#### **IL&FS Transportation Networks Limited**

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F +91 22 2652 3979 Bandra Kurla Complex, W www.itnlindia.com CIN L45203MH2000PLC129790

November 10, 2017

General Manager,

Listing Department, BSE Limited, P.J. Tower, Dalal Street, Mumbai 400 001

**Scrip Code:** <u>533177</u>

Vice President,

Listing Department, National Stock Exchange of India Limited 'Exchange Plaza', Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

Security: IL&FSTRANS EQ

Dear Sirs.

Presentation - Analysts Meet Re:

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the Presentation for the Conference Call scheduled today at 2.45 p.m. to discuss the Financial Results of the Company for the quarter and half year ended September 30, 2017

The same has been uploaded on the Company's website

Thank you

Yours faithfully,

For IL&FS Transportation Networks Limited

Krishna Ghag Vice President & Company Secretary



# IL&FS Transportation Networks Limited Analyst Presentation – November 2017







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With references to projects and project companies, short names and brief descriptions are used which may not be representative of the actual description of the project or the name of the project company. These are used for brevity in the presentation and any person accessing such information may get further details of such project or project companies from other data available on the website of the company or other publicly available data

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### In this presentation...

- Company Overview
- International Presence
- Key Updates
- Portfolio BoT Road Projects
- Key business segments
- Marquee Projects
- Major Milestone
- Project Pipeline
- Order Book
- P&L Account Highlights
- Standalone Revenue & Expense

- Revenue Collection On Operational Road Projects
- BOT Toll Revenue Growth
- Transportation Sector Outlook
- Road Sector Opportunity
- IL&FS Strong Parentage
- Board of Directors
- Key Managerial Personnel
- Road Projects
- Glossary



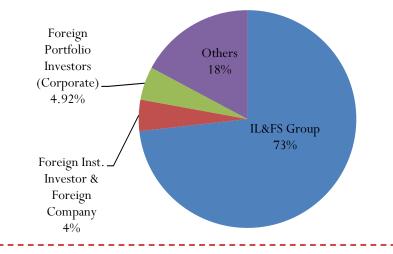
### **Company Overview**

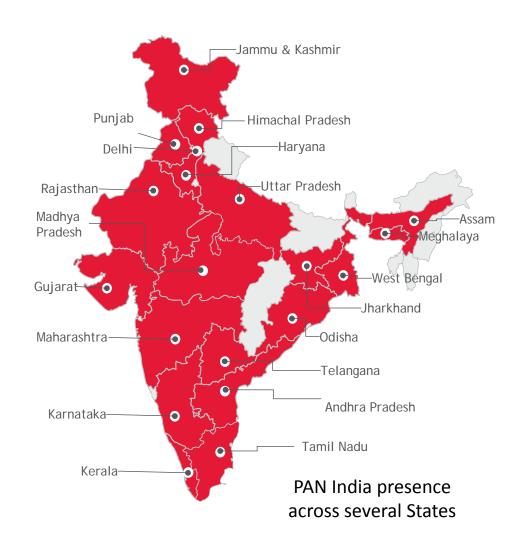
- Leading surface transportation infrastructure company and the largest private sector BoT road operator (in terms of lane kilometer) in India\*
- Pan India presence with projects across several states in India
- Promoted by Infrastructure Leasing and Financial Services Limited (IL&FS) in the year 2000
- 14,016 lane km under its road assets portfolio comprising a mix of Toll & Annuity based projects
- Presence in other sub sectors viz. mass rapid transport system, urban transportation infra system, car parking and border check post systems
- ITNL's International operations are primarily in the road segment and spread across Spain, Portugal, Latin America, UAE and China
- Carries out O&M operations (providing maintenance services for highways, roads, etc.) through Elsamex Maintenance Services Ltd, a subsidiary of ITNL

#### Listed on BSE and NSE with a market capitalization of INR27.7bn<sup>1</sup>

#### Shareholding Pattern

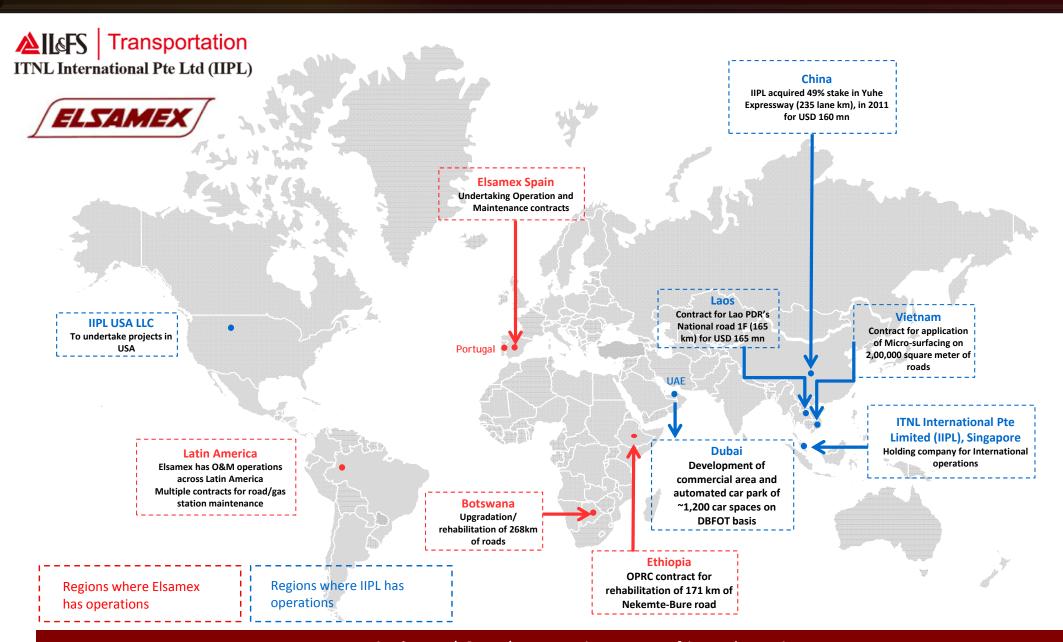
(October 27, 2017)





States with ITNL road presence

### International Presence



Presence via Elsamex\* & IIPL\* across Asia, Europe, Africa and Americas

<sup>\*</sup> Elsamex and IIPL are wholly-owned subisidiaries of ITNL providing maintenance services primarily for highways, roads & gas stations

#### **BUSINESS**

- Project portfolio: BOT Road Projects 30; EPC projects 4 and Non Road projects 5
- Of our 35 total projects (excluding EPC), operational projects are 27 (23 road projects)
- Total road portfolio: 14,016 lane km
- We have received 1<sup>st</sup> Semi-Annuity from CNTL
- Commissioned the 2<sup>nd</sup> Toll Plaza in BAEL, effective October 25, 2017
- Divestment of equity stake in MBEL and GRICL, for an aggregate value of ₹ 163 Crores
- Per day average Toll & Annuity revenue for the quarter ₹ 9.56 crore. Total Traffic PCU growth H1FY18 vs H1FY17 5.4% and Q2FY18 vs Q2FY17 11.89%
- Order Book currently stands at (i) BOT ₹ 11,378 crore, (ii) EPC ₹ 537 crore and (iii) International US\$ 254 million

#### **FINANCIALS**

- Standalone Income from Operations is ₹ 1,020 crore compared to ₹ 997 crore in Q1FY18
- Standalone EBITDA has increased to ₹512 crore (EBITDA margin: 50%) in the current quarter from ₹420 crore (EBITDA margin: 42%) in Q1FY18
- Profit After Tax for the current quarter is ₹ 60 crore

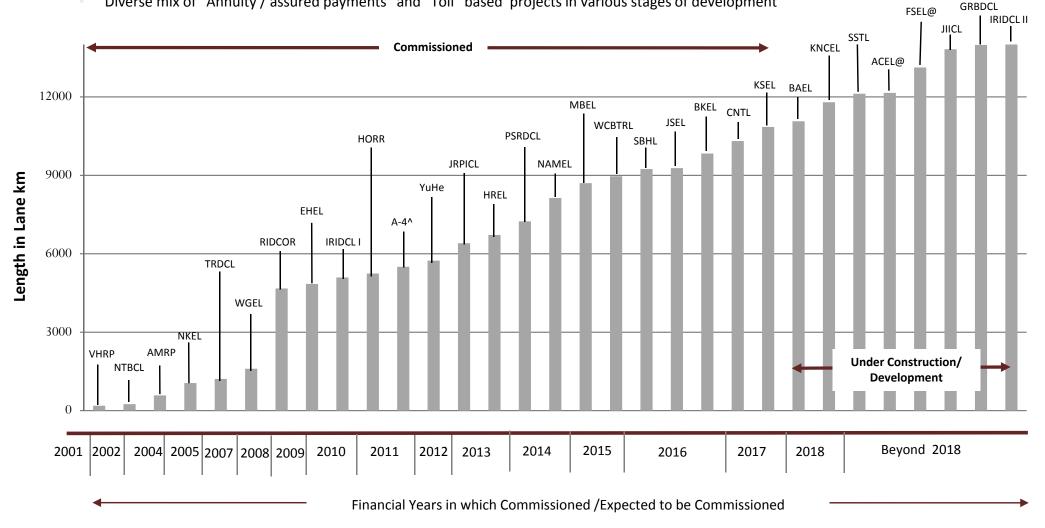
#### **CONSTRUCTION**

- 7 road projects are currently under construction. We have commenced construction in SSTL, JIICL, ACEL, FSEL and GRBDCL
- We expect to commission BAEL by March 2018 and JIICL by March 2019



### Portfolio: BoT Road Projects

- Diverse BOT portfolio of 30 road projects covering 14,016 lane km spread across several states in India
- Diverse mix of "Annuity / assured payments" and "Toll" based projects in various stages of development



ITNL is one of the largest\* Private Sector BOT Road operator in India



### Key business segments

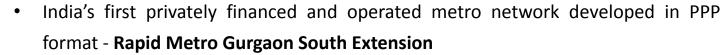


- Concession from a government authority to finance, design, construct and operate an infrastructure facility (primarily road) for limited period of time
- Core business at present with 30 ¹road projects and 5 non-road projects
- Prudent mix of toll and annuity projects to balance stable cash flows along with upside from increased traffic
  - Annuity projects: Fixed annuity amount received from concession authority
  - Toll projects: Toll collected from users in-built clauses in concession agreement for fixed escalation in toll rates at a rate of 3% fixed + 40% on the prevailing WPI
- Hybrid Annuity Model (HAM) announced recently by the Government with partial project cost (~40%) to be borne by the Government ITNL is looking to bid for select HAM projects going forward
- Construction of specific projects with no balance sheet or operational risk
- Historically, ITNL's EPC expertise has been utilized for construction of its own BOT projects
- Going forward, ITNL to bid of external EPC projects as well
- Currently, has 4 ongoing contracts on EPC basis
- Operations and maintenance services for infrastructure projects
- Providing O&M services for both internal as well as external projects



### Marquee projects

- The longest road tunnel in Southeast Asia Chenani Nashri Tunnel
  - The prestigious tunnel in Jammu & Kashmir was inaugurated by the Honorable Prime
     Minister of India, Shri Narendra Modi on March 8, 2017
  - The tunnel's construction was a highly challenging endeavor, which was developed using complex engineering techniques and state of the art systems wile working with the immature rock formations of the young Himalayan terrain



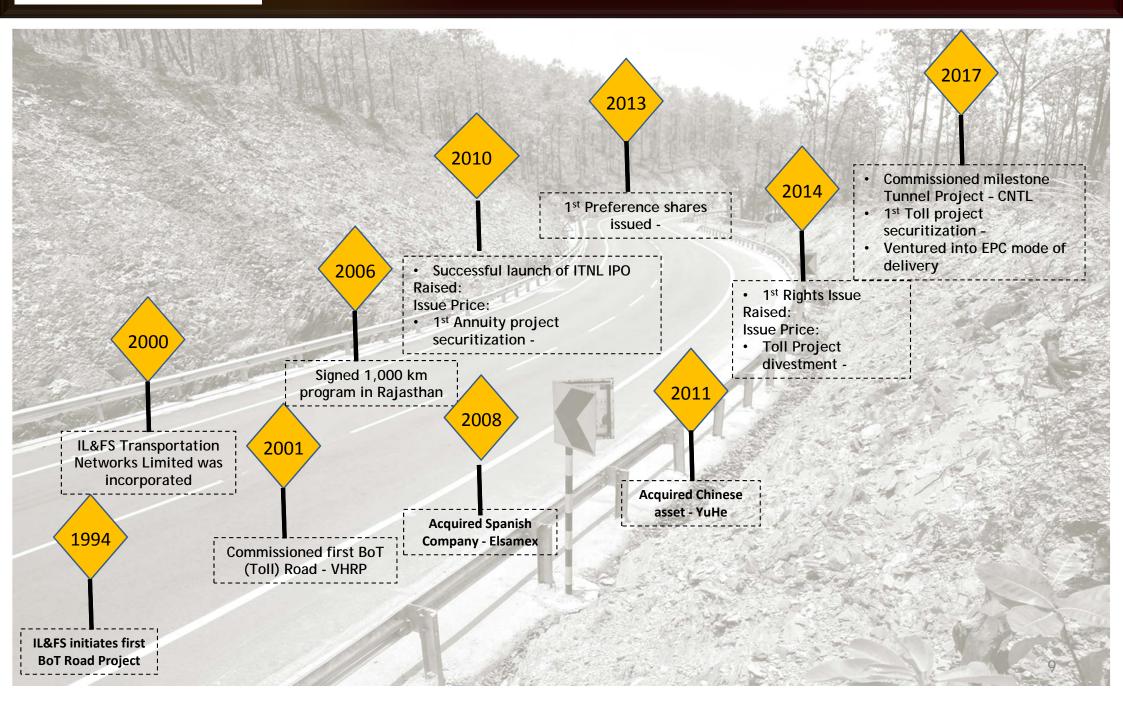
- The first phase of the Rapid Metro project of 5.1 km has been operational since November 2013
- Seamless connectivity between the commercial center of Cyber City to residential areas in Gurgaon
- The stations are designed with spatial modelling with roof structures in tensile membranes, designed to allow natural light and ventilation
- UAE's first PPP project Dubai Supreme Courts and Robotic Automated Car
   Parking Project
  - Developing an integrated multi-use facility to house the offices of the Supreme Court, its supplementary services and a state-of-the-art robotic car park for 1,232 spaces







### Major milestones







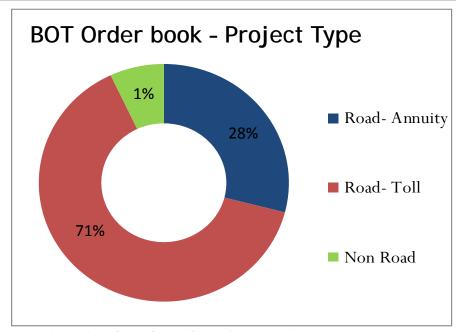
#### As on November 2017

| BID PIPELINE                             |                                    |       |        |  |  |  |
|--|------------------------------------|-------|--------|--|--|--|
|  | Single stage (RFQ cum RFP)         |       |        |  |  |  |
|  | Projects Length (km) Cost (INR Cr) |       |        |  |  |  |
| NHAI / MoRTH*                            | 5                                  | 868   | 13,422 |  |  |  |
| STATE                                    | 4                                  | 725   | 30,450 |  |  |  |
| RAILWAYS / FREIGHT & INDUSTRIAL CORRIDOR | 3                                  | 326   | 5,000  |  |  |  |
| METRO RAIL                               | 1 23 6,478                         |       |        |  |  |  |
| Total                                    | 13                                 | 1,942 | 55,350 |  |  |  |

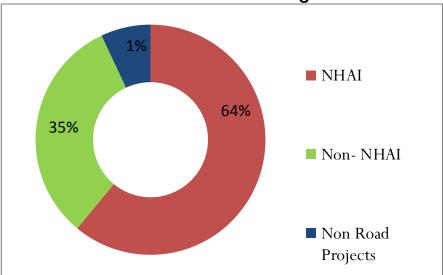
<sup>\*</sup> Includes TOT Bundle 1



### Order Book: Composition & Spread

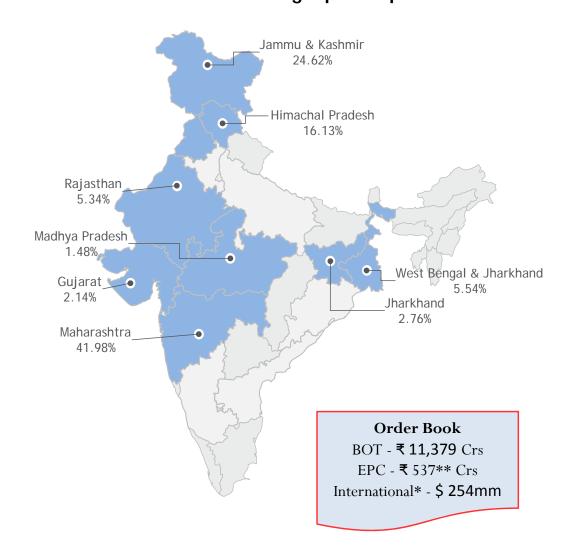


#### **BOT Order book - Sourcing**



#### Order book details as of September 30, 2017

#### **BOT Order book - Geographic Spread**



Incremental Equity Commitment for existing projects is ₹ 1,060 Crore

<sup>\*</sup> Excludes Elsamex \*\* Excludes Zojila Tunnel Project, ITNL has emerged as the Lowest Bidder on July 28, 2017



### **Profit & Loss Accounts Highlights**

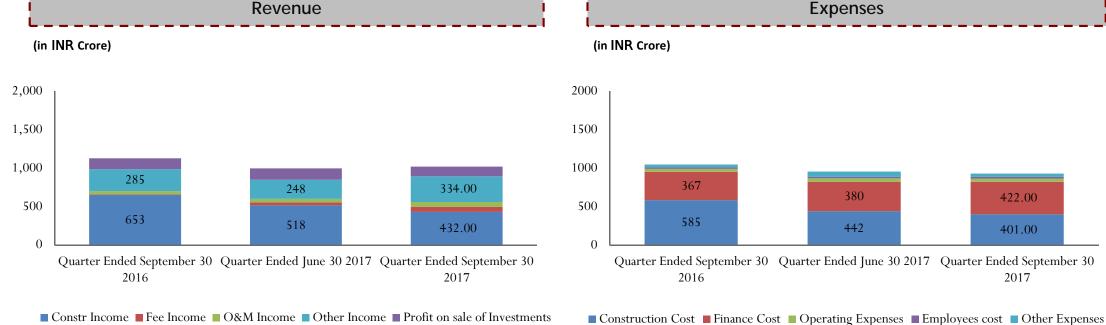
(All figures in INR Crore)

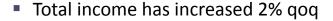
|                        | Standalone                                |                                   |   |                 |                 |  |
|------------------------|---|-----------------------------------|---|-----------------|-----------------|--|
| Key Parameters         | Quarter<br>ended<br>September<br>30, 2017 | Quarter<br>ended June<br>30, 2017 | Quarter<br>ended<br>September 30,<br>2016 | qoq<br>% Change | yoy<br>% Change |  |
| Revenue                | 686                                       | 749                               | 844                                       | -8%             | -19%            |  |
| Other Operating Income | 334                                       | 248                               | 285                                       | 35%             | 17%             |  |
| EBITDA *               | 512                                       | 420                               | 448                                       | 22%             | 14%             |  |
| EBITDA Margin          | 50%                                       | 42%                               | 40%                                       |                 |                 |  |
| Interest               | 422                                       | 380                               | 367                                       | 11%             | 15%             |  |
| Depreciation           | 6   | 6                                 | 5 2                                       | 0%              | 200%            |  |
| Profit Before Tax      | 85  | 35                                | 79  | 143%            | 8%              |  |
| Net Profit             | 60  | 25                                | 5 57                                      | 140%            | 5%              |  |

Results for the quarter ended September, 2017 are in compliance with Indian Accounting Standards ("Ind AS") notified by the Ministry of Corporate Affairs. The results for the quarter ended September 30, 2016 have been regrouped / restated as per Ind AS and are comparable on like to like basis

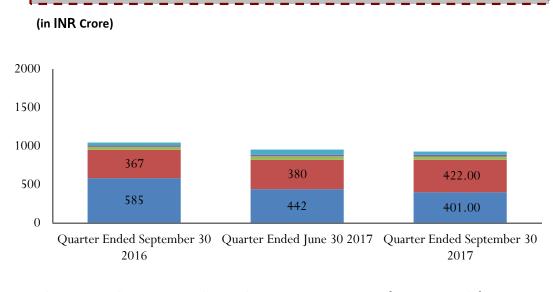


### Standalone Revenue & Expenses





- Construction income has fallen 16% gog due to seasonal factors, however, the same was offset by an increase in **O&M** and advisory income
- Revenue from operations includes profit on sale of part of its equity in a wholly owned subsidiary and an associate
- Other income includes dividend and interest on loans and IndAS adjustments



- During the quarter, overall EBITDA margins have expanded to 50% on the back of higher O&M and advisory income
- EBITDA for the guarter was reported at ₹512 crore, up 21% gog and 14% yoy



### Revenue Collection on Operational Road Projects

|                                     | Not adjusted for ITNL's stake | Average Daily 7 | Toll Collection | (All figures in INR Cr) |
|-------------------------------------|-------------------------------|-----------------|-----------------|-------------------------|
| Toll Projects under Operation       | In Q2 FY 18                   | In Q1 FY 18     | In Q4 FY 17     | In Q3 FY 17             |
| GRICL (Gujarat)                     | 0.37                          | 0.32            | 0.42            | 0.41                    |
| Mega Highways — Rajasthan*          | 0.83                          | 0.90            | 1.00            | 0.60                    |
| Mega Highways – Rajasthan II & III* | 0.27                          | 0.27            | 0.32            | 0.19                    |
| Rajkot to Jetpur — Gondal (Gujarat) | 0.18                          | 0.18            | 0.15            | 0.16                    |
| Beawer Gomti (Rajasthan)            | 0.09                          | 0.09            | 0.08            | 0.09                    |
| Yu He Expressway                    | 1.38                          | 1.32            | 1.31            | 1.27                    |
| A4 Autovia (Spain)                  | 0.37                          | 0.37            | 0.32            | 0.30                    |
| Baleshwar Kharagpur                 | 0.23                          | 0.21            | 0.20            | 0.20                    |
| Pune Solapur                        | 0.34                          | 0.35            | 0.33            | 0.32                    |
| NAMEL                               | 0.39                          | 0.40            | 0.40            | 0.38                    |
| Barwa Adda**                        | 0.23                          | 0.23            | 0.21            | 0.18                    |
| Moradabad Bareilly                  | 0.50                          | 0.53            | 0.49            | 0.46                    |
| Warora Chandrapur                   | 0.11                          | 0.11            | 0.11            | 0.12                    |
| Sikar Bikaner                       | 0.13                          | 0.13            | 0.13            | 0.13                    |
| Khed Sinnar                         | 0.16                          | 0.16            | 0.08            |                         |

| Operational Annuity Projects                      | Annuity receivable Per Annum | Per day |
|---|------------------------------|---------|
| Maharashtra Border to Belgaum (Karnataka)         | 101                          | 0.27    |
| Thirvananthapuram City Roads (Kerala)             | 38                           | 0.10    |
| East Hyderabad Expressway Limited                 | 67                           | 0.18    |
| Hazaribaugh Ranchi Expressway Limited             | 128                          | 0.35    |
| Jharkhand Road Project Implementation Company LTD | 349                          | 0.97    |
| Jorabat Shillong Expressway Limited               | 145                          | 0.40    |
| Chenani Nashri Tunnelway Limited                  | 635                          | 1.72    |



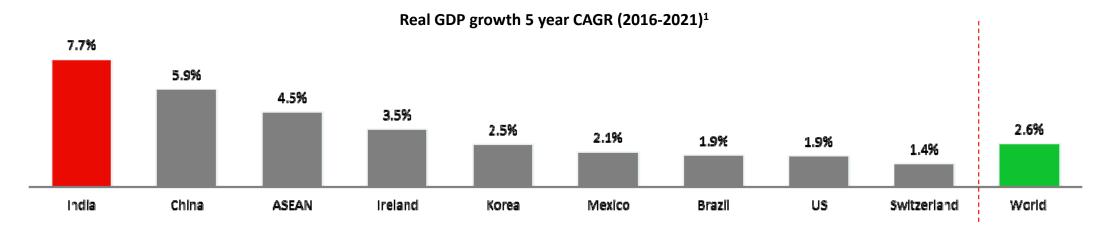
### **BOT Toll Revenue Growth**

| Sr.No | Name of the Project                       | Toll Revenue<br>start date | 2012-13 | 2013-14 | 2014-15 | 2015-16 | NR in Crore)<br>2016-17 |
|-------|---|----------------------------|---------|---------|---------|---------|-------------------------|
| 1     | Ahmedabad Mehsana Road (Gujarat)          | Feb-03                     | 107     | 108     | 120     | 129     | 151                     |
| 2     | Vadodra Halol Road (Gujarat)              | Oct-00                     | 107     | 100     | 120     | 129     | 131                     |
| 3     | Mega Highways - Rajasthan (Ph - I)        | Mar-08                     | 166     | 184     | 189     | 223     | 290                     |
| 4     | Mega Highways - Rajasthan (Ph – II & III) | Oct-11                     | 41      | 53      | 60      | 66      | 91                      |
| 5     | Rajkot to Jetpur - Gondal (Gujarat)       | May-08                     | 46      | 48      | 53      | 54      | 55                      |
| 6     | Beawer Gomti (Rajasthan)                  | Aug-10                     | 18      | 21      | 23      | 27      | 28                      |
| 7     | Baleshwar Kharagpur                       | Dec -15                    |         | 43      | 47      | 57      | 63                      |
| 8     | Pune Solapur                              | Aug -13                    |         | 37      | 71      | 84      | 107                     |
| 9     | NAMEL                                     | Mar -14                    |         | 9       | 145     | 142     | 148                     |
| 10    | Barwa Adda                                | Apr – 14                   |         |         | 45      | 59      | 67                      |
| 12    | Moradabad Bareilly                        | Jan -15                    |         |         | 38      | 170     | 187                     |
| 13    | Warora Chandrapur                         | Dec -15                    |         |         | 10      | 37      | 41                      |
| 14    | Sikar Bikaner                             | Oct -15                    |         |         |         | 16      | 23                      |
| 15    | Khed Sinnar                               | Jan -17                    |         |         |         |         | 7                       |
|       | Total                                     |                            | 467     | 602     | 905     | 1176    | 1258                    |

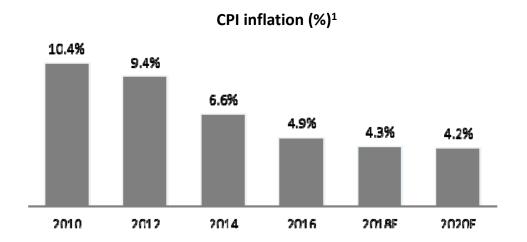
15 Not Adjusted for ITNL stake

### Favourable outlook for the transportation sector

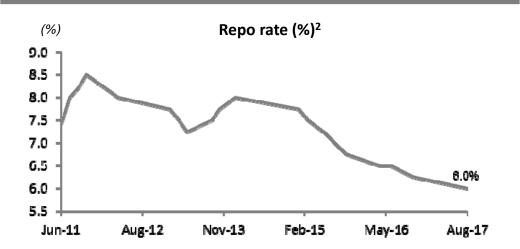
India's position as the fastest growing economy in the world to further strengthen with expected pick up in economic activity...



#### ...supported by easing inflationary pressure and...



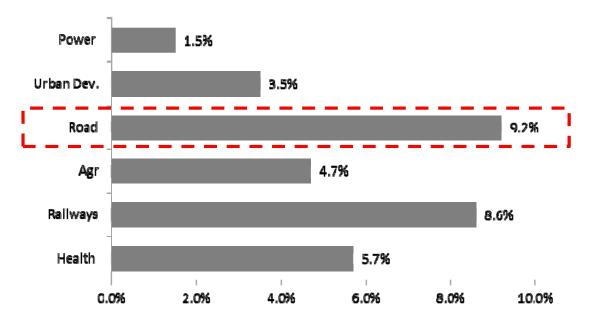
#### ...declining interest rates



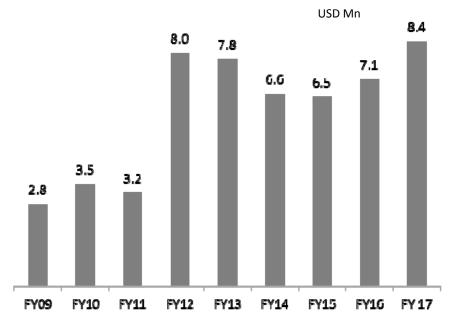


### Road Sector Opportunity

#### **Share of Total Development Expenditure**



#### **Budgetary Allocation to Roads**



#### **Budget FY17 - Highlights**

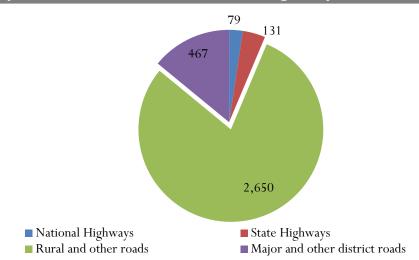
- Allocation for infrastructure-related sectors has risen by 42% y-o-y for FY 2017
- Budget has allocated ₹ 55bn (~US\$8.4bn) for roads and highways to speed up progress in construction
  - Additional amount of ₹ 15bn (~US\$2.4bn) will be raised by NHAI through bonds for investment in the sector
- Additional 10,000 km of national highways projects shall be approved during FY 2017
- 50,000 km of state highways to be taken up for upgradation to national highways
- Allocation of Pradhan Mantri Gram Sadak Yojana has been increased substantially by 26% yoy to ₹ 190 bn; approval of 28 rural road
  projects worth ₹ 4.4bn (US\$ 67.34mn) for constructing roads in Leh and Kargil districts in the Ladakh region of Jammu and Kashmir (J&K)

Source: Budget 2016-17, indiabudget.nic.in

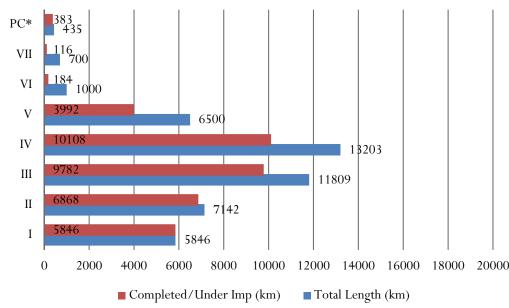


### Road Sector Opportunity

#### Low penetration of state / national highways



#### National Highway Development Program - Overall Progress



#### \* Port Connectivity

#### Bharatmala scheme by the Indian Government

- On Oct 24, 2017; the Indian government approved the biggest ever highway development plan to develop / expand ~83,000km of roads at an investment of ~INR7.0tn by 2022
- Bharatmala (Phase-I of the project) includes construction of 34,800km of roads (10,000km of national highways, 9,000km of economic corridors amongst other kind of transportation like coastal roads, feeder routes etc.)

#### Infra Development Proposed by MoRTH

- Earmarked 20% of investment of US\$ 1 trillion reserved for infrastructure during the 12th Five-Year Plan (2012–17) to develop roads
- 7,000 km of national highways under Bharatmala Pariyojana at an estimated cost of Rs. 800 bn (~US\$ 12 bn)
- 100 operational projects are proposed to be awarded to private sector entities for operations and maintenance for a fixed period in lieu of an upfront fee (under the toll-operate-transfer or TOT model)
- Plans to develop 66,117 km of roads under different programmes , target of building 30 km of road a day from 2016

#### New Hybrid PPP model for Road Sector

- Govt to bear 40% of construction cost, reduced capital outlay for developers
- 60 per cent of the project cost to be funded by Developer through equity contribution and debt
- Revenue risk to be borne by the Govt
- Steps to control input costs like cement
- NHAI to acquire 90% of land and all necessary environment clearances before awarding projects



Authority

13%

### IL&FS - Strong Parentage



Transportation | Energy | Maritime Education & Social Infrastructure

Environment & Waste Management | Information Technology | Water

**Urban Infrastructure Development | Engineering & Construction |** 

**Project Development Advisory** 

#### **FINANCIAL SERVICES**

Investment Banking

Private Equity | Custodial & Trusteeship | Capital Markets | Depository

Services | Mutual Fund

**Shareholding Pattern** 

A leading infrastructure development conglomerate established in 1987

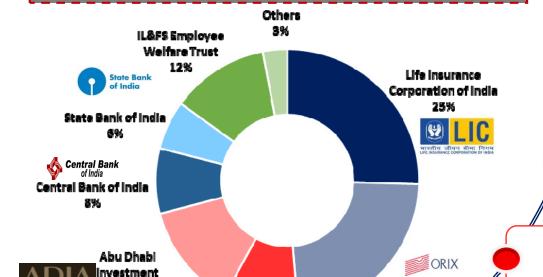
Strategic relationships with the Central Government of India and State (Provincial) Governments

Pioneer of Public Private Partnership in India that develops and finances infrastructure projects on a sustainable basis

Majority shareholdings by State-Owned Entities

Credit Ratings: AAA by India Ratings, AAA by ICRA and AAA by CARE

Expertise across diverse sectors



Housing Development Finance

Corporation Ltd

**ORIX Corporation** 

23%



### **Experienced Board of Directors**

#### **Independent Directors**

#### **Non-Independent Directors**

| Name                  | Designation / Background   |
|-----------------------|--|
| Mr Deepak<br>Dasgupta | Chairman; Former Chairman, NHAI  |
| Mr RC Sinha           | Former Vice Chairman & MD,<br>Maharashtra Airport Development<br>Company Limited |
| Mr HP Jamdar          | Former Principal Secretary,<br>Government of Gujarat                             |
| Ms Neeru Singh        | Former Indian Administrative Officer   |

| Name                    | Designation                          |
|-------------------------|--------------------------------------|
| Mr Ravi<br>Parthasarthy | Chairman, IL&FS                      |
| Mr Hari Sankaran        | Vice Chairman and MD, IL&FS          |
| Mr Arun K Saha          | Joint Managing Director & CEO, IL&FS |
| Mr Pradeep Puri         | Former Indian Administrative Officer |
| Mr K Ramchand           | Managing Director                    |
| Mr Mukund Sapre         | Executive Director                   |



### Key Managerial Personnel



He has over 32 years of experience in urban and transport infrastructure development sector

### Mukund Sapre Executive Director

He has over 28 years of experience in the industry

#### Harish Mathur Technical Director

Has over 33 years of experience in various road construction projects

### Dilip Bhatia Chief Financial Officer

He has over 24 years of experience in Finance, Operations, investor relations and Business development.

### S C Mittal Chief Executive

He has over 30 years of experience in the industry

### Krishna Ghag VP & Company Secretary

He has over 30 years of experience in the industry. He is the compliance officer, legal adviser, Company Secretary and Head – Investor Relations

# Road Projects



| <u> </u>  |  |  |   |   |   |
|---|--|--|---|---|---|
| Name of Project   | North Karnataka<br>Expressway Limited (NKEL)   | West Gujarat Expressway<br>Limited (WGEL)  | Noida Toll Bridge (NTBCL)   | Vadodara Halol Toll Road<br>(GRICL)   | Ahmedabad - Mehsana<br>Road (GRICL)   |
| Authority   | NHAI   | NHAI   | NOIDA   | Govt. of Gujarat  | Govt. of Gujarat  |
| State   | Karnataka  | Gujarat  | Delhi & Noida   | Gujarat   | Gujarat   |
| Concession Type   | Annuity  | Toll   | Toll  | Toll  | Toll  |
| Project (Lane Km)   | 472  | 389  | 60  | 52  | 23  |
| Project Cost (Rs Cr)  | 600  | 276  | 589   | 466   |   |
| Debt Outstanding as at<br>June 30, 2017 (Rs. Cr)<br>(Long Term) | 172.35   | 143  | 45<br>March 31 2017   | 28  | <b>30</b>   |
| GRANT (Rs. Cr)  | -  | 18 (Premium)   | -   |   |   |
| Date of Commencement of Commercial Operation                    | July 19, 2004  | March 17, 2008   | Feb 07, 2001  | Oct 24, 2000  | Feb 20, 2003  |
| Concession Period   | 17.5 years   | 20 Years   | 30 years (extendable)   | 30 years (extendable)   | 30 years (extendable)   |
| Description   | 4 laning of the section of<br>the Belgaum to<br>Maharashtra Border on<br>BOT (Annuity) basis | Widening / Improvement<br>of the Rajkot – Jeptur -<br>Gondal Section from 2 lane<br>to 4 lane; on National<br>Highway No. 8 B in state of<br>Gujarat | Development of a toll<br>bridge and approach roads<br>connecting Delhi to NOIDA<br>on BOT basis | Development of Vadodara<br>Halol road SH 87 with<br>service road in the state of<br>Gujarat on BOOT Basis | Development of<br>Ahmedabad Mehsana Road<br>(SH-41 and 133) in the<br>state of Gujarat on BOOT<br>Basis |



|   | Thiruvananthapuram City Roads (Phase I               |   | Mega Highways Project Rajasthan  |
|---|--|---|--|
| Name of Project   | & II) (TRDCL)  | Narketpally - Addanki (NAMEL)   | (RIDCOR) Phase I & II  |
| Authority   | KRFB   | Govt. of Andhra Pradesh   | Govt. of Rajasthan   |
| State   | Kerala   | Andhra Pradesh  | Rajasthan  |
| Concession Type   | Annuity  | Toll  | Toll   |
| Project (Lane Km)   | 119.47   | 888   | 2705   |
| Project Cost (Rs Cr)                                      | 360<br>(Total TRDCL Cost)                            | 1910  | 2255   |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term) | 195<br>(Total TRDCL Debt)                            | 1018  | 2139   |
| GRANT (Rs. Cr)  | -  | 467   | 215 (Interest free loan from GOR)  |
| Date of Commencement of Commercial Operation              | Phase I - Nov 15, 2006<br>Phase II - Feb 22. 2012    | Provisional Completion Certificate – 2 Jan<br>2014  | Various Dates  |
| Concession Period   | 17.5 Years   | 24 years  | 32 Years   |
| Description   | Thiruvananthapuram City Roads<br>Improvement Project | 4-Laning of Narketpally – Addanki –<br>Medarametla Road (SH-2) in Andhra<br>Pradesh on DBFOT (Toll) basis | Improvement of following project road stretches - Phalodi to Ramji ki Gol, Hanumangarh to Kishangarh, Alwar to Sikandra, Lalsot to Kota and Baran to Jhalawar of Phase I & Alwar to Bhiwadi Arjunsar to Pallu Hanumangarh to Sangaria Jhalawar to Jhalawar Road Khushkheda to Kasola Chowk of phase II |
|   |  |   | 24   |



| Name of Project  | East Hyderabad<br>Expressway Ltd (EHEL)   | Jharkhand Accelerated Road Development Programme (JRPICL)   | Hazaribagh Ranchi<br>Expressway Limited (HREL)   | Pune Sholapur Road<br>Development Company<br>Limited (PSRDCL)   |
|--|---|---|--|---|
| Authority  | HUDA  | GOJ   | NHAI   | NHAI  |
| State  | Andhra Pradesh  | Jharkhand   | Jharkhand  | Maharashtra   |
| Concession Type  | Annuity   | Annuity   | Annuity  | Toll  |
| Project (Lane Km)  | 173   | 664   | 319  | 571   |
| Project Cost (Rs Cr)                                       | 472   | 2553  | 1132   | 1963  |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | 163   | 2492  | 913  | 1074  |
| GRANT (Rs. Cr)   | 78  | -   | -  | 285   |
| Date of Commencement of Commercial Operation               | March-2011  | RRR- 21 September, 2012<br>RPR I – 12 October, 2012<br>RPR II- April 2014<br>AdityaPur Kandra – 31 Jan 2013<br>CKC – 30 Nov 2014  | Sept 2012  | PCC on Aug 23, 2013<br>COD on Feb 3, 2016   |
| Concession Period  | 15 Years  | RRR- 17.5 Year<br>RPR I – 17.5 Year<br>RPR II – 17.5 Year<br>AdityaPur Kandra –15.75 Year<br>CKC – 18.3 Year  | 18 Years   | 20 Years  |
|  | 8 – Laning Outer Ring Road<br>in Hyderabad from Pedda<br>Amberpet to Bongulur on<br>BOT (Annuity) basis | Improvement works of Jharkhand Roads - Ranchi Ring Road - Ranchi Patratu -Four Laning of Adityapur-Kandra and Patratu to Ramgarh Road - Two lanning of Chaibasa Kandra Chowka | 4 laning of Hazaribagh –<br>Ranchi Section Of NH-33 in<br>State Of Jharkhand On BOT<br>(Annuity) Basis | 4 laning of Pune - Sholapur<br>Section of NH-9 from in the<br>state of Maharashtra under<br>NHDP phase III on DBFOT<br>basis. |



| Name of Project   | Beawar Gomti Road (IRIDCL)   | Moradabad to Bareilly (MBEL)                               | Chandrapur Warora (WCBTRL)   | Sikar Bikaner   |
|---|--|--|--|---|
| Authority   | Department of Road<br>Transportation and Highways,<br>GOI  | NHAI   | PWD, Maharashtra   | PWD, Rajasthan  |
| State   | Rajasthan  | Uttar Pradesh  | Maharashtra  | Rajasthan   |
| Concession Type   | Toll   | Toll   | Toll   | Toll  |
| Project (Lane Km)   | 248  | 522  | 275  | 540   |
| Project Cost (Rs Cr)  | 351  | 3066   | 689  | 901   |
| Debt Outstanding as at June 30,<br>2017 (Rs. Cr) (Long Term ) | 293.04<br>(For IRIDCL I & II)  | 1669   | 331  | 400   |
| GRANT (Rs. Cr)  | 39   | 443  | 176  | 247   |
| Date of Commencement of Commercial Operation                  | Oct-2009   | Jan - 2015   | Dec - 2014   | Oct 2015  |
| Concession Period   | 30 Years   | 25 years   | 30 years   | 25 years  |
| Description   | Widening of 2-lane road to 2-<br>lane + Paved Shoulder in Beawar<br>– Gomti Section of NH- 8 in the<br>State of Rajasthan on DBFOT<br>(Toll) Basis | 4 Laning Of Moradabad Bareilly<br>Section in Uttar Pradesh | 4 Laning of Warora Chandrapur<br>Ballarpur Bamni road in<br>Maharashtra on DBFOT basis | Development and Operation of<br>Two laning of Sikar Bikaner<br>Section in Rajasthan |



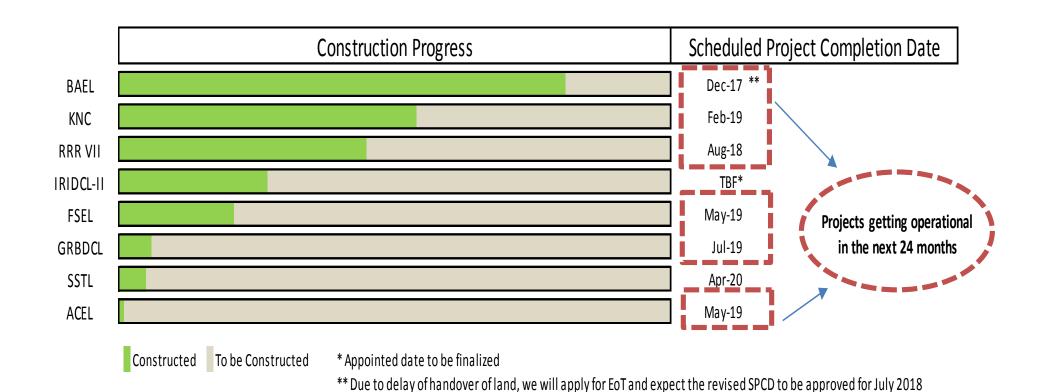
| Name of Project  | Jorabat Shillong<br>(JSEL)  | Baleshwar Kharagpur Road (BKEL)  | Mega Highways Project,<br>Rajasthan (RIDCOR) III       | Thiruvananthapuram City Roads<br>(Phase II & III) (TRDCL) |
|--|---|--|--|---|
| Authority  | NHAI  | NHAI   | Govt. of Rajasthan                                     | KRFB  |
| State  | Assam & Meghalaya   | West Bengal & Orissa   | Rajasthan  | Kerala  |
| Concession Type  | Annuity   | Toll   | Toll   | Annuity   |
| Project (Lane Km)  | 262   | 477  | 362  | 39  |
| Project Cost (Rs Cr)                                       | 824   | 660  | 449  | Included in TRDCL Cost Above                              |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | 689   | 395  | 381  | Included in TRDCL Loan Above                              |
| GRANT (Rs. Cr)   | -   | 35 (Premium)   | 127 (Interest Free Loan from GOR)                      | 119 (Award)   |
| Date of Commencement of Commercial Operation               | Jan 2016  |  | June 2016  | May 2016  |
| Concession Period  | 20 years  | 24 years   | 32 years   | 15 years  |
| Description  | 4 Laning of Jorabat-Shillong<br>(Barapani) section of NH-40 in<br>Assam & Meghalaya on a DBFOT<br>(Annuity) basis | Construction of New Structures<br>& Repair of existing Four Lane<br>NH from Kharagpur to Baleshwar<br>(NH-60) in Orissa and West<br>Bengal on DBFOT (Toll) Basis | project road stretches aggregating 181.07 km - Mathura | Thiruvananthapuram City Roads<br>Improvement Project      |



| Name of Project  | Chennani - Nashri (CNTL)   | Khed Sinnar  |
|--|--|--|
| Authority  | NHAI   | NHAI   |
| State  | Jammu & Kashmir  | Maharashtra  |
| Concession Type  | Annuity  | Toll   |
| Project (Lane Km)  | 38   | 557  |
| Project Cost (Rs Cr)                                       | 5269   | 2015   |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | 3920   | 1166   |
| GRANT (Rs. Cr)   | -  | 297  |
| Date of Commencement of Commercial Operation               | March 2017   | Jan 2017   |
| Concession Period  | 20 years   | 20 years   |
| Description  | 4 Lanning of Chenani to Nashri section of NH-1A including 9 Km long tunnel on DBFOT (Annuity) basis in Jammu and Kashmir | Four-Laning of Khed -Sinnar Section of NH-50 from 42.000 km to 177.000 km in the State of Maharashtra under NHDP Phase IV B on DBFOT Basis |



### Status – Project under Construction



Indicates Physical Progress



### Project Development / Construction

| Name of Project  | Kiratpur Ner Chowk (KNEL)  | Barwa Adda Panagarh  | Beawer Gomti (Additional)  |
|--|--|--|--|
| Authority  | NHAI   | NHAI   | MoRTH  |
| State  | Himachal Pradesh   | Jharkhand &<br>West Bengal   | Rajasthan  |
| BOT Type   | Toll   | Toll   | Toll   |
| Project (Lane Km)  | 327  | 727  | 216  |
| Project Cost (Rs Cr)                                       | 2291   | 2452   | 1387   |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | 1329   | 1787   | Included in IRIDCL loan above  |
| GRANT (Rs. Cr)   | 135  | 42 (Premium)   | 39   |
| Appointed Date   | Nov-2013   | April-2014   | Financial closure pending  |
| Expected Construction Completion Date                      | -  | October-2016 IE Recommended revised completion time to December 2017   | -  |
| Concession Period  | 28 years   | 20 years   | 30 Years   |
| Description  | Four laning of Kiratpur-Ner<br>Chowk section of NH 21 in Himachal<br>Pradesh on BOT (Toll) | Six-Laning of Barwa-Adda-Panagarh<br>Section of NH-2 including Panagarh<br>Bypass in the States of Jharkhand and<br>West Bengal. | Four laning of existing two lane section on the Beawar Gomti section of National Highway No.8 in Rajasthan |



### **Project Development / Construction**

| Name of Project  | Srinagar Sonmarg Tunnelway Limited | Fagne – Gujarat / Maharashtra Border       | Amravati – Chikhli   |
|--|------------------------------------|--|--|
| Authority  | BRO                                | NHAI                                       | NHAI   |
| State  | Jammu & Kashmir                    | Maharashtra                                | Maharashtra  |
| ВОТ Туре   | Annuity                            | Toll                                       | Toll   |
| Project (Lane Km)  | 34                                 | 698  | 970  |
| Project Cost (Rs Cr)                                       | 3289                               | 1886                                       | 2288   |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | 128                                | Financial Close yet to be achieved         | Financial Close yet to be achieved   |
| GRANT (Rs. Cr)   | -                                  | 245  | 183  |
| Appointed Date   | May 2015                           | Nov 2016                                   | Nov 2016   |
| Expected Construction Completion Date                      | April 2020                         | May 2019                                   | May 2019   |
| Concession Period  | 20 years                           | 19 years                                   | 19 years   |
| Description  | _ ::                               | Maharashtra Border (Package - III) section | Four-laning of Amravati - Chikhli (Package - I) section of NH-6 in the State of Maharashtra from Kilometer 166.000 to Kilometer 360.000. |



### **Project Development / Construction**

| Name of Project  | ·GRICL Rail Bridge Development Company Ltd. (GRBDCL)   | RRR Section 2   |
|--|--|---|
| Authority  | Government of Gujarat  | GoJ   |
| State  | Gujarat  | Jharkhand   |
| BOT Type   | Annuity  | Annuity   |
| Project (Lane Km)  | 34   | 160   |
| Project Cost (Rs Cr)                                       | 251  | 640   |
| Debt Outstanding as at June 30, 2017 (Rs. Cr) (Long Term ) | <del>-</del>   | 160   |
| GRANT (Rs. Cr)   | Nil  | Nil   |
| Appointed Date   | -  | Feb 2016  |
| Expected Construction Completion Date                      | -  | August 2018   |
| Concession Period  | 17.5 years   | 17.5 years  |
| Description  | Development of ROBs in Lieu of Level Crossings Having TVU>100000 in State of Gujarat on Cost Sharing Basis Through Concession on BOT Annuity Basis . | Six laning of Ranchi Ring Road, Section VII from Kathitanr to Karma comprising of 23.575 Kms. |
|  |  | 32  |



| Acronym | Full Form  |
|---------|--|
| IL&FS   | Infrastructure Leasing and Financial Services      |
| ITNL    | IL&FSTransportation Networks Limited               |
| SPV     | Special Purpose Vehicle                            |
| BOT     | Build Operate Transfer                             |
| HUDA    | Haryana Urban Development Authority                |
| COD     | Commercial Operation Date                          |
| NHDP    | National Highway Development Plan                  |
| SARDP   | Special Accelerated Development Programme          |
| RFP     | Request for Proposal                               |
| RFQ     | Request for Qualification                          |
| NHAI    | National Highway Authority of India                |
| MoRTH   | Ministry of Road Transport and Highways            |
| PSRDCL  | Pune Sholapur Road Development Company Limited     |
| MBEL    | Moradabad Bareilly Expressway Limited              |
| NAMEL   | Narketpally Addanki Medermetala Expressway Limited |
| JSEL    | Jorabat Shillong Expressway Limited                |
| RMGL    | Rapid MetroRail Gurgaon Limited                    |
| RMGSL   | Rapid MetroRail Gurgaon South Limited              |

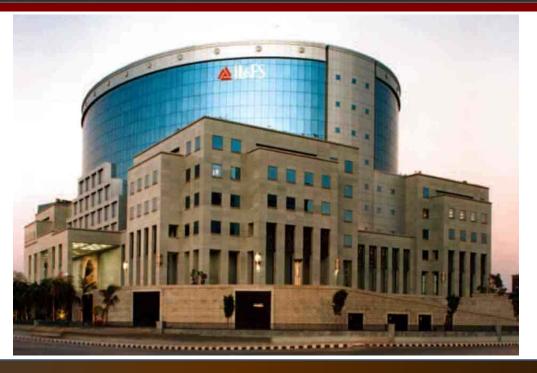


| Acronym                      | Full Form  |
|------------------------------|--|
| JARDP/JRPICL                 | Jharkhand Accelerated Road Development Programme / Jharkhand Road Projects Implementation Company<br>Limited |
| RPR II (Part of JRPICL I)    | Patratu Dam – Ramgarh Road   |
| CKC (Part of JRPICL II)      | Chaibasa Kandra Chowka Road  |
| CNTL                         | Chenani Nashri Tunnelway Limited   |
| WCBTRL                       | Warora Chandrapur Ballarpur Toll Road Limited  |
| TRDCL                        | Thiruvananthapuram Road Development Company Limited  |
| MPBCDCL                      | Madhya Pradesh Border Checkpost Development Company Limited  |
| RIDCOR                       | Road Infrastructure Development Company of Rajasthan Limited   |
| JU (Part of RIDCOR II)       | Jhalawar to Ujjain   |
| RB / MB (Part of RIDCOR III) | Rawatsar — Nohar — Bhadra Road / Mathura (UP Border) — Bhadoti Road  |
| BKEL                         | Baleshwar Kharagpur Expressway Limited   |
| SBHL                         | Sikar Bikaner Highway Limited  |
| KNC                          | Kiratpur Ner Chowk Expressway Limited  |
| BAEL                         | Barwa Adda Expressway Limited  |
| KSEL                         | Khed Sinnar Expressway Limited   |
| K-SHIP                       | Karanatka State Highway Improvement Project  |
| EBITDA                       | Earning Before Interest, Tax, Depreciation & Amortization  |



| Acronym          | Full Form  |
|------------------|--|
| NKEL             | North Karnataka Expressway Limited   |
| APEL             | Andhra Pradesh Expressway Limited  |
| HREL             | Hazirabagh Ranchi Expressway Limited   |
| EHEL             | East Hyderabad Expressway Limited  |
| GRICL            | Gujarat Road and Infrastructure Company Limited  |
| WGEL             | West Gujarat Expressway Limited  |
| NTBCL            | Noida Toll Bridge Company Limited  |
| IRIDCL           | ITNL Road Infrastructure Development Company Limited   |
| VNIL             | Vansh Nimay Infraprojects Limited  |
| IRL              | IL&FS Rail Limited   |
| SSTL             | Srinagar Sonmarg Tunnelway Limited   |
| IRIT             | ITNL Road Investment Trust   |
| IOPL             | ITNL Offshore Private Limited  |
| ROE              | PAT / Average Net worth  |
| ROCE             | EBIT / Average Capital Employed  |
| EBITDA           | Total Revenue+ Other Income – Operating Expense  |
| Capital Employed | Networth + long term borrowings + Current Maturities of long term debt + short term borrowings |
| Networth         | Shareholder's Fund ( as per financial)   |

## Thank You





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