



Investor Presentation January 2018





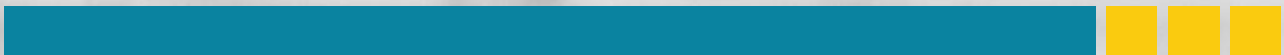
Table of Contents

Company Overview	4
<hr/>	
Business Segments	15
<hr/>	
Industry Overview	38
<hr/>	
Investment Proposition	39
<hr/>	
Financials	45
<hr/>	
Appendix	50
<hr/>	



Disclaimer

Caution regarding forward-looking statements This document contains statements about expected future events and financial and operating results of SPML Infra Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the SPML Infra Limited.





SPML Infra Ltd - India's Leading Integrated Water Management Company

Company Overview

- **SPML Infra Limited** is India's leading infrastructure development company as a single source solution provider for multi disciplinary engineering, infrastructure and management services with focus on sustainable development.
- With 3 decades of experience & pan India presence, it has executed more than **600 turnkey projects** across India on an EPC (Engineering, Procurement and Construction), PPP (Public Private Partnership) and BOOT (Build-Own- Operate-Transfer) basis.
- The company has an expertise in providing turnkey end to end water and waste water management solutions.
- Currently SPML is developing infrastructure projects worth **USD 900 Million** providing drinking water to more than **40 Million** Indian populations through various projects.
- SPML Infra has become the only Indian water management company to be featured into **World's Top 40 Private Water Companies** as per the global research done by Global Water Intelligence, London.
- SPML has integrated its strengths in depth engineering, process technology, project management, resource management, apart from construction and commissioning.
- The company has built over **1,500 Kms** of Roads and Highways, has treated Waste Water of over **1,000 MLD**, and cleaned Municipal Solid Waste of over **2,000 tonnes**.

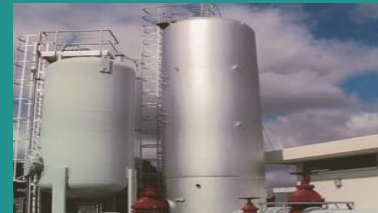
Cross Functional Infrastructure Expertise



Water Management



Power Infrastructure



Environment



Civil Infrastructure

SPML Provides Drinking Water to Millions of People Every day

SPML – Quick Facts

Listed in
BSE & NSE



Certification
ISO 9001-2008
certified company



Water Pipeline Laid*
10,000
Kms



Total
Manpower Above*
1,200
people



PAT*
14 Crores

Number of
Projects executed
600+



Orderbook*
₹6,700
Crores



Market
Capitalisation#
₹564 Crores



INCORPORATED
IN **1981**



* As on 31st March 2017
As on 9th January 2018

Values, Aim, Mission & Vision



Values and Philosophies

- We value our customers and are driven towards meeting the commitments we make through better project delivery
- We value our people, their teamwork and internal systems and processes to perform ahead of others
- We offer to promote better living through innovation which has been ingrained into our business model from the start
- We prioritise on our principles of adhering to high quality standards to make greater impact in the lives of people
- We pursue to grow as the most acceptable company providing turnkey solutions with added values that makes life comfortable



AIM

- Make safe drinking water available and affordable to All
- Help Municipalities to manage water cycles and recovery of waste
- Protect Environment
- Customer Satisfaction
- Development of Employees
- Share Knowledge and Expertise



Mission

Profitable growth through superior project management, innovation, quality and commitment



Vision

Creating with passion and innovation, world class infrastructure to make human life comfortable

Promoting Access To Essential Water And Sanitation Services

SPML Infra – Group Structure



Water and Environment

SPML Utilities Ltd.

Water and Wastewater

- SPML Bhiwandi Water Supply Infra Limited
- SPML Bhiwandi Water Supply Management Limited
- Mehrauli-Vasant Vihar Water Utility Pvt. Ltd.
- Malviya Nagar Water Services Pvt. Ltd.

Environment

- SPML Urban Enviro Limited
- Delhi Waste Management Limited

Power

SPML Energy Ltd.

Power

- Subhash Kabini Power Corporation Limited
- Awa Power Company Pvt. Ltd.
- Iqu Power Company Pvt. Ltd.
- Luni Power Company Pvt. Ltd.
- Neogal Power Company Pvt. Ltd.
- Bhagalpur Electricity Distribution Co. Ltd.

Thermal Power Generation

- Gurah Thermal Power Company Pvt. Ltd.

Coal Mines

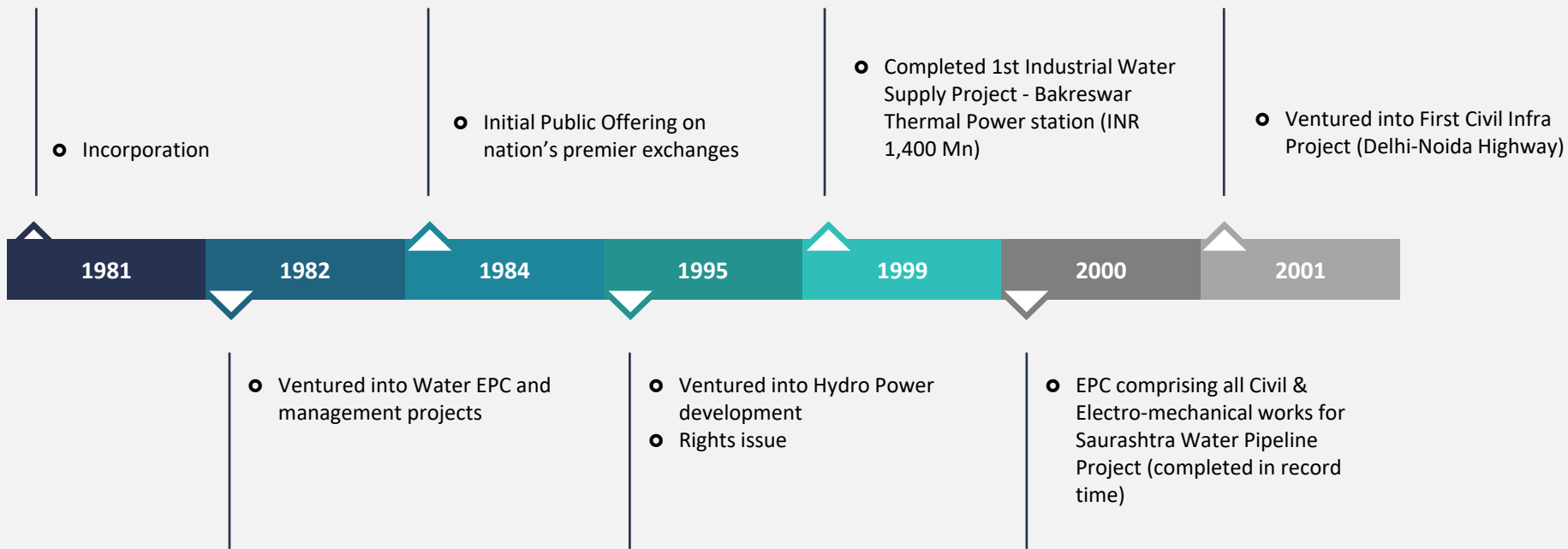
- Pt. Bina Insan Sukses Mandiri, Indonesia

Civil Infrastructure

SPML Infrastructure Ltd.

- Bhilwara Jaipur Toll Road Pvt. Ltd.
- Sanmati Infradevelopers Pvt. Ltd.

Key milestones



Key milestones

- First Hydro Power Project commences operation
- Ventured into Power T & D projects
- Constructed and operated 72 MLD Sewage Treatment Plant for DJB
- Constructed and operated 10 MLD Tertiary Treatment Plant for BWSSB

- Turnover Crosses INR 10,000 Mn
- Acquired Coal Mines in Indonesia
- Ventured – PPP Road (Jaora Nayagaon Toll Road)

- Water Supply Project in Delhi; Received 4 Prestigious Awards
- Received 4 prestigious Awards, Order Book Crossed 7,000 Crore
- Received order for urban water supply for 6 cities in Karnataka; Commendation at Global Water Awards 2014

- Won Six Prestigious Awards

2003

2005

2008

2010

2012

2015

2016

2017

- Ventured into Solid Waste Management in Delhi (DWM)
- Construction of Integrated water, waste water and road network project for DSIDC
- Regional Rural Water Supply Scheme for Shirbhavi and other 81 villages in Maharashtra
- Completed the first DBO project on single point responsibility for Rajiv Gandhi Lift Canal Water Supply in Jodhpur (INR 1,372 Mn)
- SPML receives private equity investment from Citigroup (CVCI)

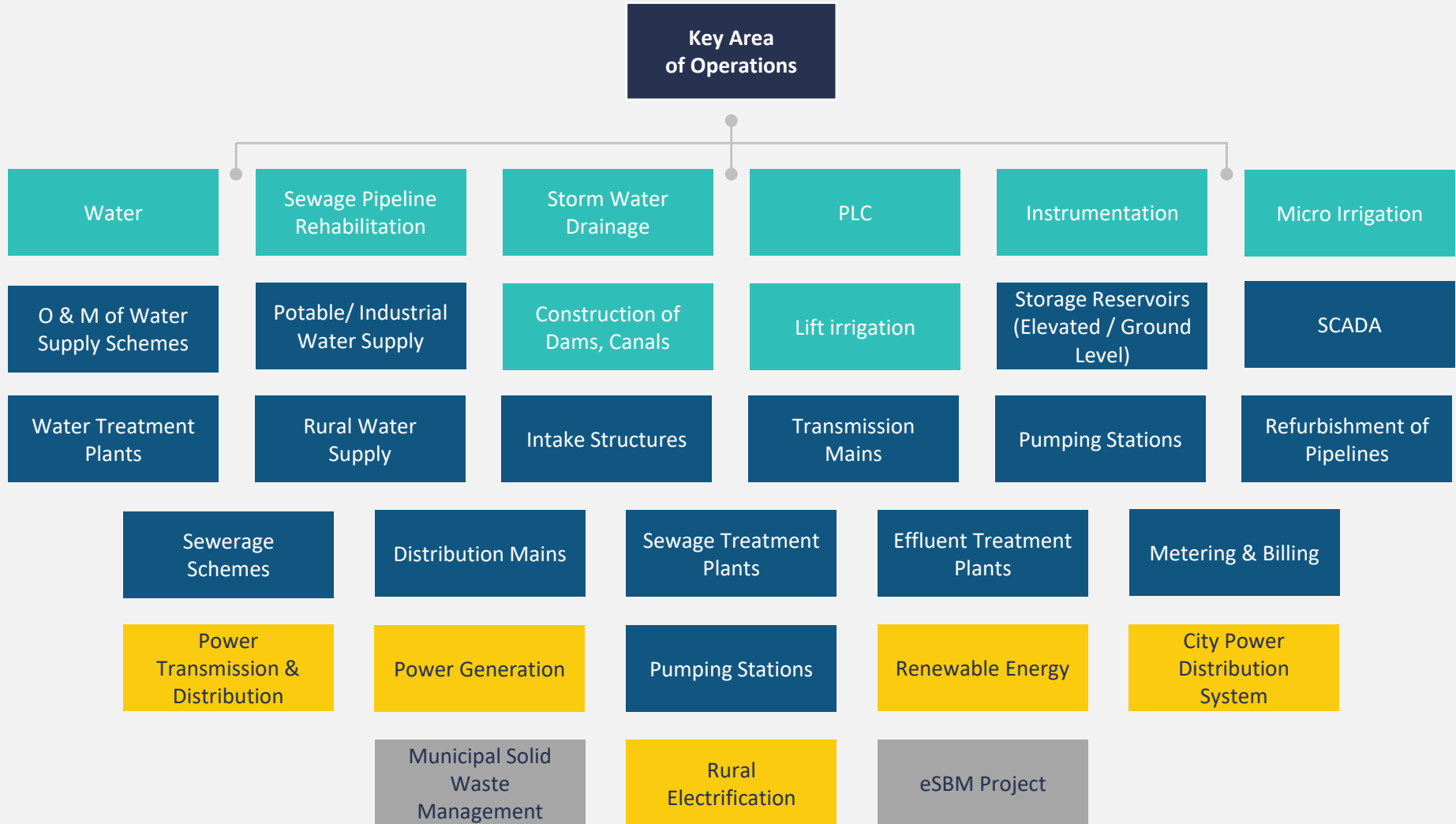
- Signed Bhiwandi Water Supply Concession (INR 6,897 Mn)

- First Smart City development project begin in Ujjain, Madhya Pradesh

- Installed 220 GIS Substation in West Bengal
- Installed 500 MVA Autotransformer in Uttar Pradesh



Wide array of services



Major Focus Areas

SPML Infra – Key Figures



No. 1 Water Management Company in India



Providing Services to over 40 Mn population in India



Leader in Indian Water Sector with more than 25% India Water market share, with Pan India Presence



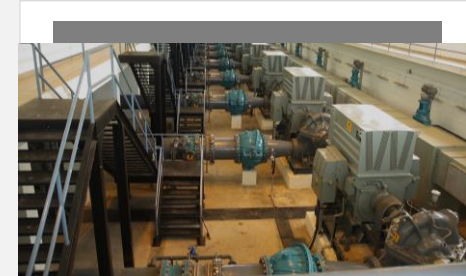
Serving Over 20 States and more than 100 Government Departments in India



Only Indian company present across the entire Value Chain of Water Cycle



Offering economically viable and socially acceptable solutions from Source to Tap to Reuse of Water



Over 3 decades of experience and a pan India presence



Expertise in Water Management with latest technology and executed more than 600 Projects

Only Indian Company in World's Top 40 Private Water Operators

Geographical Presence

Delhi

- Mehrauli Vasant Vihar Water Supply Improvement & Management Scheme
- 35 MLD Effluent Treatment Plant; 73 MLD Sewage Treatment Plant
- Delhi Waste Management – Collection, Transportation and Storage (1,500 TPD)

Bihar

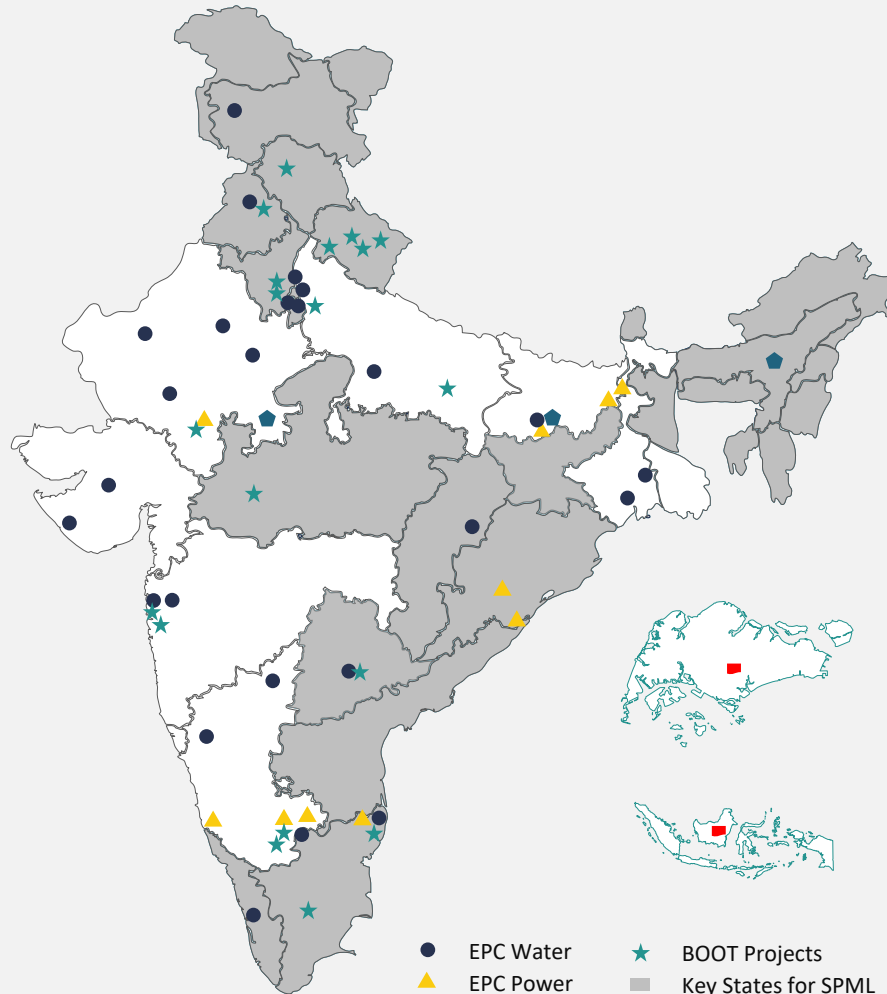
- Power Transmission and distribution in SBPDCL
- Development of State Highways for Jamui, Saharsa, Supaul & Madhepura

Rajasthan

- Pokhran water supply project

Gujarat

- Largest Irrigation Project in India-SAUNI Yojana



Uttar Pradesh

- Agra Water Transmission Project
- Sewerage network & treatment plant for Kanpur, helping in Clean Ganga Mission

Maharashtra

- Integrated Decentralised Sewerage Network for Mira Bhayander
- 72 MLD Sewage Treatment Plant, Nasik

Karnataka

- 500 MLD water pumping stations and reservoirs in Bangalore for drinking water supply to new colonies
- 24x7 Urban Water Supply Scheme for 6 Cities in Karnataka

International Offices

- Singapore and Indonesia

Board Of Directors - Promoters



Anil Sethi

Chairman Emeritus

Responsible for the growth of the infrastructure business enabling the Group to foray into several projects in the Public Private Partnership realm; Resides and operates from Bangalore



Subhash Sethi

Chairman

Leads the company towards growth with his visionary approach and business acumen. He led the company to foray into energy business with several EPC and BOOT projects in renewable power generation, power transmission, distribution and supply management, coal mining etc.



Sushil Sethi Jain

Managing Director

Responsible for the growth of the water and environment business enabling the Group to foray into several BOOT projects in the water, wastewater and sewer rehabilitation; Resides and operates from Delhi



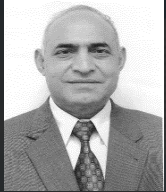
Deepak Sethi

Director

Instrumental in development and execution of municipal solid waste management projects, airport sanitation projects, new ventures and start-ups.



Board Of Directors - Non Executive Board



P. S. Rana

- Former Chairman of Housing and Urban Development Corporation (HUDCO)
- Patron, Institute of Urban Transport and Member Advisory Council of IIT, Delhi
- B. Tech in Civil from IIT, Delhi and Ph.D. in Transport Engineering and Management from University of Newcastle, UK)



Dinesh Kumar Goyal (IAS-Retd.)

- IAS of 1981 batch of Rajasthan Cadre; Addl. Chief Secretary, Govt. of Rajasthan
- Ph.D. from Birla Institute of Technology & Science, and M.Sc. from London School of Economics, UK



S. K. Roongta

- Former Chairman of Steel Authority of India Ltd. (SAIL) and MD (Aluminum & Power Business) in Vedanta Ltd.
- Chairman, Board of Governors, IIT, Bhubaneswar and Member of Board, JKL University, Jaipur
- BE (Electrical) from BITS Pilani



Archana Capoor

- Former Chairman and Managing director with Tourism Finance corporation of India, New Delhi.
- Member Secretary and Project Advisor to Indian Trust for Rural Heritage and Development (ITRHD)
- MBA in Finance & Market Research from University of Allahabad



Sarthak Behuria

- Former Chairman of Indian Oil Corporation Ltd and Bharat Petroleum Corporation Ltd.
- Recipient of the SCOPE Award for Excellence & Outstanding Contribution to Public Sector Management (2007-08) from the Honorable Prime Minister of India
- BE (Economics) from St. Stephens College, Delhi and MBA from IIM, Ahmedabad



Supriyo Kumar Chaudhuri

- Former Chief General Manager of State Bank of India, had long stint in the bank handling corporate banking, network, credit and commercial.
- MBA from IIM, Kolkata and CAIB from Indian Institute of Bankers, Mumbai.



Business Segments - India Water Sector

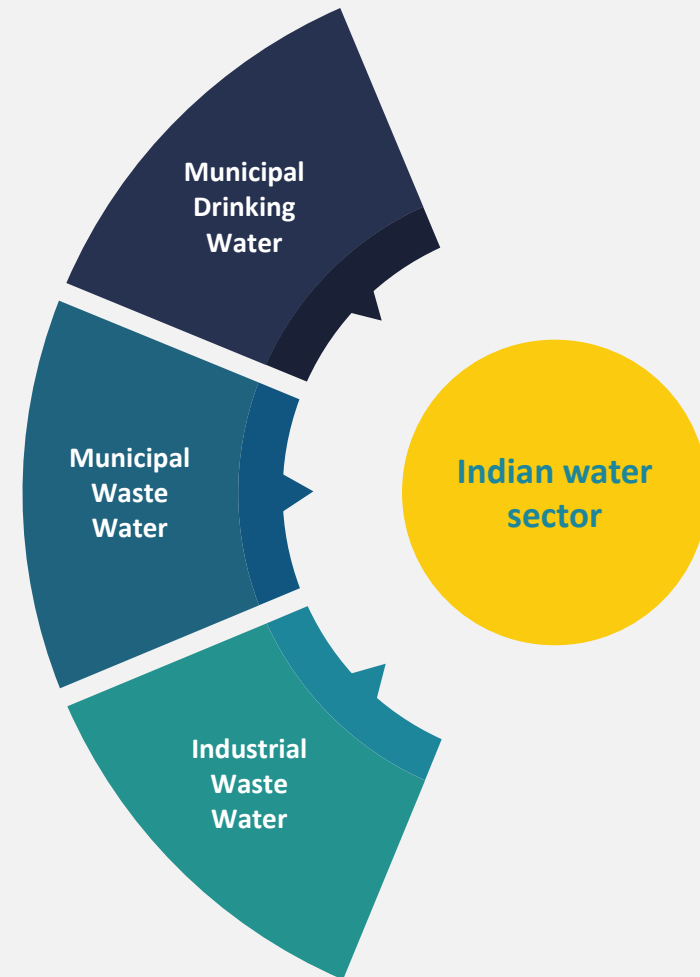
Opportunity

- Only 64% of India's urban population is covered by individual water connections and stand-posts, compared with 91% in China, 86% in South Africa and 80% in Brazil.
- USD 84bn in capex and USD 50.6bn in O&M estimated for continuous and efficient water supply

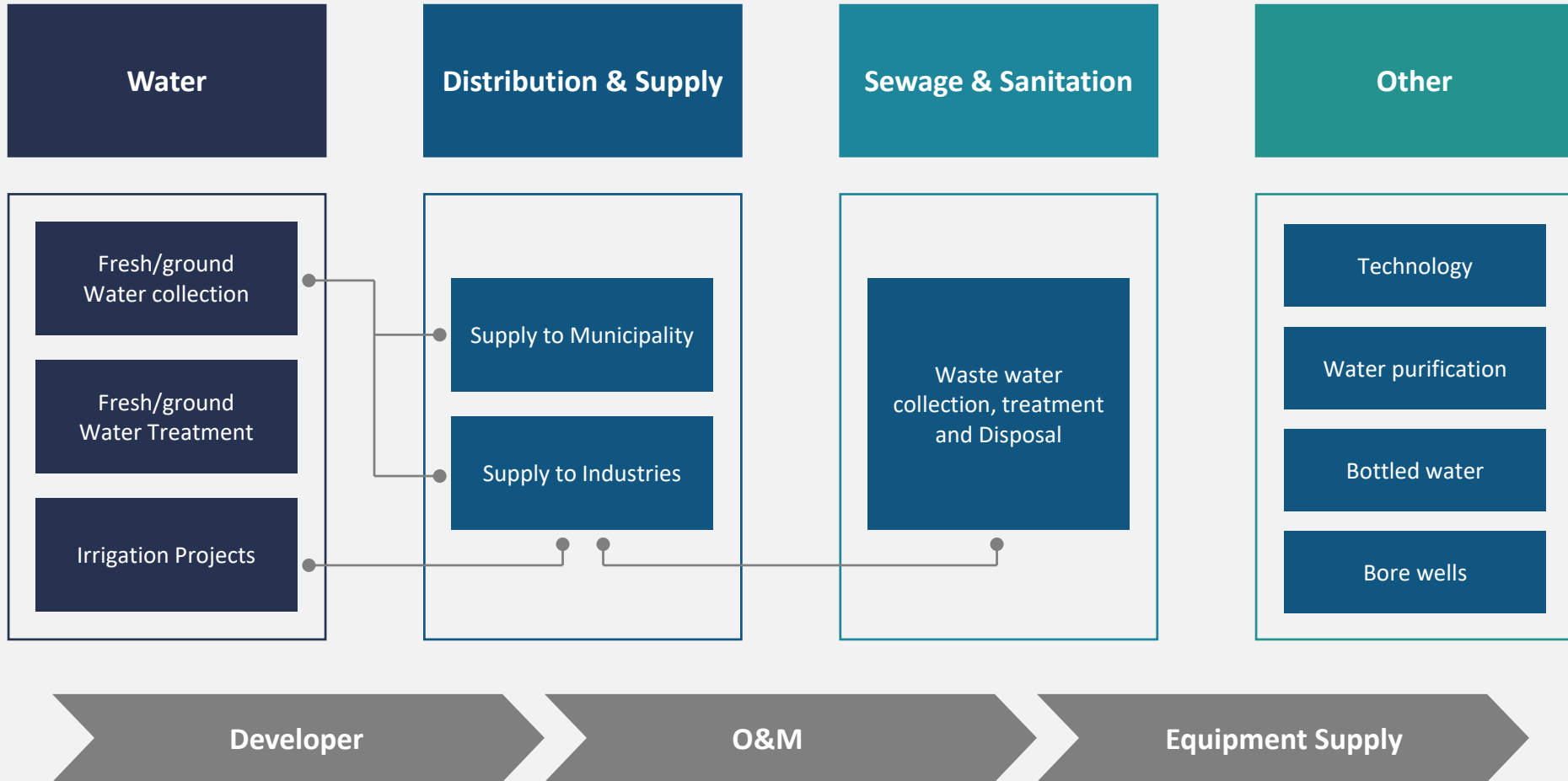
Triggers

- Rising urban population and a below par water supply situation in cities with intermittent supplies, inadequate coverage & low pressure
- Increasing water demands due to population pressure and urban sprawl.
- Industrial Growth.
- Increasing irrigational and agricultural demands.
- Water cycle imbalances and stress.
- Over exploitation of water resources.
- Water quality for various applications and availability.
- Political and regulatory disputes.

India – Second largest water consuming country



Sector opportunities across the value chain



Quick Facts - SPML Water Business



Installed Capacity -
Water Supply to
over
**40 million
Population**



Number of Ongoing
Projects
32



Projects completed
in 2016-17
8



Contribution to the
Total Revenue,
2016-17
40.83%



Revenue 2016-17
₹658 Crores

Water Business - Overview

- SPML possesses more than three decades of multidisciplinary experience in executing world-class infrastructure for water treatment and transmission, wastewater treatment and recycling projects.
- SPML has high individual capability in executing large scale water projects. The company is one of the largest water engineering services company for municipal corporations and ULBs
- SPML provides turnkey water management solutions from head works to distribution systems on **EPC** and **BOOT** basis in segments such as water supply, waste water treatment, pipeline distribution/rehabilitation, irrigation networks and canals. SPML has laid over **10,000 kms.** of pipeline and up to **3,000 mm** dia laid across cities and towns of India

Key Clients



Public Health Engineering
Department, Rajasthan



Bangalore Water Supply &
Sewerage Board



Karnataka Neeravari
Nigam Limited



Chennai Metropolitan
Water Supply & Sewerage Board



Delhi Jal Board



Karnataka Urban Water
Supply & Drainage Board



Maharashtra Jeevan
Pradhikaran

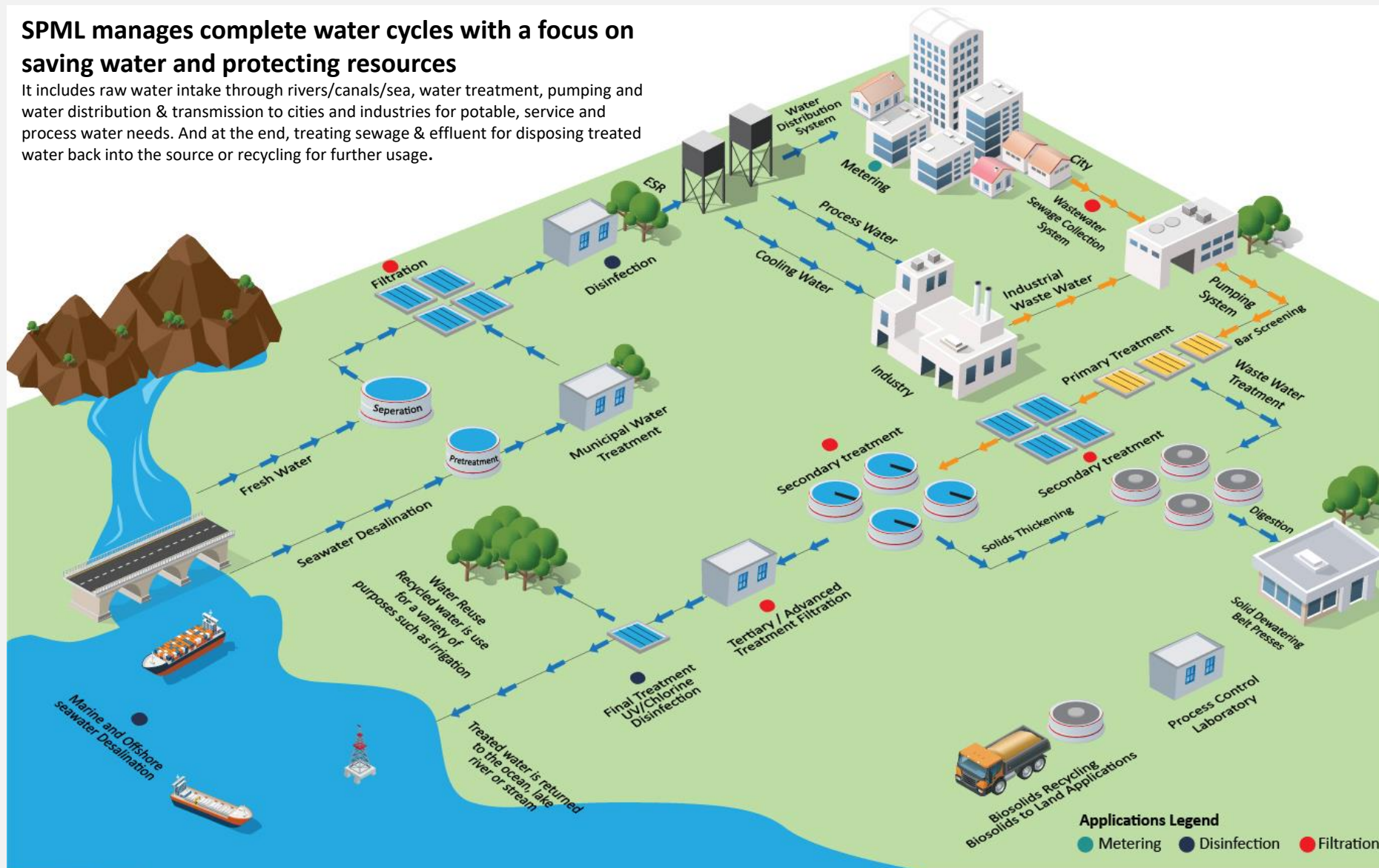


Gujarat Water
Infrastructure Ltd

SPML – An integrated water company

SPML manages complete water cycles with a focus on saving water and protecting resources

It includes raw water intake through rivers/canals/sea, water treatment, pumping and water distribution & transmission to cities and industries for potable, service and process water needs. And at the end, treating sewage & effluent for disposing treated water back into the source or recycling for further usage.



Water and Waste water treatment segment

- India ranked third for water population
- Reduced the availability of potable water
- Heightened scope for water market
- Overall Indian water and waste water market valued over 9 billion Euros
- Treatment market being the most attractive segment at 1 billion Euro
- Indian and International Players in market
- Indian Companies scoring over equipment prices.
- Scope for hi-tech water treatment plants design and technology.

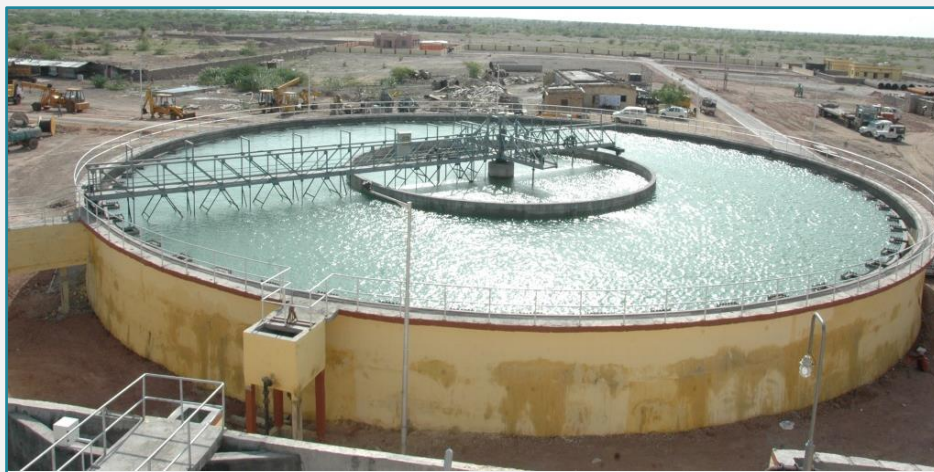
Key SPML Rural Water Supply Schemes

Rural Water Supply Schemes	Fatehpur-IV	Fatehpur-V	Niwai	Nawa
Location	Rajasthan	Rajasthan	Rajasthan	Rajasthan
Client	PHED-Rajasthan	PHED-Rajasthan	PHED-Rajasthan	PHED-Rajasthan
No. of Villages Covered	74 nos	92 villages	191 villages	72 villages
Population Covered	320,000	400,000	800,000	300,000



Key Water Treatment Plants being Executed/Executed by SPML

WTP	Pokhran	Surajpura	Goa Water Supply Scheme	Fatehpur Laxmangarh - VI	Jalore-Narmada Water Supply Scheme
Location	Rajasthan	Rajasthan	Goa	Rajasthan	Rajasthan
Client	PHED-Rajasthan	PHED-Rajasthan	Goa Water Supply & Sewerage Board, Goa	PHED-Rajasthan	PHED-Rajasthan
Size	125 MLD	200 MLD	100 MLD	160 MLD	100 MLD
Population	1,250,000	2,000,000	1,000,000	1,600,000	1,000,000



Key Waste Water Treatment Plants being Executed/Executed by SPML

Waste Water Treatment Plants	STP Vasna, Ahmedabad	STP Mira Bhayandar	STP Nasik	STP Kanpur
Location	Gujarat	Maharashtra	Maharashtra	Uttar Pradesh
Client	Ahmedabad Urban Development Authority, Ahmedabad	Mira Bhayandar Municipal Corporation, Mira Bhayandar	Nasik Municipal Corporation, Nasik	UP Jal Nigam, Kanpur
Size	240 MLD	115 MLD	70 MLD	42 MLD
Scope of Work	Built in 4 Modules of 60 MLD each	Construction of 10 packaged STPs of various capacities ranging from 7 to 17 MLD	Design, construction, supply, testing, commissioning, start-up and performance run for the STP and sewage	Design, construction, supply, erection, testing & commissioning of the STP
Population	7,000,000	800,000	1,500,000	3,000,000



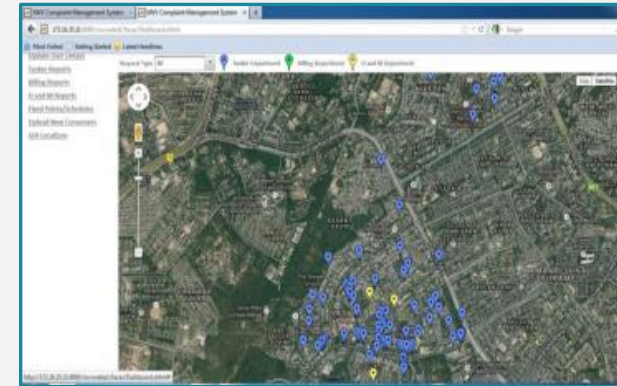
India's first
Decentralized Sewage
Treatment Network



Key Urban Water Supply & Distribution Project

Project	Mehrauli Vasant Vihar	Malviya Nagar	Hospet	Raichur	Bellary
Location	Delhi	Delhi	Karnataka	Karnataka	Karnataka
Client	Delhi Jal Board	Delhi Jal Board	City Municipal Council	City Municipal Council	City Municipal Corporation
Concession Period	10 Years	12 Years	08 Years	08 Years	08 Years
Population Covered	350,000	400,000	200,000	300,000	500,000

Project	Haveri	Gadag	Sindhanoor
Location	Karnataka	Karnataka	Karnataka
Client	City Municipal Corporation	City Municipal Corporation	City Municipal Council
Concession Period	08 Years	08 Years	08 Years
Population Covered	100,000	200,000	100,000



Prequalifying references to bid for large projects

- Drinking water supply and management projects of up to 1,200 crore single project
- Pipeline projects of large diameter (above 3,000 mm dia) and length 100 km
- Water treatment plant projects of upto 400 MLD capacity (expected to go upto 500 MLD in the future)
- Sewage Treatment Plant projects of upto 500 MLD capacity
- Pumping stations of all capacities
- O&M experience of upto 10 years for water supply systems
- Trenchless sewer rehabilitation projects of length 25 km and upto 200 crore
- City distribution management experience of upto 1 million population.
- All civil works related to water supply projects- overhead reservoir, underground reservoir, intake etc
- Sewerage network (including sewer pipeline) projects of length 100 km
- Common effluent treatment plants of upto 100 MLD capacity

Smart Metering Solutions

Smart Metering is the advanced metering solution offers enhanced flexibility, reliability and data-driven insights in water resource management.

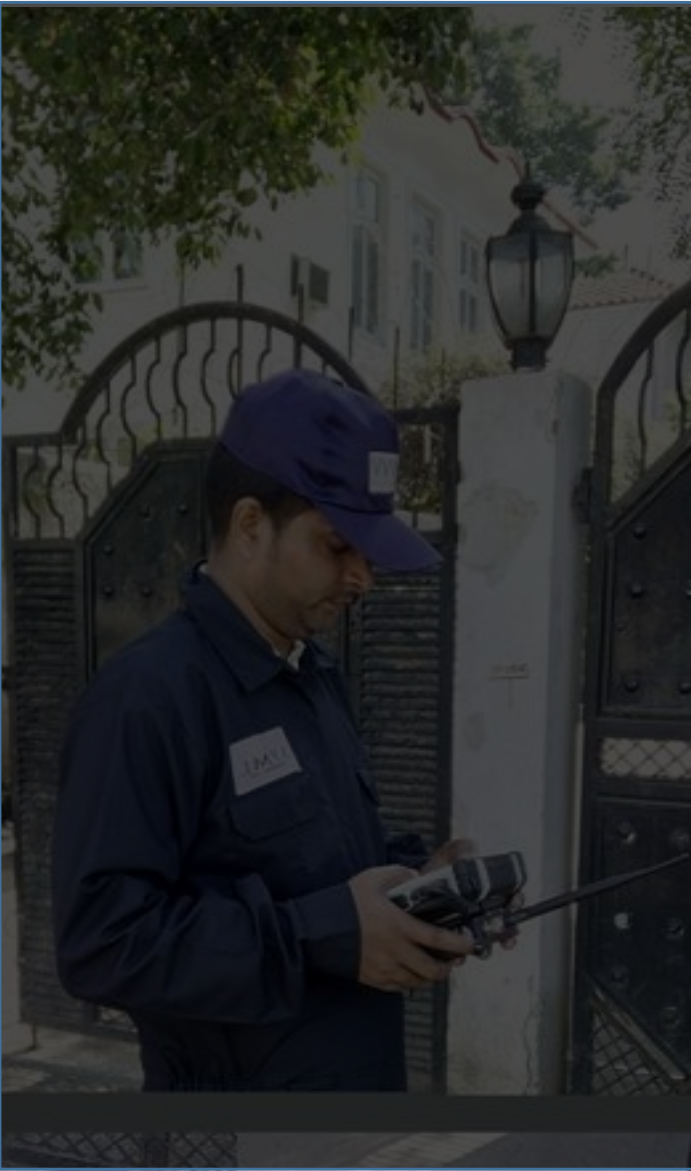
- Accurate meter reading, no more estimates
- Improved billing
- Accurate profile classes and measurement classes, true costs applied
- Improved security and tamper detection for equipment
- Less financial burden correcting mistakes
- Less accrued expenditure
- Transparency of “cost to read” metering
- Long battery life up to 9 years
- Designed with advanced intelligent microprocessor
- Alerts for leak, back flow, tamper, battery etc.

SPML

- Installing 1.8 Lac AMR Meters with 7 years of operation & maintenance.
- Installing 3,000 bulk meters on GPRS technology with 4 years of O&M.
- Installing 2.5 Lac Meter in KUIDFC
- SPML Aqua is currently managing Meter Readings, Consumer Relations Management (CRM), Operations and Maintenance etc. for 70,000 AMR meters installed in Delhi by DJB.



Integrated Management Information Software (IMIS)



- IMIS combines all related components of a business into one system for easier management and operation and enable smart decision making.
- SPML has developed in-house software which enable utilities to take real time decision, connects stakeholders with flexible reporting and customized views
- Developed based on SPML's rich experience of last 3 decades in utility
- Simple yet powerful web based enterprise management tool
- Designed to meet day to day operations of water utilities.
- Enables water distribution utilities to take real time decisions.
- Connects stake holders.
- Flexible reporting and customized views.
- Developed on robust Microsoft Technologies platform and Oracle Spatial Database.



SPML AQUA



Benefits of SPMLAQUA

- SPMLAqua is a fully supported Commercial off the shelf (COTS) system.
- Modular System-Scales as per operation.
- Real Time Monitoring, Controlling and Reporting
- Can be easily integrated to any SCADA and Telemetry systems.
- Interactive & Customized Dashboard.
- Interface with MS SQL, My SQL, SAP, Oracle and Asset System.



Core Water Utility Functions

Customers, Meeting,
Work



Enterprise Wide Analysis

Business Intelligence
& Analytics



Foundation

Servers, Storage,
Database, Security



Integration

Across Application,
Analytics,
Technology,
Hardware



Business Applications

Assets, Supply Chain,
Staff, Financials,
Projects



Optimize

- Low Outage
- Low Operational Expenses
- Improved OoS

Quick Facts - SPML Power Business



Installed
Capacity - **2600**
MVA



Number of
Ongoing Projects
15



Projects
completed in
2016-17
2



Contribution to
the Total
Revenue,
2016-17
17.52%



Revenue
2016-17
₹282.20 crore



Projects Initiated
in 2016-17
5



Power Infrastructure - Overview

- SPML offers integrated solutions for basic and detailed engineering, system integration, and technical specification to meet power plants requirements in terms of technology, standards, specification, and quality.
- The expertise includes conceptualization, detailed design, project planning, procurement, erection and commissioning of thermal (coal & gas) and hydro power projects, solar power plants, balance of plant projects, transmission & distribution, piping with electrical and instrumentation works etc.
- SPML also offers modernisation services for power plants that include technical audit, life assessment, performance improvement and upgrading of major equipment.
- **200,000** rural households across the country benefited through SPML's Power Generation, Transmission and Distribution initiatives.
- SPML provides Turnkey solutions and has T & D Power Project Capabilities. Up to 220 kV substation and transmission lines have been installed.
- **33 / 11 kV** feeder development & re-conductoring works done. Has conducted Rural Load Management System (RLMS) works and HT UG cable works.
- **SPML services both power generation and T&D sub segments of the power industry**
- Technologically Advanced 220 kV GIS substation and 500 MVA Autotransformer installed

Scope of Service

1. Power Generation
2. Power Plant Construction (Thermal, Hydro, Solar, Wind)
3. EHV & GIS Substations and Transmission Lines
4. Sub-Transmission / Distribution Lines and Substations
5. City Distribution & Management
6. Balance of Plant
7. Rural Electrification

Key Clients



Key Power Projects

EPC Projects - Power

Project	Client	Contract Value (INR Mn)	Commercial Stat
Rural Electrification Works, Patna	Bihar State Power (Holding) Company Ltd.	5,030	In Progress
Rural Electrification Works, Gaya	Bihar State Power (Holding) Company Ltd.	4,870	In Progress
Major Works for KPTCL	Karnataka Power Transmission Corp.	3,470	Completed
33 kV & 11 kV Re-conducting Work	Gulbarga Electricity Supply Co.	1,719	Completed
Rural Electrification Works (under Rajiv Gandhi Grameen Vidyuthikarana Yojana)	Bangalore Electricity Supply Co	1,372	Completed
Rural Electrification Work in Koderma	Damodhar Valley Corp.	1,301	Completed
Gaothan Feeder Separation Scheme	Maharashtra State Electricity Distribution Co.	912	Completed

BOOT/PPP Projects – Power

Project	Client	Contract Value (INR Mn)	Commercial Stat
Kabini Dam Hydro-electric Project – 20MW	Govt of Karnataka	910	Operational since Jun 2003
Iqu Power Project – 4.5 MW	Himachal Pradesh Energy Dev. Agency	311	Operational since Feb-11
Neogal Power Project – 4.5 MW	Himachal Pradesh Energy Dev. Agency	311	Operational since Oct-11
Binwa Power Project – 4.5 MW	Himachal Pradesh Energy Dev. Agency	311	Operational by Mar-12
Luni Power Project – 4.5 MW	Himachal Pradesh Energy Dev. Agency	291	Operational by Jun-12



SPML Infrastructure Segment - Overview

- SPML is developing a Smart City, Vikram Udyogpuri in Ujjain, Madhya Pradesh. Being developed as a global manufacturing and investment destination under the Delhi Mumbai Industrial Corridor (DMIC) scheme.
- SPML has presence in infrastructure/civil projects. SPML is a leading player in the dynamic and sustainable growth of urban infrastructure, smart cities development and management with proven expertise and experience to offer smart solutions on affordable and scalable parameters.
- And is Prequalified for large value projects in Roads & Highway construction and is specialized in Roads, Flyover, Bridges, Terminals, Rail Over/Under Bridge and Industrial Infrastructure.
- SPML provides engineering, infrastructure and Information and Communications Technology (ICT) solutions to provide unified communication that has become keystone of everyday life due to high level of internet availability with smart phones.
- Information and Communication Technology can contribute to universal access to information, delivery of quality services and more efficient utility management, governance and administration.

Scope of Service

- Smart City Development
- Roads, Highways, Bridges
- Information & Communication Technology
- Metro Rail Infrastructure
- Smart Building
- Control & Command Centre
- Security System
- Environment Management

Kay Clients



Key Infrastructure Projects

EPC Projects - Infrastructure

Project	Client	Contract Value (INR Mn)	Commercial Stat
Development of State Highways, Bihar	Central Public Works Department, Bihar	1,137	Completed
Development of State Highways, Bihar	Central Public Works Department, Bihar	1,083	Completed
Rail Under Bridge & Rail Over Bridge, Chennai	Corporation of Chennai, Bridges Department	600	Completed
Relocation of Industries Project, Udyog Vihar	Delhi State Industrial Development Corp.	513	Completed

BOOT/PPP Projects - Infrastructure

Project	Client	Contract Value (INR Mn)	Commercial Stat
Jaipur-Bhilwara Toll Road	Rajasthan Public Works Department	2,200	Operational



Quick Facts - SPML Environment Business



Number of ongoing
projects
1



Projects completed
in 2016-17
2



Revenue, 2016-17
₹ 59.58 Crores

SPML Environment Business - Overview

- SPML Infra possesses an expertise in municipal solid waste management, effluent water treatment plants and waste water management addressing environmental concerns.
- The Company is a leader in the management of municipal solid waste collection, segregation, processing and recycling, transportation and safe disposal.
- Experience: SPML possesses domain experience of more than 15 years.
- Capacity: The Company executed five solid waste management projects in more than five locations across the country.
- Services: The Company offers waste management services starting from collection, treatment, transfer to converting the waste into energy and safe disposal.
- Reach: The Company possesses leadership in municipal solid waste management services.
- Technology: The Company has implemented innovative solutions in treating sewage and effluents to ensure its re-usability in the industry.
- Company's focus is on strengthening the solid waste management business.

Solid Waste Management - Overview

- SPML is a leader in the management of municipal solid waste collection, segregation, transportation & safe disposal.
- It has expertise and offers end- to-end waste management solutions in compliance to the **CPHEEO & MSW Rules 2,000**. SPML manages over a million ton of waste per year through industrially recognized processes, ensuring that it reaches a high level of performance in materials recovery and energy use.
- SPML has current contracts worth ~ **6 Lac TPA** of Municipal Solid Waste across India. Presently Projects are under way for Waste Management in Delhi.

Scope of Services

- Door-to-door collection of municipal solid waste
- Primary transportation and storage of waste at waste storage depots (WSD)
- Segregation of waste at secondary level
- Secondary transfer and transportation of waste to processing facility/landfill
- Design and construction of waste processing facilities-Composting/Refuse Drive Fuel
- Design and construction of scientific landfills (SLF)
- Design and construction of inert processing facilities-Eco Bricks/Paver Blocks
- Scientific closure of landfill
- Service contract for mechanical road sweeping
- Waste to resource; recycling, composting, waste to energy

BOOT/PPP Projects - SWM

Project	Client	Annual Waste Handling	Commercial Stat
Delhi Waste Management	Municipal Corporation of Delhi	600,000 TPA	Operational since January 2005

Government Initiatives

Initiatives taken by government taken by the government, which will boost Sector Dynamics

For the enhancement of Quality of Urban Life and providing a clean & sustainable environment, minimum **Rs. 200,000 Crores** would flow into urban areas over the next five years (2015-16 – 2019-20) in the following Schemes approved by Central Government:

- **100 Smart Cities Mission – 48,000 Crores**
- **Atal Mission for Rejuvenation and Urban Transformation of 500 cities (AMRUT) – Rs 50,000 Crores**

States and urban local bodies need to mobilize matching resources of Central Government

Ganga River Cleaning – Total Investment Rs 35000 Crores - Object of the program is to ensure abatement of pollution and conservation of river to overcome following challenges:

- STPs built are not working
- Growing Gap of sewage treatment, Installed and Uninstalled Capacity – Gap of 80%
- STPs are ineffective due to lack of connectivity
- Sewerage generated is underestimated
- Cities Lack fund & efficiency

Another key areas where huge investment will be done by Govt. in the coming years

- **Delhi Mumbai Industrial Corridor**
- **Interlinking of Rivers**
- **Irrigation Schemes**

Investment Rationale



Infrastructure focused Economy

A company engaged in five infrastructure segments of growing relevance with major focus on Water and Power EPC. Focus is to build technology-driven business processes and innovation



High Operating leverage and better Margins

The company and its management is now focused on timely execution and completion of projects and maintain sustainably.



Visible Opportunities

Positioned to attractively capitalize on the largest Government projects. Graduating to higher-margin projects. The water infrastructure has not grown even 10% of its true potential, indicating sustainable growth potential



Focused & Experienced Management

Experienced Management team lead by young family professionals who are focused on developing the business and its prospects.



Lower Competition

Well positioned to win orders as very few players in the water treatment segment.



Focused Business Plan

The company's focus lies only in EPC as it is their core competence. A company driven by processes, systems and uniform decision-making, has engaged the services of a leading technology providing company.



Strategy Framework

Business Focus

- Focus on Water and Power EPC projects.
- Bidding in Better margin business.
- Incentive-driven and ESOP-influenced working environment where the principal change-agents own a stake in the Company's progress.
- Strengthen its core competence through the prudent divestment of non-core assets (Hydro Power).



Prudent Bidding Strategy

- Hedge its widening presence by bidding for projects funded by Government and global institutions.
- Leverage its increasing pre-qualification credentials to bid projects that attract nominal competition for long-term profitability.
- Bid for complete life-cycle engagements, where one-time EPC engagement is coupled with maintenance contracts, enhancing annuity revenues.
- Work with Government agencies to liquidate receivables under arbitration, to help de-leverage and restore its Balance Sheet to greater health and sustainability.



Focus on driving Operational efficiency.

- SPML engaged the services of Accenture to strengthen its systemic discipline and orientation.
- Highest PQ in water in India, right from irrigation to water distribution.
- Second company to successfully implement S4A.
- Relocation and centralisation of operations to Kolkata in exchange for cross-synergies, superior recruitment and a better amortisation of the overheads.

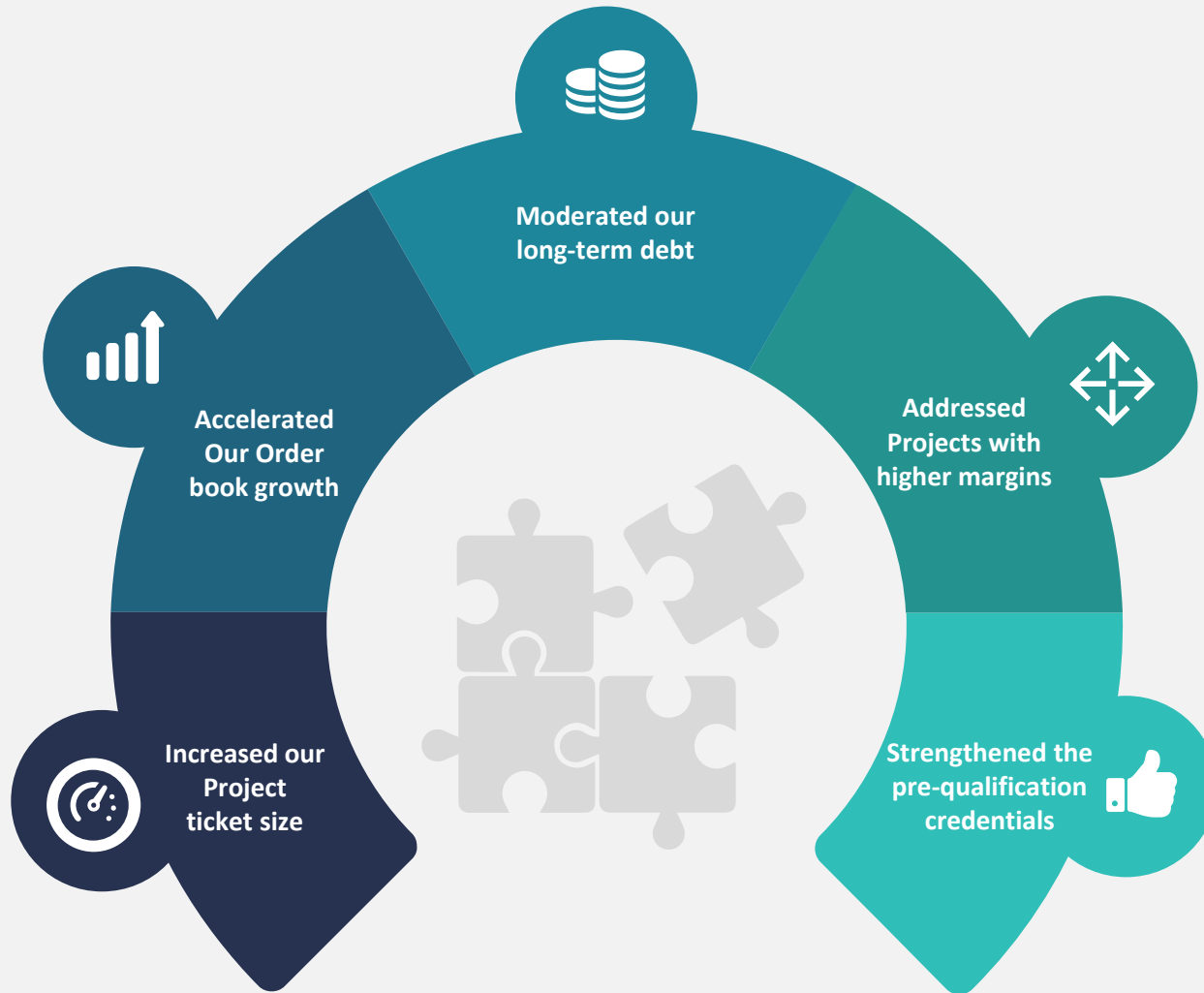


Financial Performance

- Placing bids for business with better margins.
- To build a sustainable organisation marked by a sharp increase in bottom-line, the very foundation of profitable growth.
- The Company will bid for fewer but larger projects, marked by lower costs and higher margins, widening its profitability.
- Growing EBITDA over the span of five years.



Strengthened Business Model



Core Competencies

- Pre qualifications to meet all large scale Indian water project requirements
- Over 3 decades of experience and a pan India presence
- Highly experienced promoters & professional management team
- Strong long term relationships with central & state water bodies
- Executed some of the largest / marquee projects in India
- Recipient of over many national level awards & accolades over the past 5 years
- Excellent track record of successfully executing projects with international partners
- Significant Brand Presence across India
- Separate Business Unit for Catering to Niche Sector, i.e., Asset Management/ Utility based business model

Emerged as a leading Global and Domestic player in the Sector

2013		
No.	Company	Total population Served (mn)
1	Veolia Environnement	123.5
2	Suez Environnement	118.4
3	Beijing Enterprise Water	48.6
4	Sabesp	28.7
5	Shanghai Industrial Holding	23.6
...
...
40	SPML Infra Ltd	6.1
41	Rosvodokanal	6.1
50	Helionjiang Interchina Water	4.7

2015		
No.	Company	Total population Served (mn)
1	Suez Environnement	141.9
2	Veolia Environnement	136.5
3	Beijing Enterprise Water	77.03
4	Sabesp	28.4
5	Beijing Capital	23.82
...
...
28	SPML Infra Ltd	8.9
29	Guangdong Investment	8.5
30	Manila Water	8.4

..and a dominant player in India Water market as compared to global top companies - 2015

No.	Company	Total population Served (mn)
1	SPML Infra	8.9
2	Veolia India Pvt. Ltd	2.5
3	Suez India Pvt. Ltd	1.9

*Source - GWI

Successful implementation of SPML S4A scheme

- The Scheme for Sustainable Structuring of Stressed Assets (S4A) was introduced by the Reserve Bank of India (RBI) for the resolution of stressed assets.
- SPML Infra successfully implemented S4A scheme of the company.
- The agreement was signed by the company with the Super Majority of the Lender Banks on 1st November 2017.
- Pursuant of the said scheme, out of the total debt of ₹1,117 Crores, a sum of ₹545.85 Crores is being converted into Optionally Convertible Debentures (the “OCDs”) with a tenure of 10 years (2027) carrying a Coupon @ 0.01% with a YTM of 8.15%.
- However, in the first 5 years only the said Coupon of 0.01% will be paid and the payment of the effective YTM for the said 5 years will commence from the 6th year till 10th year.
- The repayment of such OCDs shall be in 20 Quarterly instalments starting from Quarter ending December, 2022 and ending on the quarter ending September, 2027.
- As a result of successful implementation of S4A scheme of the company will have a cashflow benefit in terms of deferred and reduced debt service obligations of approximately ₹ 70 Crores per year for a period of 5 years.
- The said S4A Scheme will support its working capital fund base resulting in strengthening the business of the Company followed by profitable revenue growth.
- The company is also hopeful of reducing its debt burden with faster resolution of dues. The dues stand at close to ₹300 Crore.
- Thus, SPML becomes Second company after HCC to successfully implement S4A.

Result Update

(in ₹ Crores)

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Revenue	205.19	337.47	341.36	542.66	718.16
Operating expenses	157.24	310.62	296.30	430.03	627.32
EBITDA	47.95	26.85	45.06	112.63	90.84
EBITDA Margin (%)	23%	8%	13%	21%	13%
Other income	7.58	12.75	2.27	20.33	13.21
Depreciation	1.91	1.93	2.67	3.85	5.31
Finance Cost	36.09	54.45	48.20	90.55	92.62
PB exceptional items and Tax	9.95	8.27	-5.80	18.22	-7.08
PBT	9.95	8.27	-5.80	18.22	-7.08
Tax Expense	1.79	1.25	-2.11	3.05	-27.48
Other comprehensive income	-0.002	-0.039	-0.004	0.040	-0.070
PAT	8.15	7.01	-3.69	15.12	-4.40
PATM (%)	4%	2%	-1%	3%	-1%
EPS (INR)	2.22	1.91	-1.01	4.14	-1.18

Balance Sheet

(in ₹ Crores)

Particulars	31-Mar-2017	31-Mar-2016
ASSETS		
Non-current assets		
Fixed Assets		
Tangible assets	45	58
Intangible assets	0.23	0.26
Non-current investments	251.42	251.42
Long-term loans and advances	106.59	95.31
Trade Receivables	229	176.5
Other non-current assets	174	104
TOTAL NON-CURRENT ASSETS	805	685.55
Current Assets		
Inventories	40	40
Trade receivables	575.74	618
Cash and cash equivalent	109	91
Short term loans and advances	160	177
Other current assets	679	586
TOTAL CURRENT ASSETS	1,564	1,512
TOTAL ASSETS	2,369	2,197

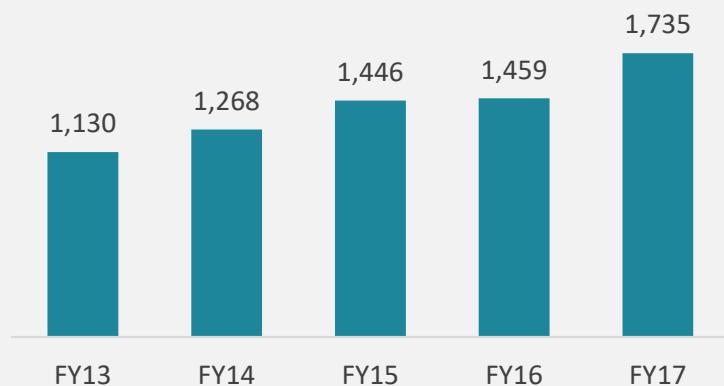
Balance Sheet

(in ₹ Crores)

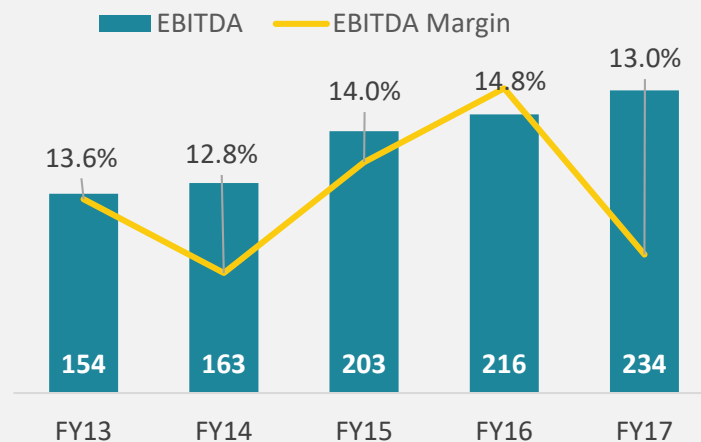
Particulars	31-Mar-2017	31-Mar-2016
Equity		
Equity Share Capital	8.19	8.19
Reserves & Surplus	484.09	469.73
	492.29	477.92
Non-Current Liabilities		
Financial liabilities		
Borrowings	181.77	121.3
Other long-term liabilities	157.76	140.42
Long-term provisions	4.03	3.84
TOTAL NON-CURRENT LIABILITIES	343.58	265.56
Current Liabilities		
Short-term Borrowings	738.6	561.6
Trade Payables	-	-
Outstanding dues of creditors other than micro, small and medium enterprises	608.55	700.74
Outstanding dues of micro, small and medium enterprises	-	-
Other current liabilities	183.93	188.87
Short-term provisions	2.22	2.38
TOTAL CURRENT LIABILITIES	1533.32	1453.62
TOTAL LIABILITIES	2369.19	2197.12

Yearly Financial Highlights

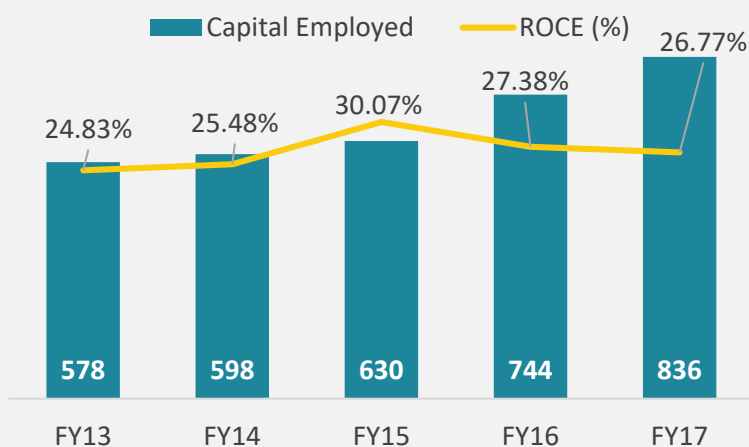
Total Income (in ₹ Crore)



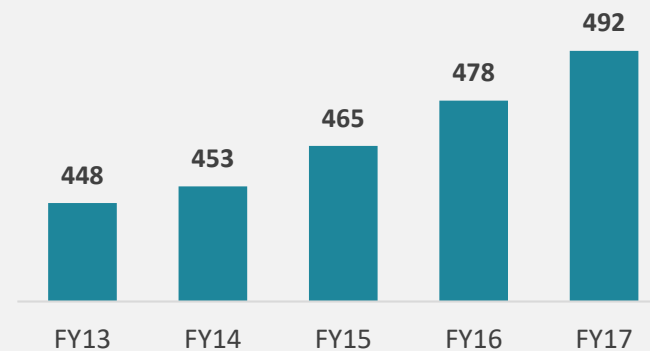
EBITDA & EBITDA Margin %



Capital Employed & ROCE%

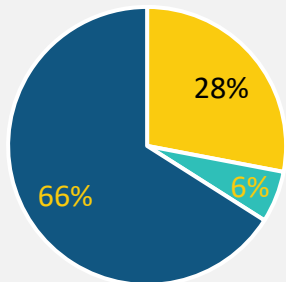


Networth (in ₹ Crore)



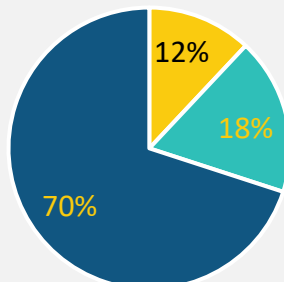
Orderbook

FY 13



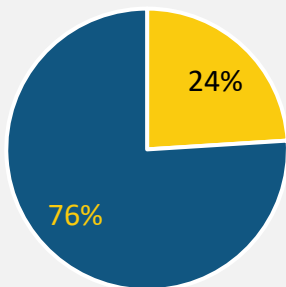
■ Power ■ Infra ■ Water

FY 14



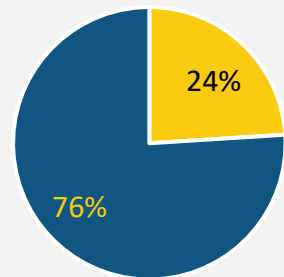
■ Power ■ Infra ■ Water

FY 15



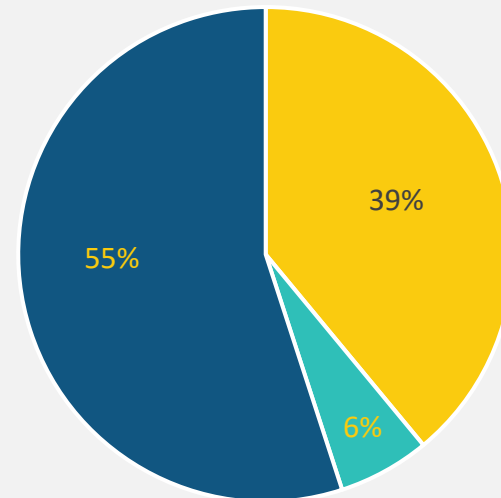
■ Power ■ Water

FY 16



■ Power ■ Water

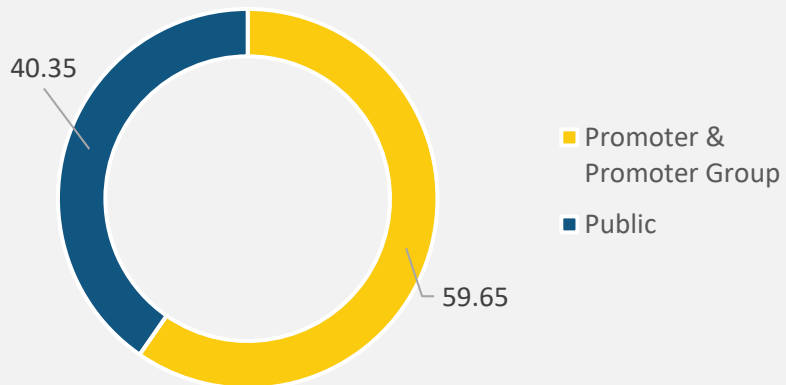
FY 17



■ Power ■ Infra ■ Water

Stock Information

Shareholding Pattern

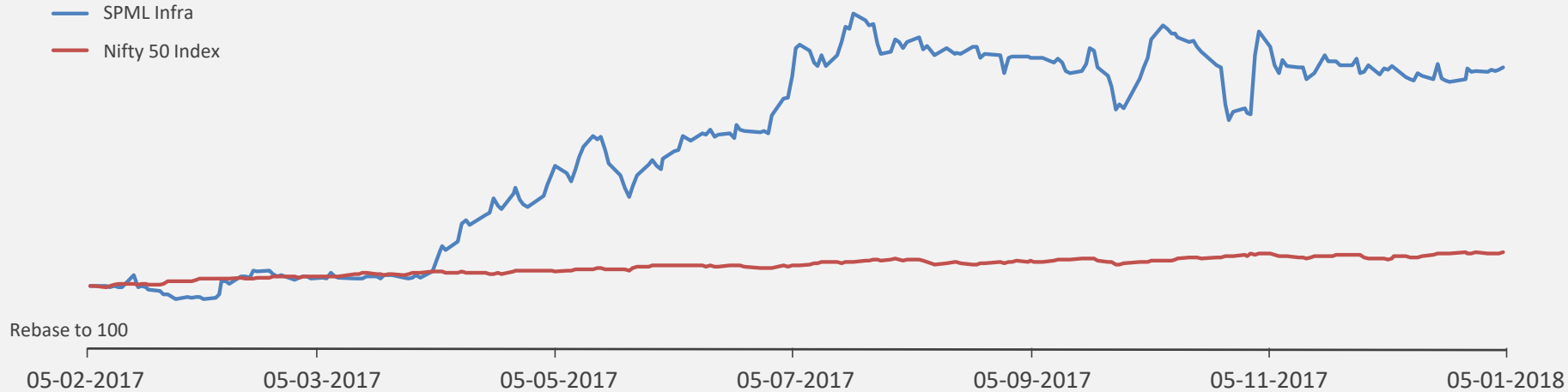


Stock Data

BSE	500402
NSE	SPMLINFRA
Market Cap (₹ in Cr)	564
No. of shares outstanding	36.65Mn
Free Float	40.35%

Stock Information (as on 1st January 2018)

— SPML Infra
— Nifty 50 Index



Commitment towards Sustainability

Sustainability initiatives include

- Started the Beti Bachao campaign in 2010 in Delhi and thereafter spread it to several other cities across India and undertook social media-driven campaigns in Haryana and Rajasthan to educate people about the importance of the girl child
- Started in 1981, the very year the company was incepted, the Free Limb Distribution programme is still going strong. Several camps are organised every year in different cities to distribute free artificial limbs to the needy to overcome their challenges.
- Organised 20 Eye Care & Health Camps on a quarterly basis over the past five years thereby providing >5,000 people with free health and eye check-up facilities and medicines, spectacles, among others and returning the gift of vision to >500 people via free cataract surgeries organised by the Company
- Organised regular Dental Care Camps at schools to provide free-of-cost consultation and medicines to students from the economically weaker sections of the society
- Organised Public Awareness Programmes on water, sanitation and environmental conservation backed by dedicated outdoor campaigns to raise awareness regarding environmental conservation among residents, waste collectors and handlers and school students
- Spread awareness about the importance of cleanliness in line with the tenets of the Swacch Bharat Abhiyan in Delhi's busy market areas and residential colonies.
- Spread messages pertaining to the importance of Water Conservation via regular outdoor (hoardings, boards, message boards, bulletins) and mass media campaigns across Delhi and few other cities
- Undertook Tree Plantation for Water and Environment Conservation activities at project sites across the country

Awards & Accolades

National and International Awards and accolades over the past 3 years



- India's Most Ethical Companies Award 2017 – World CSR Congress
- Aqua Foundation Excellence Award 2017 to SPML Infra Chairman for his Valuable Contribution in Infrastructure Development in India
- Construction Times Award 2017 for Best Executed Technology used for Water Management Project
- CIA World Builders & Infra Awards 2017 for Best Water Management Company of the year – EPIC Media Group
- Technology Champion – Smart City Award 2017 for IMIS – Cyber Media Group
- Data Centre Green DC Initiative Award 2017 – UBS Transformance



- Frost & Sullivan India Awards 2016 as India Water & Waste Water Management Competitive Strategy Innovation & Leadership
- Construction Times Awards 2016 for Best Executed Wastewater Project of the Year
- Fortune India Next 500 Awards 2016 as 'One of the Giants of Tomorrow' – Fortune Magazine
- NetApp Innovation Awards 2016 for Integrated Management Information System – NetApp
- Dataquest Business Technology Awards 2016 for Unified Communication – Dataquest
- CBIP Award 2016 for Optimum and Efficient Utilization of Water Resources - CBIP



- Digitizing India Awards 2015 as Smart City Solution Provider – NDTV-CISCO
- Construction Week India Award 2015 for Infrastructure Company of the Year – ITP Publishing
- Construction World India Award 2015 as Top Challengers - Asapp Media Group



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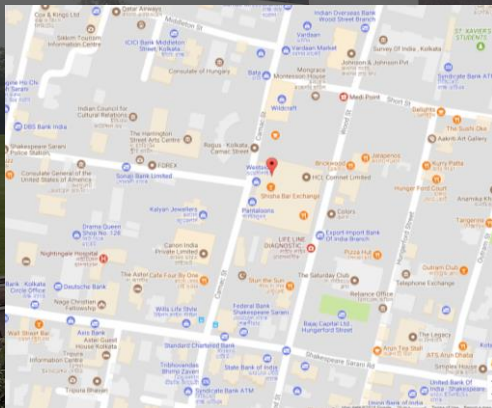
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Thank You