

2nd June, 2016

To,
The General Manager,
Department of Corporate Services
BSE Limited
1st Floor, P. J. towers,
Dalal Street, Mumbai 400 001

To,
The Manager,
Listing Department,
The National Stock Exchange of India Ltd.
Bandra- Kurla Complex,
Mumbai – 400 051

Dear Sir,

Scrip Code -SUPREMEINFRA/532904

Sub: Submission of Investor Presentation

As per Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have attached the Investor presentation in respect of Audited Financial Results for the Quarter and Year ended 31st March, 2016.

We request you to kindly take above on record and oblige.

Thanking you,

Yours faithfully,

FOR SUPREME INFRASTRUCTURE INDIA LIMITED



VIJAY JOSHI
COMPANY SECRETARY

Encl: As above



SUPREME INFRASTRUCTURE INDIA LTD.

Investor Presentation

Q4 & Full Year FY16

May 2016

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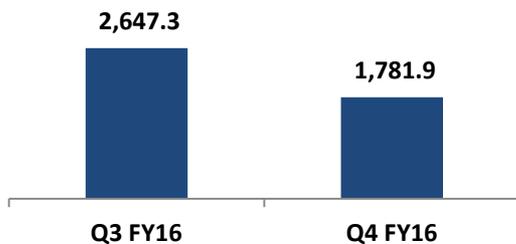
- **Q4 & FULL YEAR RESULT HIGHLIGHTS**
- **ORDER BOOK ANALYSIS**
- **BOT PROJECT UPDATE**
- **DETAILED FINANCIALS**
- **ANNEXURE**
 - **COMPANY OVERVIEW**
 - **PROJECT PROFILE**



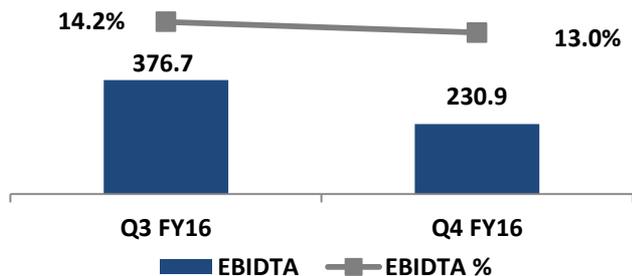
Q4 & FULL YEAR FY16 – STANDALONE RESULT HIGHLIGHTS

All Figures in Rs. Mn.

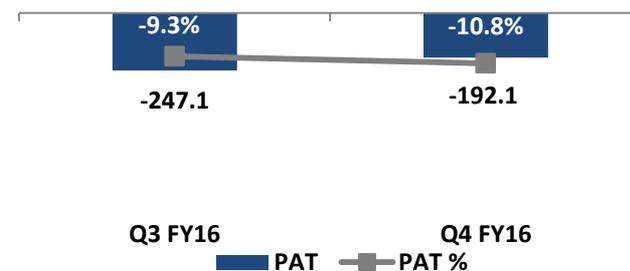
REVENUES



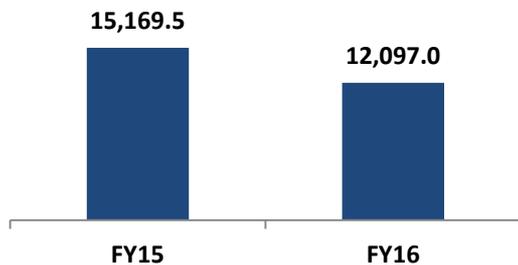
EBIDTA & EBIDTA %



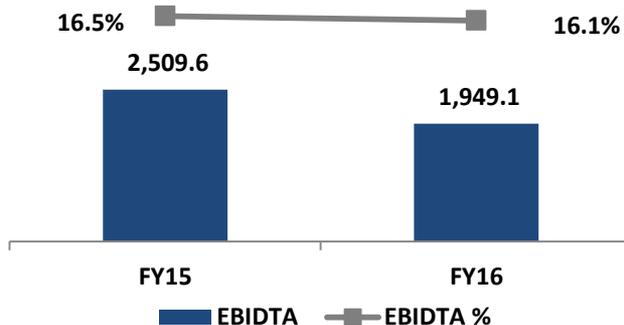
PAT & PAT %



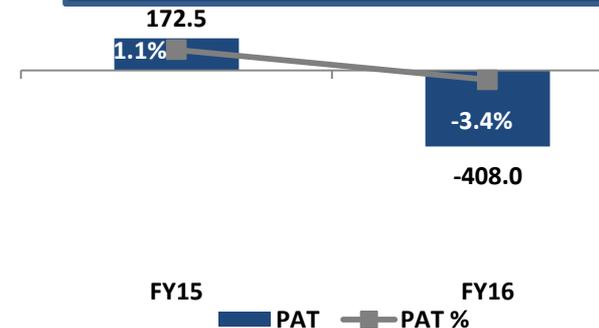
REVENUES



EBIDTA & EBIDTA %



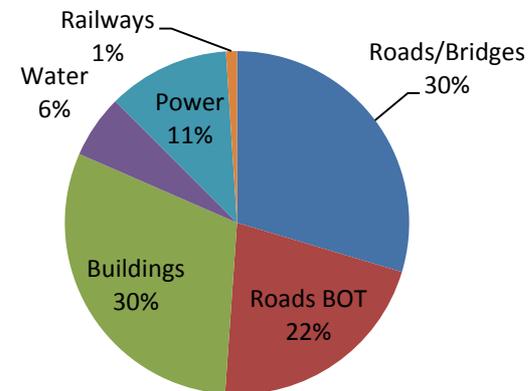
PAT & PAT %



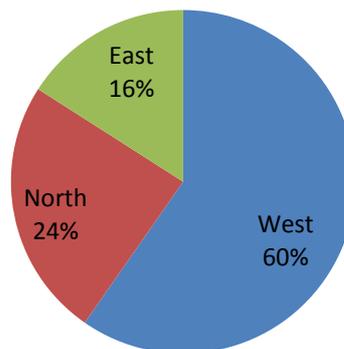
- For FY 2016 – Total Revenues from Operations decreased by 20.3 % to Rs. 12,097 mn on a YoY basis as compared to Rs. 15,169.5 mn in FY2015 primarily due to slow progress in the BOT projects like Panvel Indapur, Jaipur Ring road and Ahmednagar Karmala Tembhorni
- For FY 2016 - EBIDTA has decreased by 22.3% to Rs. 1,949.1 mn. on a YoY basis as compared to Rs. 2,509.6 mn. in FY 2015. (Excluding Other Income and Exceptional Items)
- FY 2016 – EBIDTA Margins % have declined marginally to 16.1% as compared to 16.5% in FY 2015. The company has been able to maintain its EBIDTA margins on a sustainable basis.
- FY 2016 – PAT has declined by -336.6 % to Rs. -408.0 mn from Rs. 172.5 mn in FY15 mainly due to higher Finance / Interest Cost.
- There is exceptional income of Rs 410.13 mn because interest charged by the parent company on Supreme Infra BOT Pvt Ltd

Order Book (In Rs mn)	Confirmed
Road / Bridges	1,2315
Roads BOT	8924
Buildings	1,2656
Water	2471
Power	4767
Railways	427
Total	4,1560

Segmental Breakup



Order Book (Geography wise)



BOT PORTFOLIO – March 2016

OPERATIONAL BOT PROJECTS

All Figures in Rs. Mn.

Particulars	MWB	NK	PNM	VB
Project Cost	5,540	2,340	930	2,140
Equity Stake	74%	51%	100%	100%
3i stake	-	49%	-	-
Economic Interest	100%	100%	100%	100%
Sanctioned Debt	4,132	1,490	650	2,340
Debt outstanding	3,989	1,223	577	1,982
Supreme Equity (incl.3i)	1,820	590	280	600
Equity Infused (incl 3i)	1,790	590	280	600
Avg Toll Revenue/day for FY16 (Rs. Lakh)	8.24	9.32	2.85	6.98
(includes compensation received from PWD)				
Concession Period (years)	28.5	8.5	13.0	20.1
Project Road Length (Kms)	70.9	55.0	55.7	26.0
State	Maharashtra	Maharashtra	Punjab	Maharashtra
Awarding Authority	PWD	PWD	PIDB	PWD

All figures in ₹ Mn, unless otherwise mentioned. We estimate a traffic Growth of 5-7% with project and equity IRR of 18% and 21% respectively.

*MWB: Manor Wada Bhiwandi
PNM: Patiala Nabha Malerkotla
VB: Vasai Bhiwandi*

*NK: Ahmednagar Kopargoan
KB: Kasheli bridge*

BOT PORTFOLIO – March 2016

UNDER CONSTRUCTION BOT PROJECTS

All Figures in Rs. Mn.

Particulars	PI	JRR	AKT	SS	HM	KM	NK Phase-I
Project Cost	12,060	10,450	6,382	3,300	800	1,080	2,360
Equity Stake	64%	40%	51%	46%	98%	74%	100%
3i Stake	-	-	49%	44%	-	-	-
Economic Interest	90%	40%	100%	90%	100 %	74%	100%
Sanctioned Debt	9,000	7,900	4,726	2,880	500	800	1,560
Debt outstanding	7,606	1,960	4,389	2,470	497	610	1,629
Supreme Equity (incl.3i)	3,060	1,020	1,655	960	367	280	800
Equity Infused (incl 3i)	2,611	1,240	1,630	955	330	280	930
Est. Toll revenue/day (Rs. Lakh)	45	35	18	9	4	4	14
Construction Period (mth)	30	21	36	24	24	18	12
Concession Period (years)	21	28	22.9	22.9	24	18	7.1
Project Road Length (Kms)	84	47	61.1	51	1.2	30	42
State	Maharashtra	Rajasthan	Maharashtra	Maharashtra	Maharashtra	Punjab	Maharashtra
Awarding Authority	NHAI	JDA	PWD	PWD	PWD	PPWD	PWD
EPC work allocation	Supreme/ Mahavir	Supreme	Supreme	Supreme	Supreme	Supreme	Supreme
Commercial operational date	Dec 16 *	Sep 17	Sep 16	June 16	Sep 16	July 16	July 16

All figures in ₹ Mn, unless otherwise mentioned.

PI: Panvel Indapur

Tembhurni SS: Sangli Shirol

JRR: Jaipur Ring Road

HM: Haji Malang

AKT: Ahmednagar Karmala

KM: Kotkapura - Muktsar

DETAILED FINANCIALS

STANDALONE P&L STATEMENT

All Figures in Rs. Mn.

Particulars	Q4 FY16	Q4 FY15	YoY %	Q3 FY16	QoQ %	FY16	FY15	YoY %
Income	1,781.9	4,201.7	-57.6%	2,647.3	-32.7%	12,097.0	15,169.5	-20.3%
Expenditure	1,551.0	3,453.5	-55.1%	2,270.6	-31.7%	10,147.9	12,659.9	-19.8%
EBITDA	230.9	748.2	-69.1%	376.7	-38.7%	1,949.1	2,509.6	-22.3%
EBITDA%	13.0%	17.8%	-485 bps	14.2%	-127 bps	16.1%	16.5%	-43 bps
Depreciation	76.8	89.3	-14.0%	76.7	0.2%	306.0	373.0	-18.0%
PBIT	154.1	658.9	-76.6%	300.1	-48.6%	1,643.0	2,136.6	-23.1%
Interest Cost	639.0	612.7	4.3%	629.4	1.5%	2,472.9	1,909.4	29.5%
Other Income	23.4	27.6	-15.4%	10.4	124.7%	97.1	105.9	-8.4%
Exceptional Item	410.1	-	-	-	-	410.1	-	-
PBT	-51.3	73.9	-169.5%	-319.0	-83.9%	-322.6	333.0	-196.9%
Taxes	140.7	76.5	84.0%	-71.8	-295.9%	85.4	160.6	-46.8%
PAT	-192.1	-2.6	7269.7%	-247.1	-22.3%	-408.0	172.5	-336.6%
PAT %	-10.8%	-0.1%	-0.1072 bps	-9.3%	-0.0144 bps	-3.4%	1.1%	-0.0451 bps
Equity (mn shares)	25.7	20.1	5.61	25.7	0.00	25.7	25.7	0.00
EPS	-7.5	-0.1	5661.9%	-9.6	-22.3%	-15.9	6.7	-336.6%

DETAILED FINANCIALS

STANDALONE B/S STATEMENT

All Figures in Rs. Mn.

Particulars	FY 16	FY 15
EQUITIES & LIABILITIES		
Shareholder Funds		
(A) Equity Share Capital	282.0	282.0
(B) Convertible Warrants		
(C) Reserves & Surplus	7034.6	7,442.6
Total - Shareholder Funds	7316.6	7,724.6
Non Current Liabilities		
(A) Long Term Borrowings	10,844.4	9,442.6
(B) Deferred Tax Liabilities (Net)	0.0	0.0
(C) Long Term Provisions	45.9	55.3
Total - Non – Current Liabilities	10,890.3	9,497.9
Current Liabilities		
(A) Short term Borrowings	9,578.3	6,173.5
(B) Trade Payables	1,011.4	1,114.4
(C) Other Current Liabilities	4,696.0	3,576.6
(D) Short Term Provisions	34.2	362.5
Total – Current Liabilities	15,320.0	11,227.0
GRAND TOTAL – EQUITIES AND LIABILITIES	33,526.9	28,449.5

Particulars	FY 16	FY 15
ASSETS		
Non Current Assets		
(A) Fixed Assets	2,664.7	2,965.8
(B) Non-Current Investments	10,505.5	7,085.5
(C) Long Term Loans & Advances	1965.8	3,893.8
(D) Other Non-Current Assets	172.4	48.2
(E) Deferred Tax Assets (Net)	-	85.4
Total - Non – Current Assets	15,308.4	14,078.7
Current Assets		
(A) Current Investments	21.6	23.5
(B) Inventories	845.8	854.6
(C) Trade Receivables	12,717.4	9,333.4
(D) Cash and Bank Balances	354.4	712.0
(E) Short Term Loans and Advances	2244.9	1,859.2
(F) Other Current Assets	2034.5	1,588.0
Total – Current Assets	18218.5	14,370.7
GRAND TOTAL – ASSETS	33,526.9	28,449.5

ANNEXURE

OUR PROJECT PROFILE

ON-GOING PROJECTS



- **Name – Gumla Road Construction**
- **Location – Gumla, Jharkhand**
- **Segment – Roads**
- **Project Size – Rs. 453.2 mn**
- **Client - Road Construction Division, Gumla.**
- **Project Description - Strengthening and widening of Sisai - Basia Road**



- **Name – IIT Mandi**
- **Location – Mandi, Himachal Pradesh**
- **Segment – Buildings**
- **Project Size – Rs. 1794.8 mn**
- **Client - CPWD.**
- **Project Description – Institute for IIT**

OUR PROJECT PROFILE

ON-GOING PROJECTS



- **Name – Mahanadi Institute of Coal Management**
- **Location – Bhubaneswar, Odisha**
- **Segment – Buildings**
- **Project Size – Rs. 1194.9 mn**
- **Client - NBCC**
- **Project Description - Construction of Mahanadi Institute of Coal Management at Bhubaneswar, Odisha.**



- **Name – Chakulia Matihani road**
- **Location - Jharkhand**
- **Segment – Roads**
- **Project Size – Rs. 271.6 mn**
- **Client - Road Construction Division, Ranchi**
- **Project Description - Widening of intermediate lane and Improvement of chakulia matihani road**

OUR PROJECT PROFILE

EXHIBITS OF COMPLETED PROJECTS DURING THE YEAR



- **Name – Prafulla Park – Pumping Station**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 193.2 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Construction of booster pumping station**



- **Name – Chetla Pumping Station- water projects**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 159.7 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Construction of 2.0 MG semi-underground reservoir-cum pumping stations.**

OUR PROJECT PROFILE

EXHIBITS OF COMPLETED PROJECTS DURING THE YEAR



- **Name – Power Distribution Station – Power Project**
- **Location - Thane**
- **Segment – Power**
- **Project Size – Rs. 1270.6 mn**
- **Client - MSEDCL**
- **Project Description – Construction of Power Sub-stations**



- **Name – Mukundapur – Water Project**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 120.6 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Civil design & construction of 0.5 mg semi-underground reservoir-cum pumping station**

COMPANY OVERVIEW

- Supreme Infrastructure India Ltd (SIIL) is a diversified EPC player with presence across multiple EPC segments.
- Incorporated as Supreme Asphalts Pvt. Ltd in 1983 and started as a supplier of aggregates/asphalt to construction companies, later moved up the value chain through forward integration into construction service
- Promoted by Mr.Bhawanishankar Sharma in 1983;Young and dynamic management team

BACKWARD INTEGRATED MODEL

- Fully integrated in terms of raw material availability through ownership of quarries, crusher plants, ready mix concrete (RMC) and wet mix plants.
- One of the key highlights of the company's operations is its strategy of securing access to key raw materials required for construction—aggregates, RMC and asphalt resulting into Industry above EBIDTA Margins.

WELL DIVERSIFIED GEOGRAPHIC & BUSINESS VERTICAL PRESENCE

- Diverse Execution capabilities through our EPC presence in 6 segments (Roads, Bridges, Buildings, Railways, Power and Water Infrastructure)
- Well diversified Geographic presence across 13 states across India – Projects in Haryana, Maharashtra, UP, Rajasthan, Punjab, WestBengal, Assam, Orrissa, Jharkhand
- Caters to variety of clientel across Government as well as Private segment ;worked for NHAI, MMRDA, CPWD, PWD, BMC, IndianRailways, Ramprastha Developers, Mundra Port, RNACorp, NBCC,etc

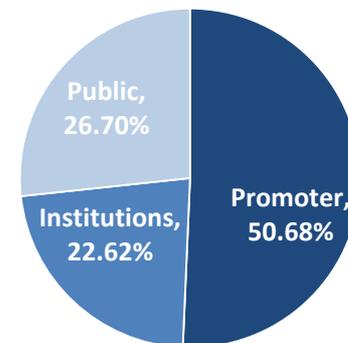
ROBUST BOT PROJECT PORTFOLIO

- Current portfolio of 11 BOT project, of which 4 projects are already operational providing a current Toll of ~ Rs. 3.5 mn per day. Additional 4 projects expected to be operational within current year FY16.
- EPC component of the BOT projects to be executed by the parent company SIIL thus reducing the execution risk.
- Minimal implementation risk with 80-85% of land acquisition already in place. All the project routes are in key commercial corridors attracting huge industrial traffic with no alternate route available.

COMPANY OVERVIEW

SHAREHOLDING STRUCTURE

Category	Mar-16	Dec-15	Sept-15	Jun-15	Mar-15
Promoters	50.68%	50.63%	49.00%	48.98%	50.76%
Institutions	22.62%	22.56%	21.84%	23.48%	24.76%
Public	26.70%	26.81%	29.16%	27.54%	24.48%
Total	100%	100%	100%	100%	100%
Equity Capital (no. of shares)	25.70mn	25.70mn	25.70mn	25.70mn	25.70mn



Key Institutional Shareholders	% Holding
Kitara PIIN 1101	6.42%
ICICI Prudential	4.90%
Eastspring Investments	2.95%
Kotak Mahindra Ltd	2.78%
Premier Investment Fund	1.72%
Jupiter India Fund	1.17%
Total (Including others)	22.62%

COMPANY OVERVIEW

MAJOR CLIENTELE



NHAI



Punjab
PWD



Airports Authority
of India



MMRDA



BMC



JDA



PWD



Indian
Railways



Mumbai
Port Trust



MSEDCL*



Ramprastha



CPWD



Vodafone



DSIIDC



Rolta

UNDERSTANDING OUR BUSINESS MODEL

STRONG EXECUTION CAPABILITIES ACROSS VERTICALS



- Segment – Roads
- Individual Bidding Qualification-Rs, 5,500 mn
- Order Book – Rs. 18,973 mn
- Scope of Work - construction, widening, strengthening, upgrading and maintenance of highways, carriageways and roads



- Segment – Power
- Individual Bidding Qualification - Rs. 1,500 mn
- Order Book – Rs. 2,243 mn
- Scope of work – Power distribution - cable laying and installation of step-down & step-up voltage stabilizers on EPC basis



- Segment – Buildings
- Individual Bidding Qualification-Rs. 3,700 mn
- Order Book – Rs. 18,740 mn
- Scope of Work - Construction of Commercial buildings, Information Technology parks, hospitals, Residential Townships



- Segment – Water Infrastructure
- Individual Bidding Qualification - Rs. 500 mn
- Order Book – Rs. 4,908 mn
- Scope of Work - Design & construction of water pumping stations and water treatment plants. laying of distribution pipeline networks



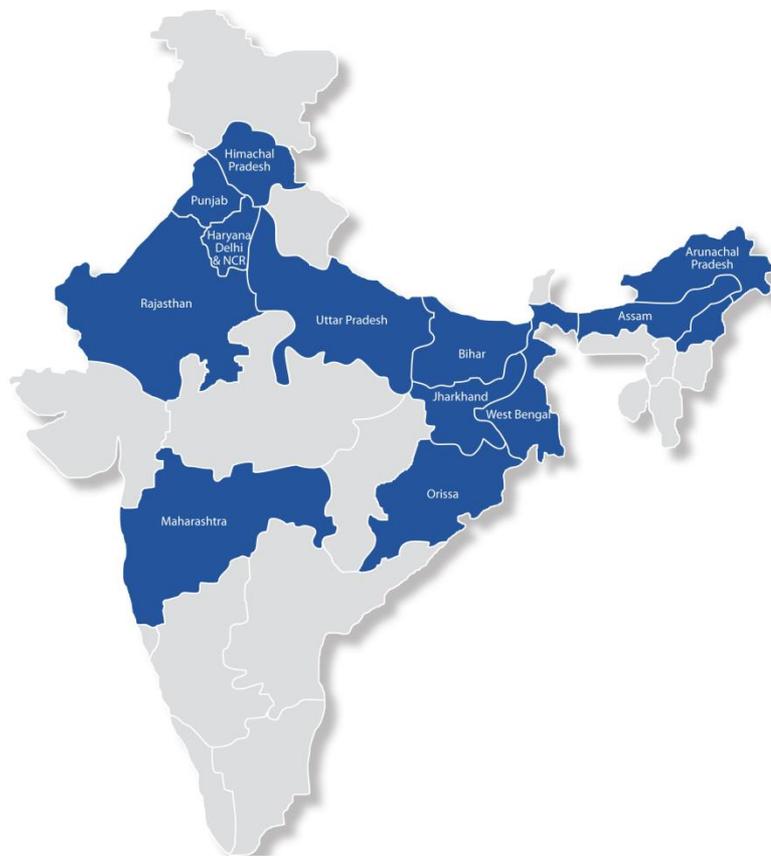
- Segment – Bridges
- Individual Bidding Qualification-Rs. 2,270 mn
- Order Book – Rs. 3,684 mn
- Scope of work – Bridges, Flyovers including Marine structures and Cable Bridges.



- Segment – Railways
- Individual Bidding Qualification - Rs. 1,200 mn
- Order Book – Rs. 413 mn
- Scope of Work - Construction of funicular railway bridges, extension of bridges, extension of platforms and construction of car sheds.

UNDERSTANDING OUR BUSINESS MODEL

DIVERSIFIED PRESENCE FOR SUSTAINABLE FUTURE GROWTH



- Evolved as a pan-India player with a presence across 13 states in India.
- Presence across 6 verticals in the EPC segment.
- Entire Raw material capex already set in all the key geographies.
- Best placed for Long term sustainable growth as Infrastructure development takes place across least developed states.

Upcoming Tenders in next six months in the states where SIIL is present and shall be bidding ; Figures in crores

State	Roads	Bridges	Water	Power	Total
Maharashtra	2,738	373	339	-	3,450
Rajasthan	2,153	-	538	-	2,691
Uttar Pradesh	3,041	17	-	887	3,945
Punjab	4,328	-	-	-	4,328
Himachal Pradesh	1,703	-	-	-	1,703
Jharkhand	782	-	-	-	782
Odisha	2,196	-	-	-	2,196
Others	249	-	-	-	249
Total in Crores	17,190	389	877	887	19,343

UNDERSTANDING OUR BUSINESS MODEL

RAW MATERIAL INTEGRATION

- Backward Integration for raw material availability through ownership of quarries, crusher plants, ready mix concrete (RMC) and wet mix plants.
- Reduces risk with Uninterrupted supply of Raw materials, and ensures Timely Execution of the projects.
- Improving efficiency and Logistic advantage resulting into significant cost saving.

QUARRIES



- Padgha
- Panvel
- Kothputli
- Bichon
- Mohol
- Sundar Pahadi
- Sohar (Oman)

CRUSHING PLANTS



• Powai	100 TPH
• Padgha	200 TPH
• Panvel	200 TPH
• Sangli	200 TPH
• Kothputli	250 TPH
• Bichon	250 TPH
• Mohol	250 TPH
• Sundar pahadi	300 TPH
• Sohar (Oman)	300 TPH

RMC PLANTS



• Powai	75 Cum
• Padgha	75 Cum
• Gurgaon	30 Cum (1 Plant), 70 Cum (1 Plant), 1
• Delhi & NCR	30 Cum (2 Plants), 70 Cum (1Plant)
• Hissar	30 Cum
• Ludhiana	30 Cum
• Talaja	30 Cum (2 Plants)
• Kolkata	20 Cum (3 Plants), 18 Cum (1 Plant)
• Jaipur	75 Cum
• Babina	30 Cum
• Pali	30 Cum

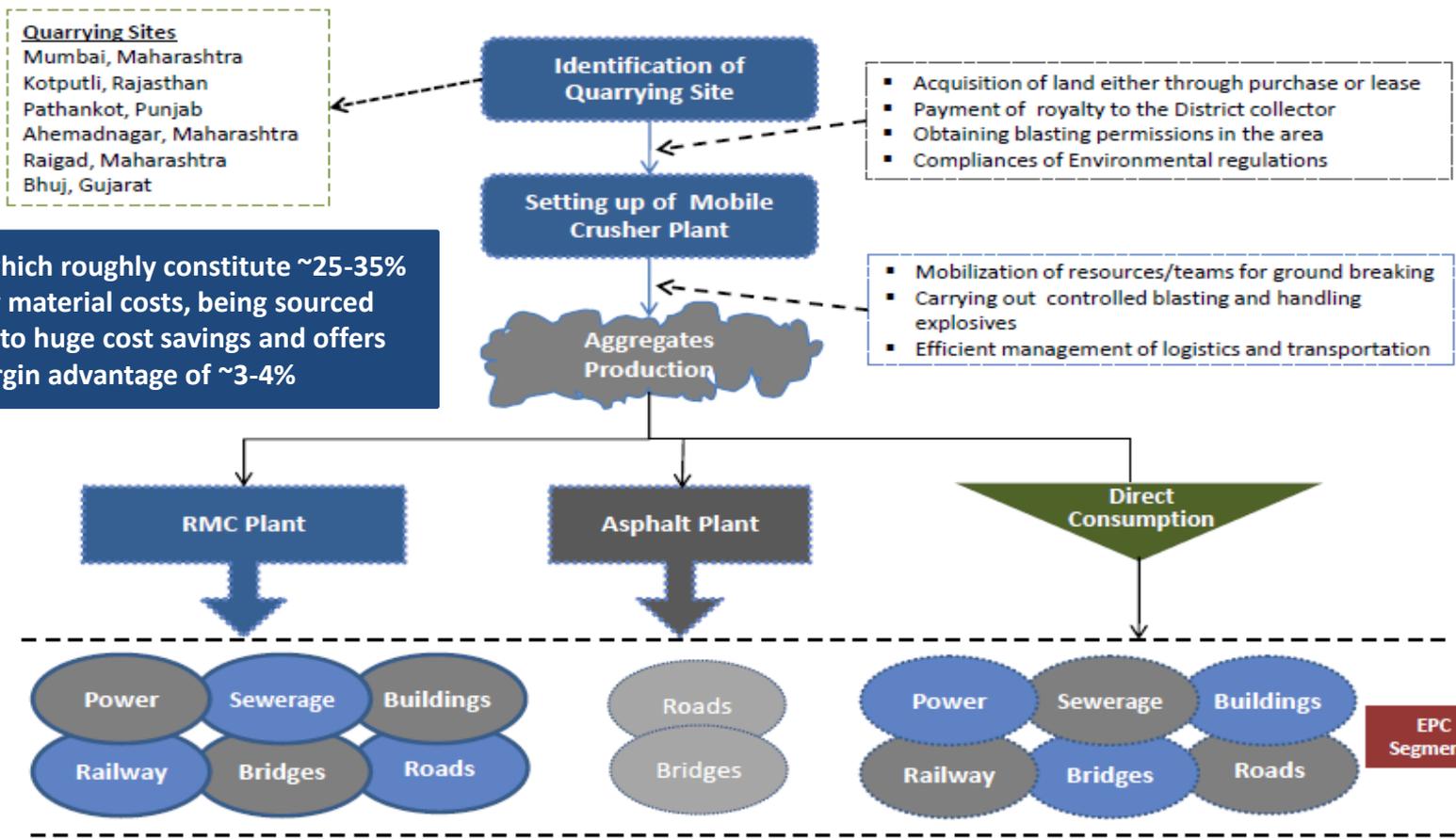
ASPHALT PLANTS



• Padgha	200 TPH & 50 TPH
• Chakuja	60 TPH
• Panvel	160 TPH
• Karmaja (AKT)	160 TPH
• Sangli-Shiroli	160 TPH

UNDERSTANDING OUR BUSINESS MODEL

INTEGRATED EPC MODEL



The aggregates, which roughly constitute ~25-35% of the total raw material costs, being sourced internally, leads to huge cost savings and offers clear margin advantage of ~3-4%

For further details please contact :



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DICKENSON SEAGULL IR

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