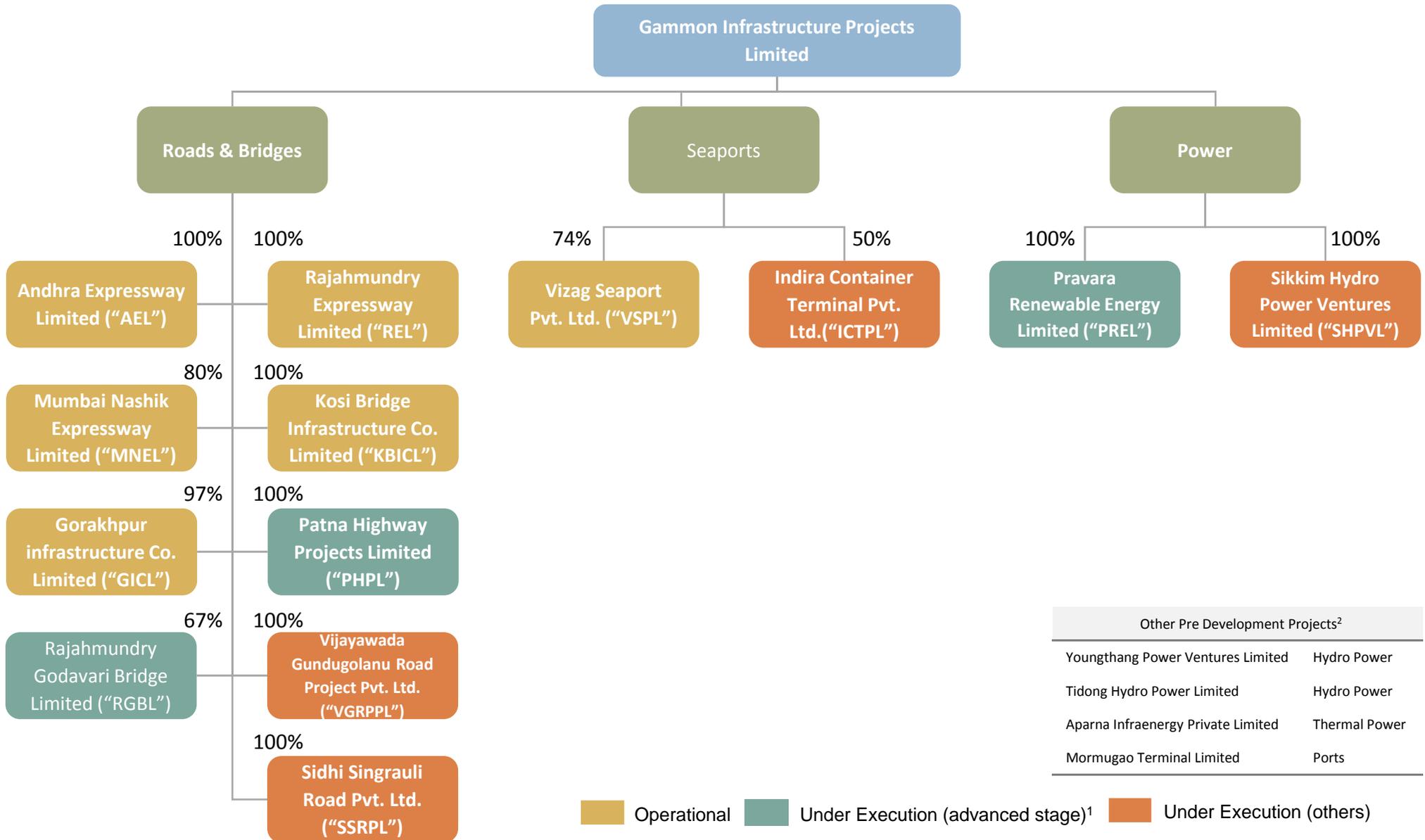


Source: Exchange filings, Stock Exchange websites

¹ Excluding Cochin Bridge Infrastructure Company Limited and Patna Buxar Highways Limited



Business Structure



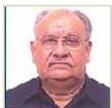
¹ Projects which are expected to be operational in the next 12 months

² Excluding Patna Buxar Highways Limited

Note: Ownership has been rounded off



Board of Directors



Mr. Naresh Chandra

Chairman

- Retired officer of the IAS; held several important positions in the Central Government
- Has been Senior Adviser to the Prime Minister, Governor of Gujarat and India's ambassador to the US



Mr. Himanshu Parikh

Vice Chairman

- Rich managerial experience across functional areas
- Also on the Board of several other Gammon companies



Mr. Kishor Kumar Mohanty

Managing Director

- Over 3 decades of managerial experience across domains
- AMP from Harvard Business School; an MBA in Finance & Marketing from XIMB



Mr. Parag Parikh

Whole Time Director & CFO

- Over 14 years of experience in Finance, Strategy, Fund Raising and Investor Relations
- Post Graduate in Commerce and Masters in Business Administration



Mr. Abhijit Rajan

Non Executive Director & Founder

- One of the renowned industrialists in the country
- Has led the Gammon group to new heights even in a difficult economic environment



Mr. Chandrahas C. Dayal

Independent Director

- Finance expert with more than 40 years experience in audit, valuation and other domain
- A Chartered Accountant, he currently heads the Audit Committee of the Company



Mr. Sushil Chandra Tripathi

Independent Director

- Retired officer of the IAS with almost 4 decades of experience
- Held several senior positions in Central and State Governments



Ms. Homai A Daruwalla

Independent Director

- Over 3 decades of experience in the Banking sector
- A chartered accountant, FCA and CAIIB

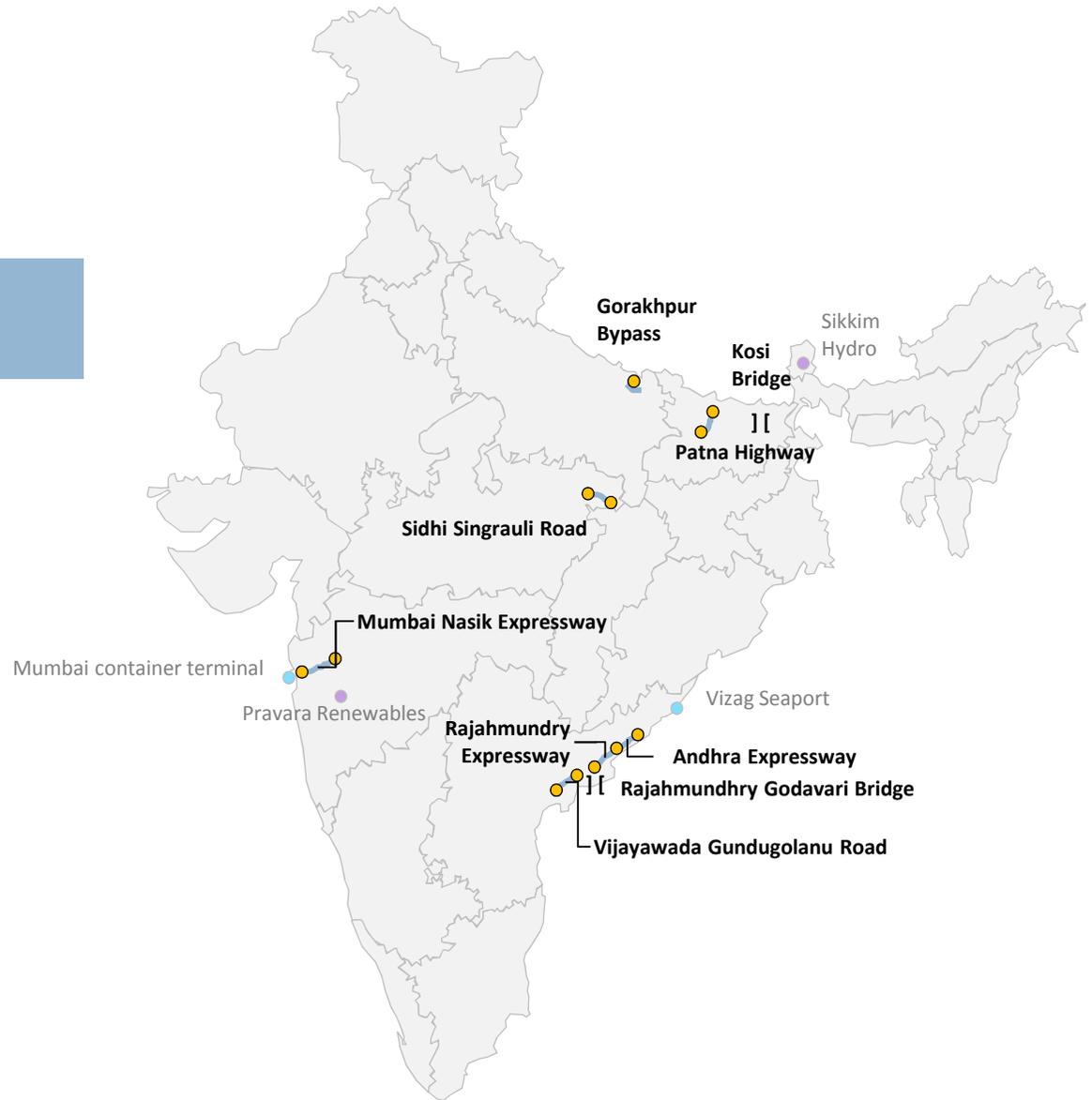


Project Portfolio

Roads

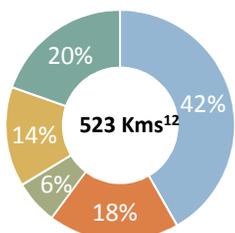
Ports

Renewable



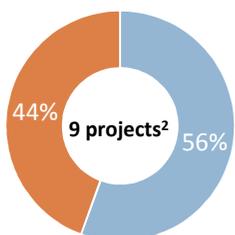
A balanced and remunerative Road Projects Portfolio

A balanced portfolio across the country...



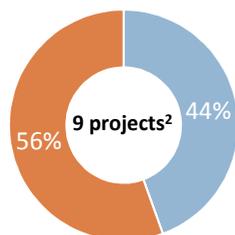
■ AP ■ Maharashtra ■ UP ■ Bihar ■ MP

... in both operational and under execution assets...



■ Operational ■ Under Execution

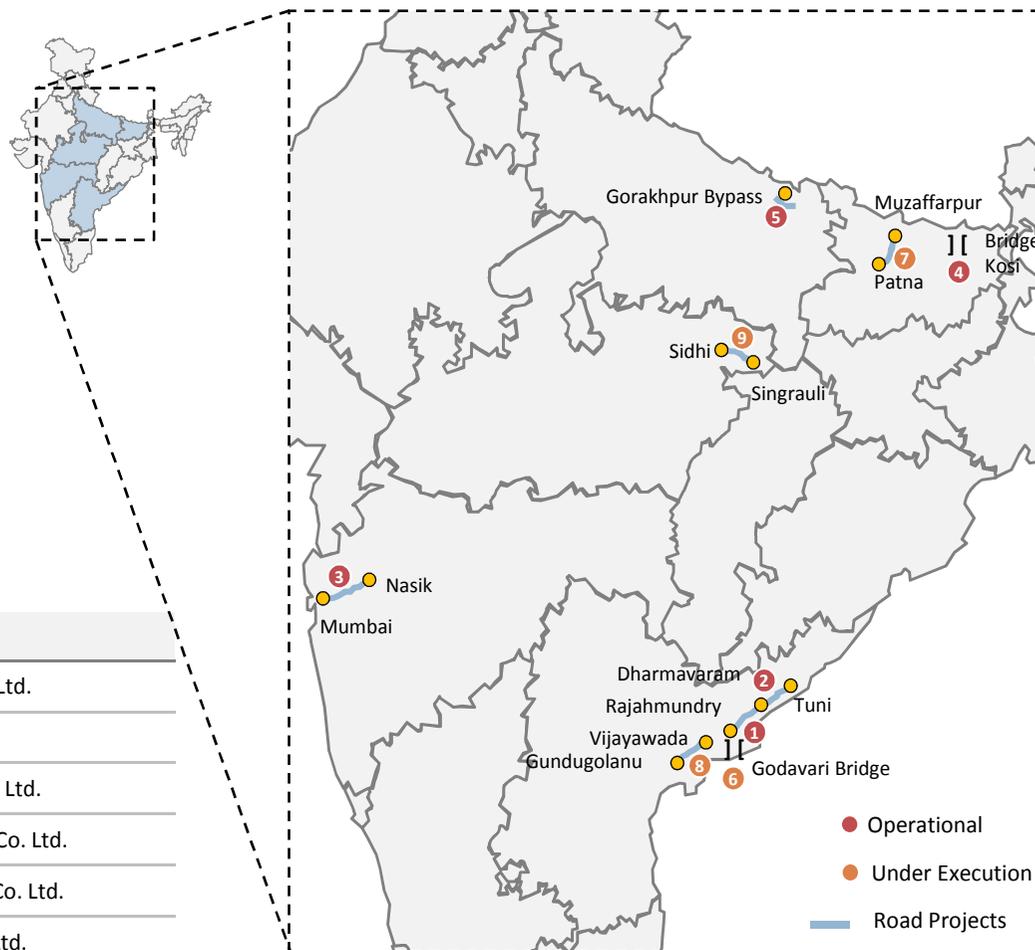
... with a mixture of toll and annuity



■ Toll ■ Annuity

Active Road projects¹

- 1 Rajahmundry Expressway Ltd.
- 2 Andhra Expressway Ltd.
- 3 Mumbai Nasik Expressway Ltd.
- 4 Kosi Bridge Infrastructure Co. Ltd.
- 5 Gorakhpur Infrastructure Co. Ltd.
- 6 Rajahmundry Godavari Bridge Ltd.
- 7 Patna Highway Projects Ltd.
- 8 Vijayawada Gundugolanu Road Project Ltd.
- 9 Sidhi Singrauli Road Project Ltd.



¹ Represents concession kms awarded to GIPL in both operational & under execution assets

² Excluding Cochin Bridge Infrastructure Company Limited and Patna Buxar Highways Limited



Operational Road Assets

Project Name	AEL	REL	KBICL	GICL	MNEL
Location	Andhra Pradesh	Andhra Pradesh	Bihar	Uttar Pradesh	Maharashtra
Awarding Authority	NHAI	NHAI	NHAI	NHAI	NHAI
Shareholding	100.0%	100.0%	100.0%	96.5%	80.0%
Other Shareholders	NA	NA	NA	Gammon India – 3.5%	Sadbhav – 20.0% Bilimoria – 0.1%
National Highway No.	NH-5	NH-5	NH-57	NH-28	NH-3
Project Type	Annuity	Annuity	Annuity	Annuity	Toll
Road Length (Kms)	47.0 Km	53.0 Km	10.0 Km ¹	32.3 Km	96.6 Km
Operational Grant/ (Premium) (INR mn)	Nil	Nil	Nil	Nil	1,080
Capex Grant/(Premium) (INR mn)	-	-	-	-	510
Commercial Operations Date	Oct-04	Sep-04	Feb-12	Mar-12	Jun-12
Concession Period	17.5 years	17.5 years	20.0 years	20.0 years	20.0 years
9M Dec'13 Revenue (INR mn)	424	449	493	730	1,112
9M Dec'13 EBITDA (INR mn)	257	272	449	629	812
9M Dec'13 Outstanding Debt(INR mn)	913	1,017	3,512	5,160	6,650 ²

Annuity projects contributed EBITDA of INR1,608mn (66%) and toll projects contributed INR812mn (34%) in the 9 month period ending Dec'13

¹ 1.8 Km long four lane bridge and 8.2 Km long approach road

² Does not include a operational premium of INR1,200m to be paid by MNEL to NHAI at the end of the concession period



Under Execution Road Assets

Project Name	PHPL	RGBL	VGRPPL	SSRPL
Location	Bihar	Andhra Pradesh	Andhra Pradesh	Madhya Pradesh
National Highway No.	NH-28	NH-5	NH-5	NH-75E
Awarding Authority	NHAI	APRDC	NHAI	MPRDC
Shareholding	100.0%	67.4%	100.0%	100.0%
Other Shareholders	NA	IFCI – 32.3% Gammon India – 0.3%	NA	NA
Project Type	Annuity	Toll	Toll	Toll
Road Length (Km)	63.2 Km	14.5 Km	103.6 Km	102.6 Km
Concession Period	15.0 years	25.0 years	30.0 years	30.0 years
Project Cost (INR mn)	10,035 ¹	8,611 ¹	20,870	10,941
Equity (INR mn)	1,575 ¹	1,765 ¹	4,170	1,704
Debt (INR mn)	8,460 ¹	5,660 ¹	16,700	5,840
Capex Grant/(Premium) (INR mn)	-	1,186	-	3,396
Equity Infused as on Dec 31, 2013 (INR mn) ²	879	2,345	876	1,698
Outstanding debt as on Dec 31,2013 (INR mn)	7,884	5,437	-	-
Operational Grant/ (Premium) (INR mn)	-	-	(576)	-

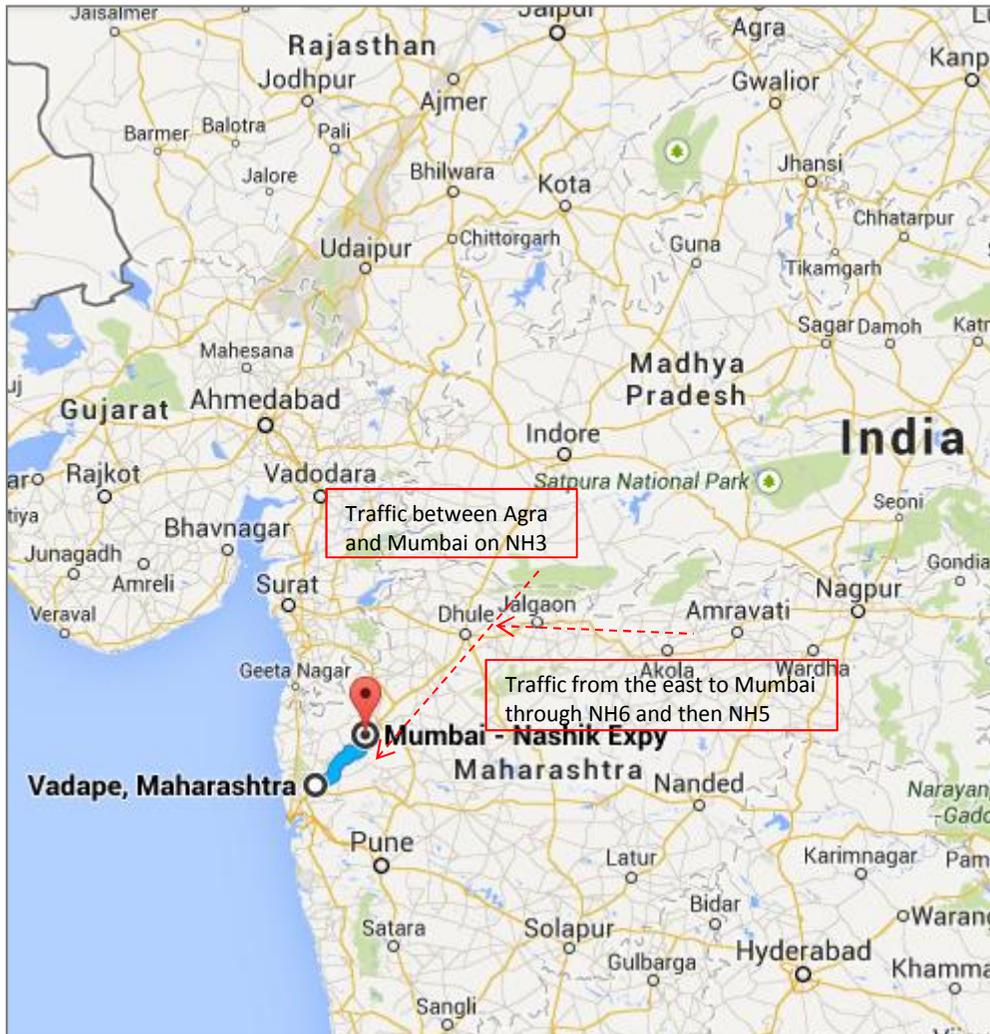
¹ Project cost, debt and equity nos. are as per the latest loan agreement; Management believes that there may have been a cost escalation

² Equity and Inter Corporate Deposits

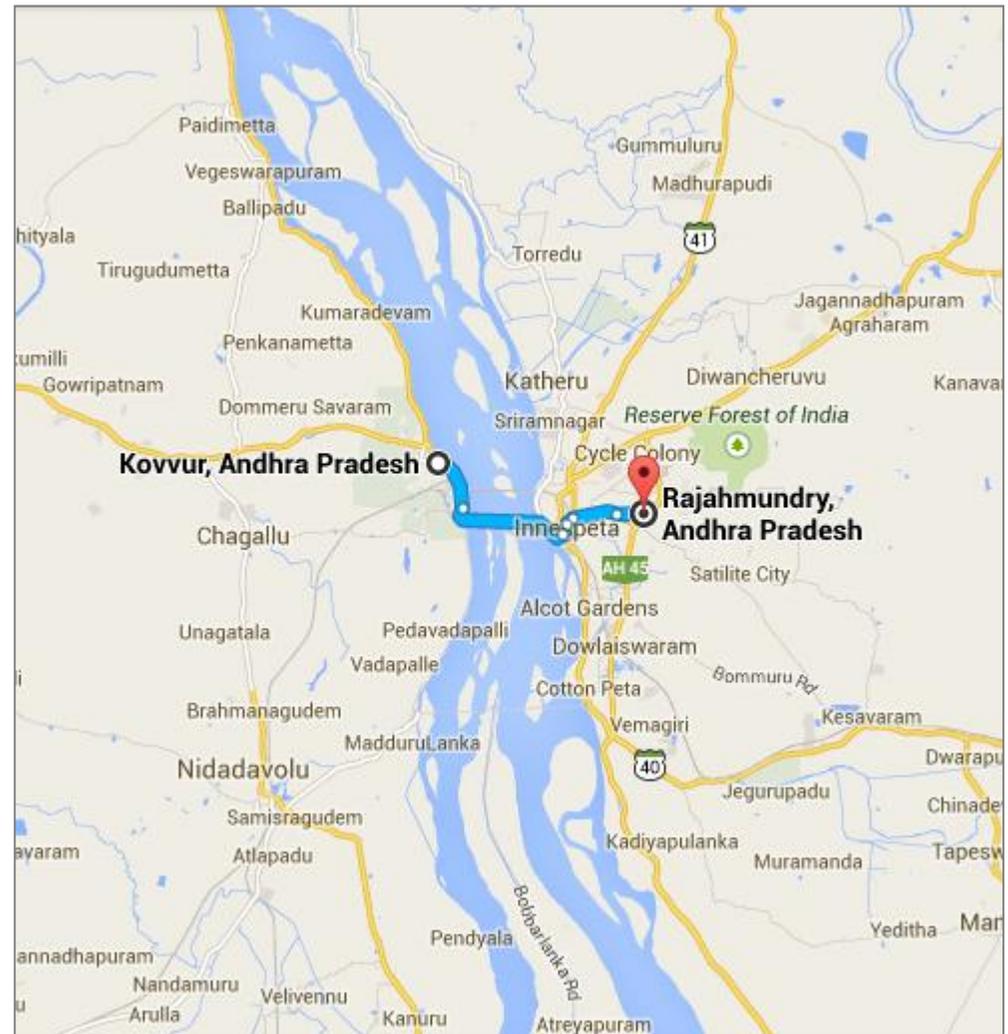


Location of toll assets (1/2)

Mumbai Nasik Expressway Limited

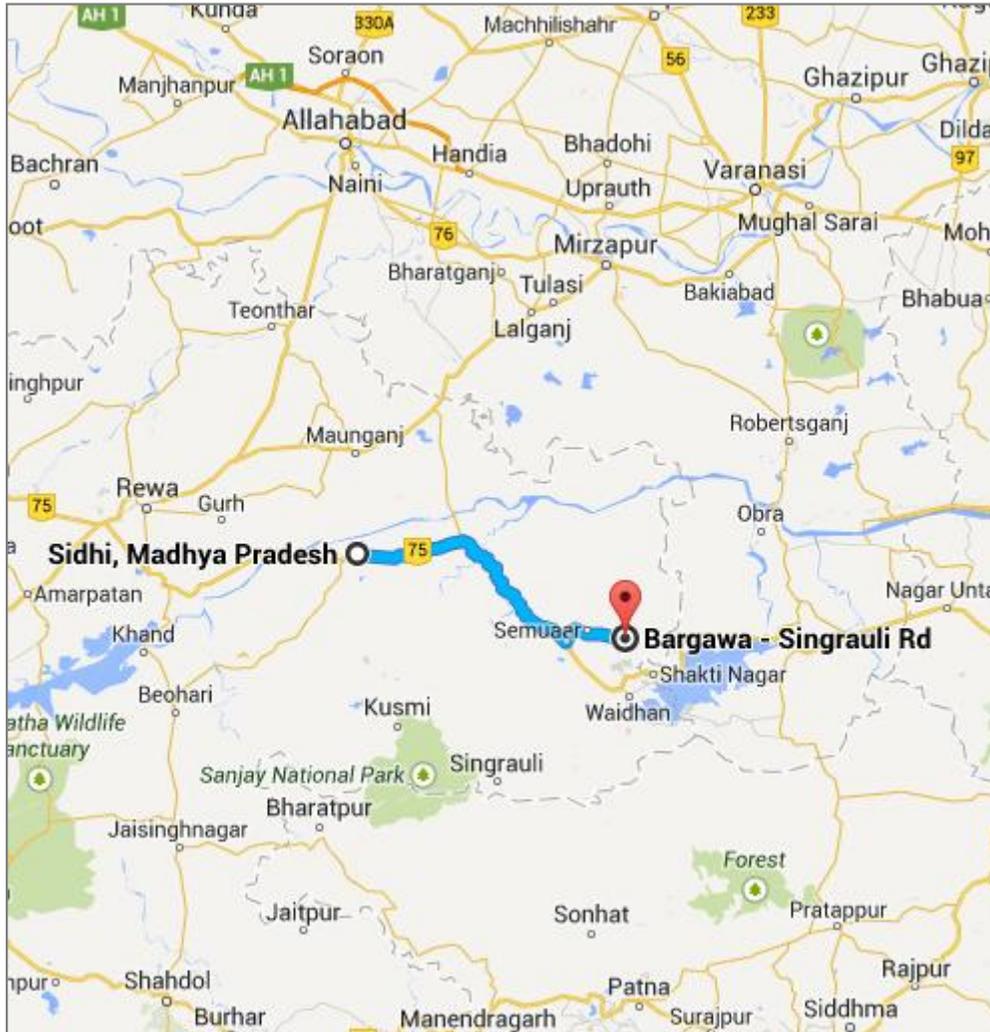


Rajahmundry Godavari Bridge Limited

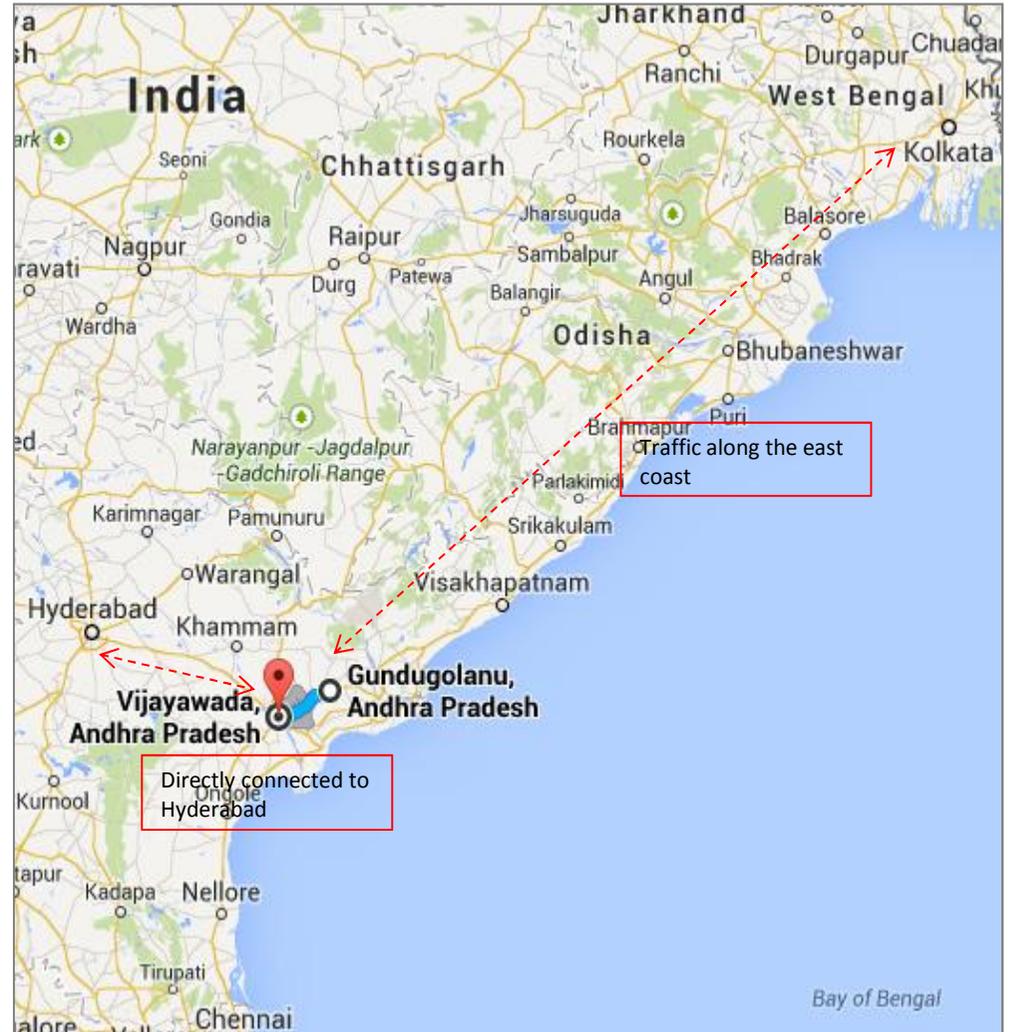


Location of toll assets (2/2)

Sidhi Singrauli Road Project Limited



Vijayawada Gundugolanu Road Project Private Limited

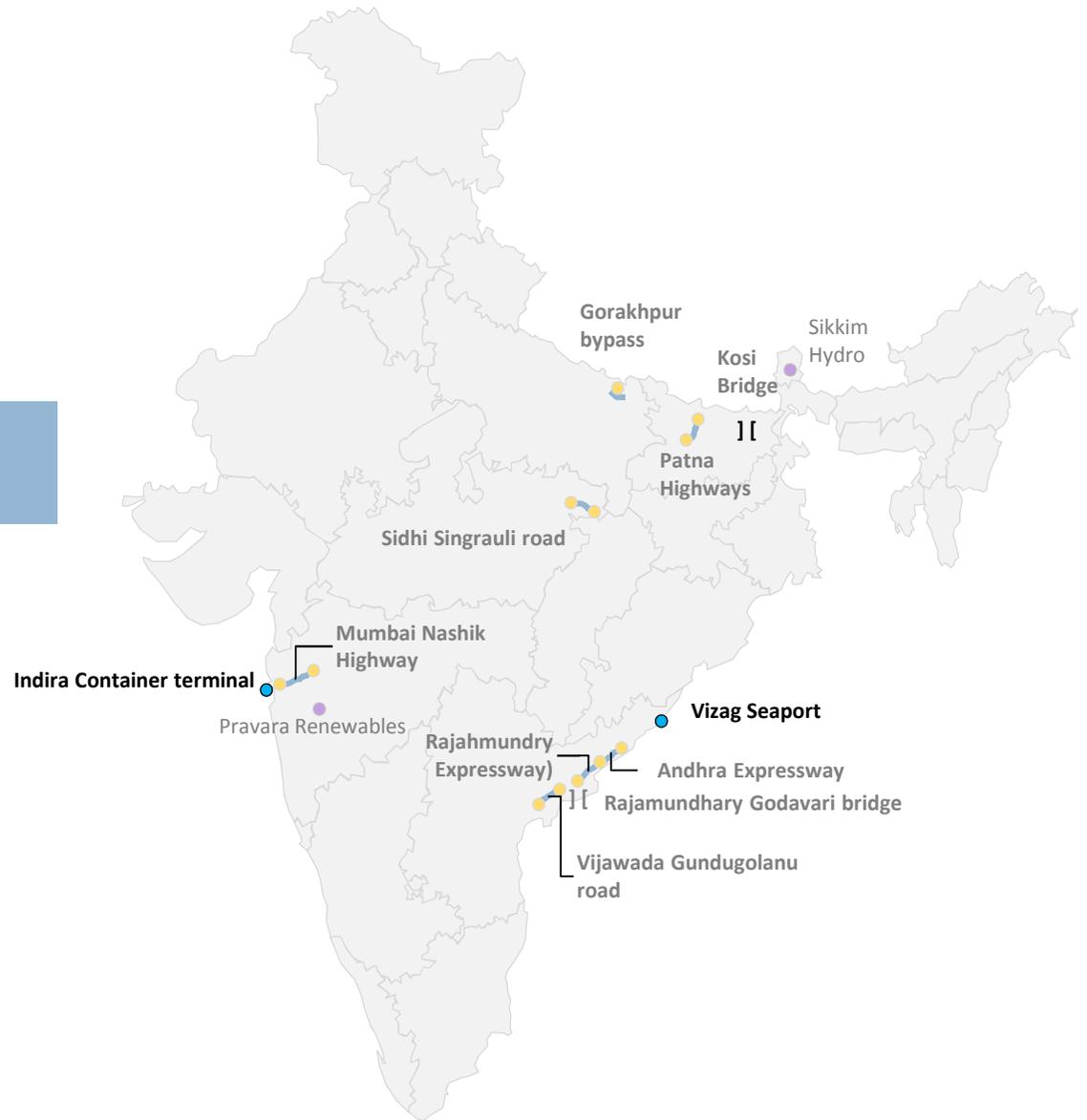


Project Portfolio

Road

Ports

Renewable



Geographic and cargo wise diversified ports asset portfolio

Presence – Port Projects



Portfolio

	Visakhapatnam	Mumbai
SPV Name	Vizag Seaport Pvt. Ltd. (VSPL)	Indira Container Terminal Pvt. Ltd. (ICTPL)
Capacity ¹	9.0 MMTPA	1.2MTEUs
Type of asset	Bulk	Container
Landlord/ Client	Visakhapatnam Port Trust	Mumbai Port Trust
Royalty	17.11% of revenues ²	35.06% of revenues
Status	Operational	Under Execution
Project cost (INRmn) ³	Already operational	10,157
Project Debt (INRmn) ³	Already operational	8,125
Project Equity (INRmn) ³	Already operational	2,031
Equity invested as on Dec 31, 2013 ⁴	872	1,137
Debt as on Dec 31, 2013	2,967	4,558
Concession Period	30 years	30 years

¹ Management estimate

² For calculation of royalty, only berth hire and wharfage revenues are considered

³ Project cost, debt and equity nos. are as per the latest loan agreement; Management believes that there may have been a cost escalation

⁴ Equity and Inter Corporate Deposits



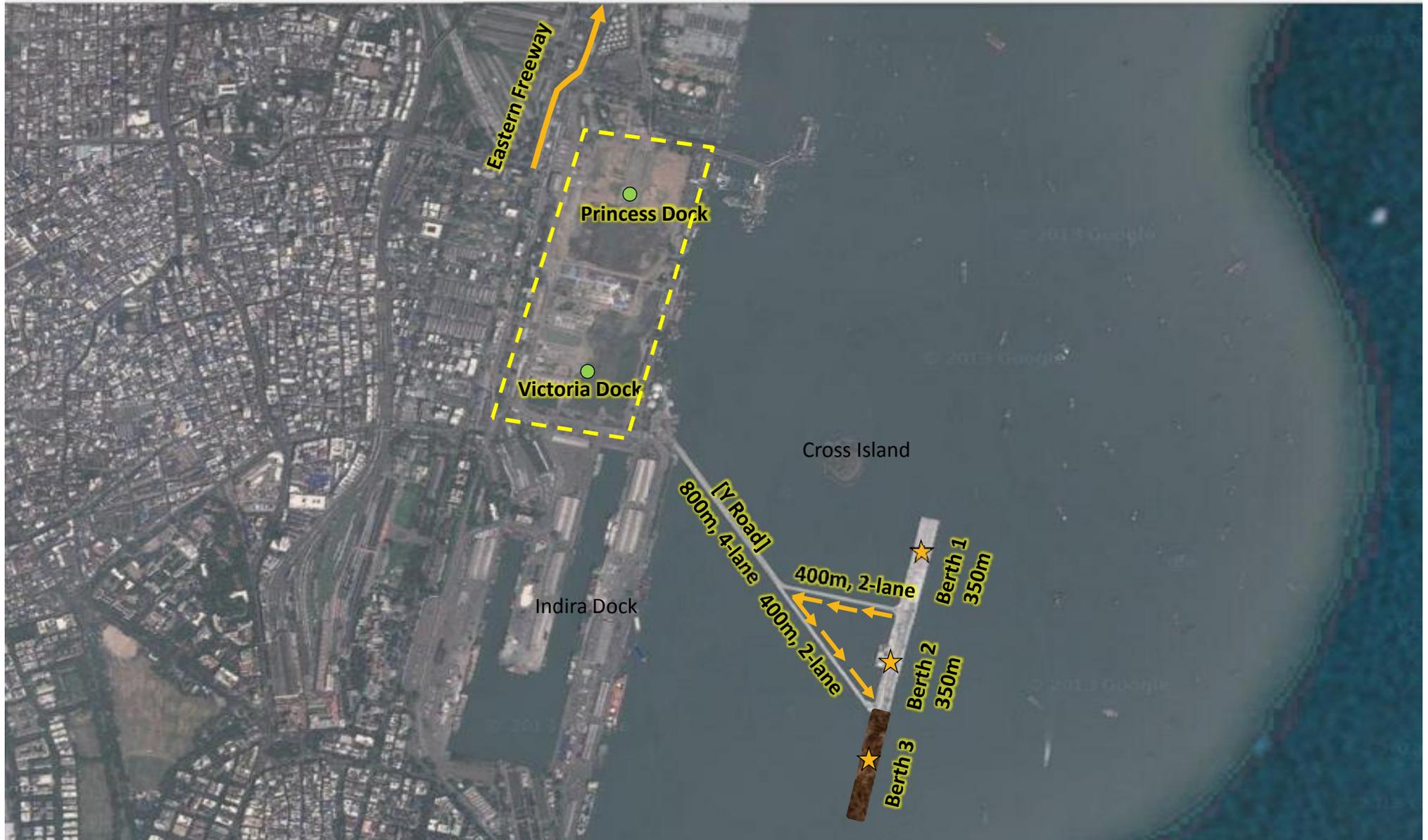
VSPL - Layout



● Bulk cargo berths
 ● Other cargo berths
 ● VSPL Storage facilities
 ★ VSPL berths



ICTPL - Layout



● ICTPL Storage facilities ★ ICTPL berths ■ Proposed berth

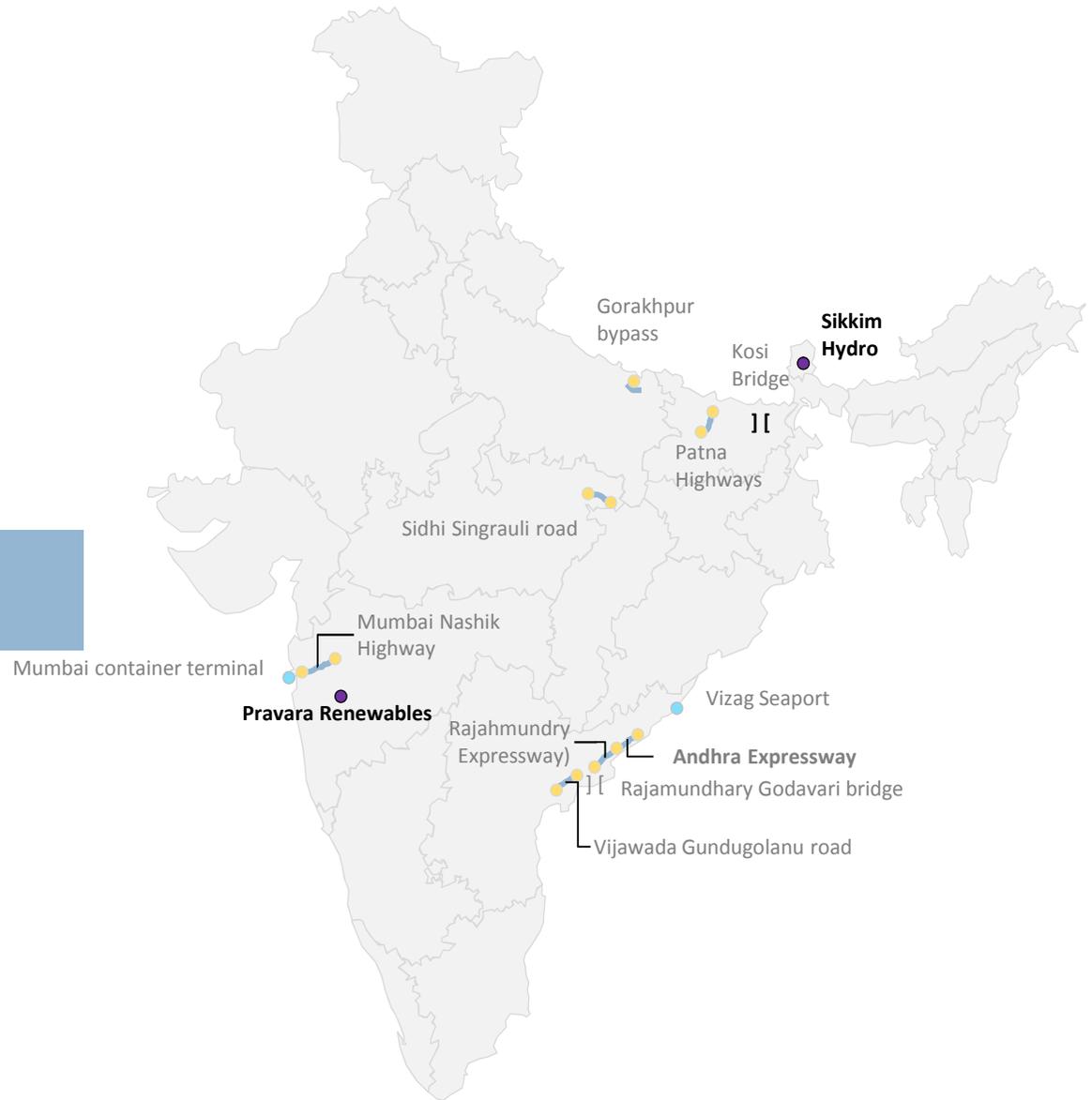


Project Portfolio

Road

Ports

Renewable



Renewable Projects - summary

Presence – Renewable projects



Portfolio

	PREL	SHPVL
SPV Name	Pravara Renewable Energy Limited	Sikkim Hydro Power Ventures Limited
Capacity	30MW	66MW
Type of asset	Biomass	Hydro
Landlord/ Client	Dr. Padmashri Vitthalrao Vikhe Patil Sahakari Sakhar Karkhana Ltd	Independent power producer
Status	Under Execution	Under Execution
Project cost (INRmn) ¹	2,396	4,964
Project Debt (INRmn) ¹	1,917	3,486
Project Equity (INRmn) ¹	479	1,478
Equity invested (Dec'13)	432	954
Debt as on Dec 31, 2014	1,703	-
Concession Period	25 years	35 years

¹ Project cost, debt and equity nos. are as per the latest loan agreement; Management believes that there may have been a cost escalation



Financial Overview – Consolidated

Statement of Profit and Loss (INR mn)

	December - 13 (9 months)	March – 13 (12 months)
Income from Operation	4,542	6,904
Operational Expenditure	1,768	2,230
Operating Income	2,774	4,674
Other Income	65	78
EBITDA	2,839	4,752
<i>EBITDA Margin (%)</i>	<i>63.0%</i>	<i>68.8%</i>
Depreciation	1,195	1,609
Finance Cost	2,190	2,968
Exceptional Item ¹	--	--
PATafter minority interest	(564)	147

Key Balance Sheet Items (INR mn)

	December -13	March -13
Net worth	6,709	7,127
Total Debt	40,178	38,059
Gross Block	31,181	31,155

¹Investments written off



Financial Summary of Projects

(INR mn)	Type of asset	9M Dec'13 Revenues	9M Dec'13 EBITDA	Dec'13 Total Debt	Equity as on Dec 31, 2013 ¹
Operational Assets					
AEL	Road	424	257	913	290
REL	Road	449	272	1,017	290
MNEL	Road	1,112	812	6,650	657
KBICL	Road	493	449	3,512	716
GICL	Road	730	629	5,160	2,265
VSPL	Port	880	436	2,967	872
Total Operational Assets (A)		4,002	2,856	20,219	5,090
Under Execution Assets					
PHPL	Road	-	-	7,637	857
RGBL	Road	-	-	5,294	2,316
VGRPPL	Road	-	-	-	817
SSRPL	Road	-	-	-	1,627
ICTPL	Port	-	(31)	4,558	1,137
PREL	Renewable	-	-	1,703	432
SHPVL	Renewable	-	(3)	-	954
Total Under Execution Assets (B)		-	(34)	19,192	8,140
GIPL – Standalone [C]		726	399²	2,821	-

¹ Equity and Inter Corporate Deposits

² Before exceptional items

³ Without accounting for eliminations and minority interests



Key Investment Highlights

Gammon Infra is a diversified infrastructure player with a well-balanced and unique portfolio...

Presence across Roads, Ports and Renewable



... having a balanced and remunerative road projects portfolio...

Most of the Execution Risks Mitigated; Operational Assets Getting Streamlined



... coupled with a differentiated ports platform...

Presence at east & west coasts; focusing on coal and container cargos



.. And a value accretive pipeline of road and Renewable assets...

Projects likely to attain attractive IRRs with conservative traffic/PLF estimates



... with unparalleled experience across the lifecycle of infrastructure projects

GIPL has abundant experience in activities like bidding, execution, operations and securitization



Thank You

