

Date: 15<sup>th</sup> November, 2018

**The Secretary**  
BSE Limited  
New Trading Wing,  
Rotunda Building,  
PJ Tower, Dalal Street,  
Mumbai- 400001


**The Manager**  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block "G"  
5<sup>th</sup> floor, Bandra Kurla Complex,  
Bandra East,  
Mumbai- 400051

Sir,  
Investor Presentation

Please find enclosed Investors Presentation of the Company.

Please treat this as compliance with Regulation 30 of SEBI (Listing Obligation and Disclosures Requirement) Regulations, 2015.

Thanking you,  
Yours faithfully  
For MBL Infrastructures Ltd.

  
Anubhav Maheshwari  
(Company Secretary)

Encl: a/a

## **MBL Infrastructures Ltd.**

Registered & Corporate Office : Baani Corporate One, Suite no. 308, 3rd Floor, Plot No. 5, Commercial Centre, Jasola, New Delhi-110 025  
Tel. : +91-11-48593300 - 10, Fax : +91-11-48593320 Email : delhi@mblinfra.com Website : www.mblinfra.com, CIN-L27109DL1995PLC338407



**MBL INFRASTRUCTURES LTD.**

November 2018 | INVESTOR PRESENTATION



# Company Overview





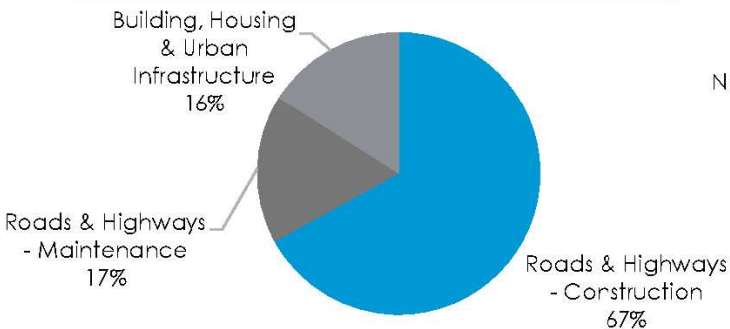
## Company Overview

- MBL Infrastructures Ltd. (MBL) was incorporated in 1995 and is listed on BSE & NSE since 2010 and is promoted by Mr. Anjanee Kumar Lakhota. The shareholding of the Promoter and Promoter Group has increased to 68.49%.
- MBL Infrastructures Ltd. (MBL) is engaged in the execution of civil engineering projects in various business segments namely: **Highways** (EPC, BOT, O&M), **Building, Housing & Urban Infrastructure**, **Railways/Metro** and Other Infrastructure.
- MBL provides integrated engineering, procurement and construction (EPC) services for civil construction and infrastructure sector projects.
- MBL was among the first batch of contractors to be awarded the contracts of prestigious North South East West Corridor by NHAI and was the first to complete the project.
- MBL was amongst the early batch of contractors to be awarded contract for maintenance of National Highways by NHAI.
- MBL has witnessed a continuous growth in bid capacity and pre-qualification capability.
- The Company has a large fleet of sophisticated equipment, including hot mix plants, sensor pavers, tandem rollers, soil compactors, stone crushers, loaders, excavators, tippers, motor graders, concrete batching plants, transit mixers, concrete pumps, dozers, cranes etc.

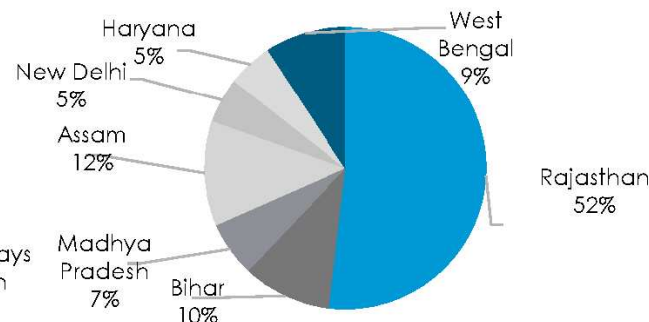
## Business Segments



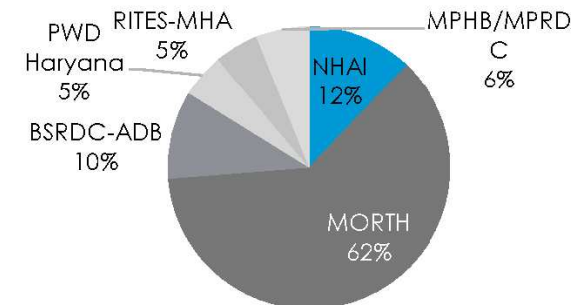
### Segments



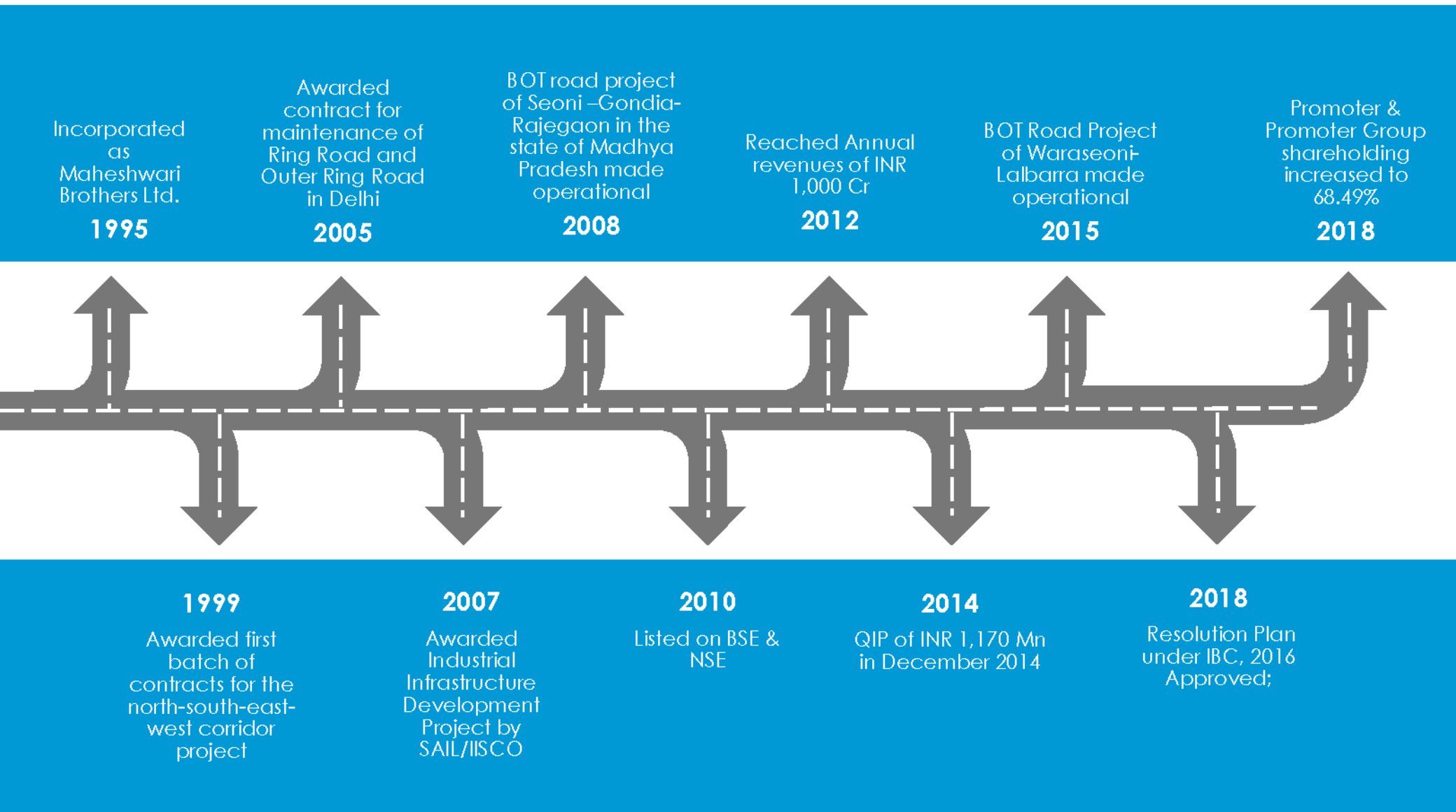
### State-wise Distribution of Order



### Clientele



# Key Milestones



## Mr. Anjaneer Kumar Lakhota (Chairman & Managing Director)

- Promoter of the Company
- Has over two decades of experience in the infrastructure industry.
- A commerce graduate from St. Xaviers College, Kolkata and is a fellow member of the Institute of Chartered Accountants of India.

## Mr. Ashwini Kumar Singh (Independent Director)

- Has been associated with SAIL as Director (Commercial) & Managing Director of Rourkela Steel Plant & other capacities and with Essar Steel Ltd as resident Director of their Jharkhand Unit.
- Holds a degree in electrical engineering from Jadavpur University, Kolkata.
- Fellow member of the Institute of Engineers, Indian Council of Arbitration, All India Management Association and the National HRD Network.

## Mr. Bhagwan Singh Duggal (Independent Director)

- Associated with CPWD for over three decades and retired as Director General (Works). He was involved in planning and design, modernisation & restorations of marquee governments. Retired as Director General- CPWD
- Architecture from School of Planning and Architecture-Delhi, Post Graduate Diploma in Housing, Planning & Building, Netherlands.

## Ms. Sunita Palita (Independent Director)

- A post graduate in Anthropology from Miranda House, Delhi University with a Post-graduate Diploma in Journalism from Indian Institute of Mass Communication, New Delhi.
- She is presently a life member of Indian Science Congress.

## NHAI Pre-Qualification for Public Private Partnership (INR Mn)

11,057

11,871

BOT (Toll) & Annuity

HAM

## Awards



2<sup>nd</sup> Fastest Growing Construction Company (Medium Category) in India and India's Top Challenger at the 14<sup>th</sup> & 13<sup>th</sup> Construction World Global Awards



MBL has been recognized amongst the Best Infrastructure Brands by Economic Times in 2016



3<sup>rd</sup> Fastest Growing Construction Company (Medium Category) at 10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> Annual Construction World Global Awards



MBL Infrastructure Ltd. has been featured in Dun & Bradstreet's India's Leading Infrastructure Companies in 2016

## Certifications



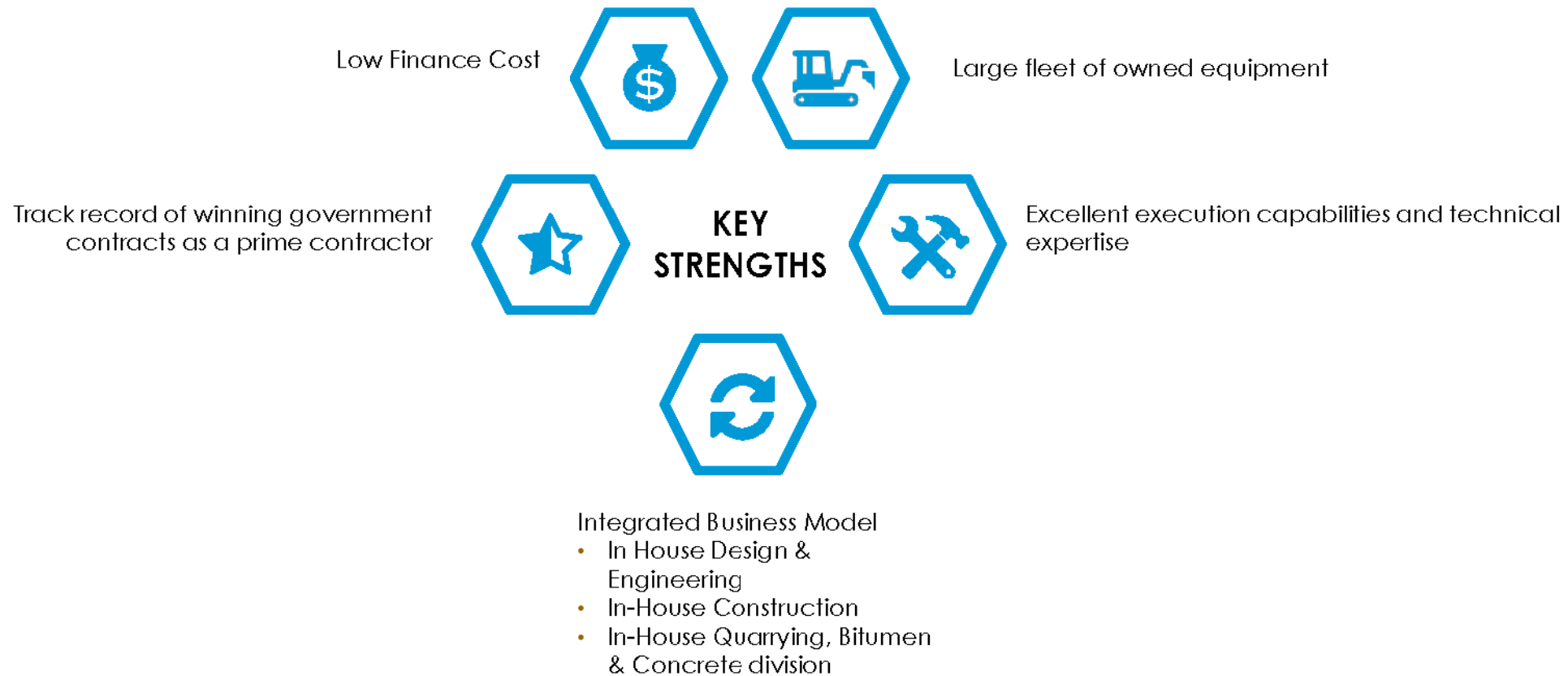
ISO 9001:2008



ISO 14001:2004



OHSAS 18001:2007





# Business Overview





## Highway Construction EPC

- In recent years, the company has executed and commenced a number of praiseworthy projects in the states of West Bengal, Madhya Pradesh, Maharashtra, Assam, Uttar Pradesh, Delhi, Rajasthan, Karnataka, Haryana, Odisha, Andhra Pradesh, Bihar and Uttarakhand.
- Huge opportunities are available to Company in its core competence area of Civil Engineering projects particularly in the roads and highways.



## Highway - BOT Projects

- MBL was an early entrant into the BOT space from 2002 onwards.
- NHAI Pre-qualification for Single BOT (Toll & Annuity) project up to INR 11,057 Mn.
- MBL has an integrated business model to execute the BOT projects which includes Design and Engineering, In-house construction Equipment Bank, Toll Collection and O&M, Traffic Estimation



## Highway – O&M

- MBL was awarded the first ever contract for comprehensive maintenance of Inner & Outer Ring Road of NCT, New Delhi in 2005.
- The Company's road maintenance attracted public appreciation; this encouraged the government to award more maintenance contracts to private sector companies.



## Building, Housing & Urban Infrastructure

- MBL is also engaged in Industrial & Urban Infrastructure Development projects across the country.
- With its impeccable track record, the company gets good order flow from authorities such as PWD Haryana, MP Housing & Infrastructure Board, etc.
- MBL is currently executing several Housing / Building Projects PAN India as an EPC contractor.

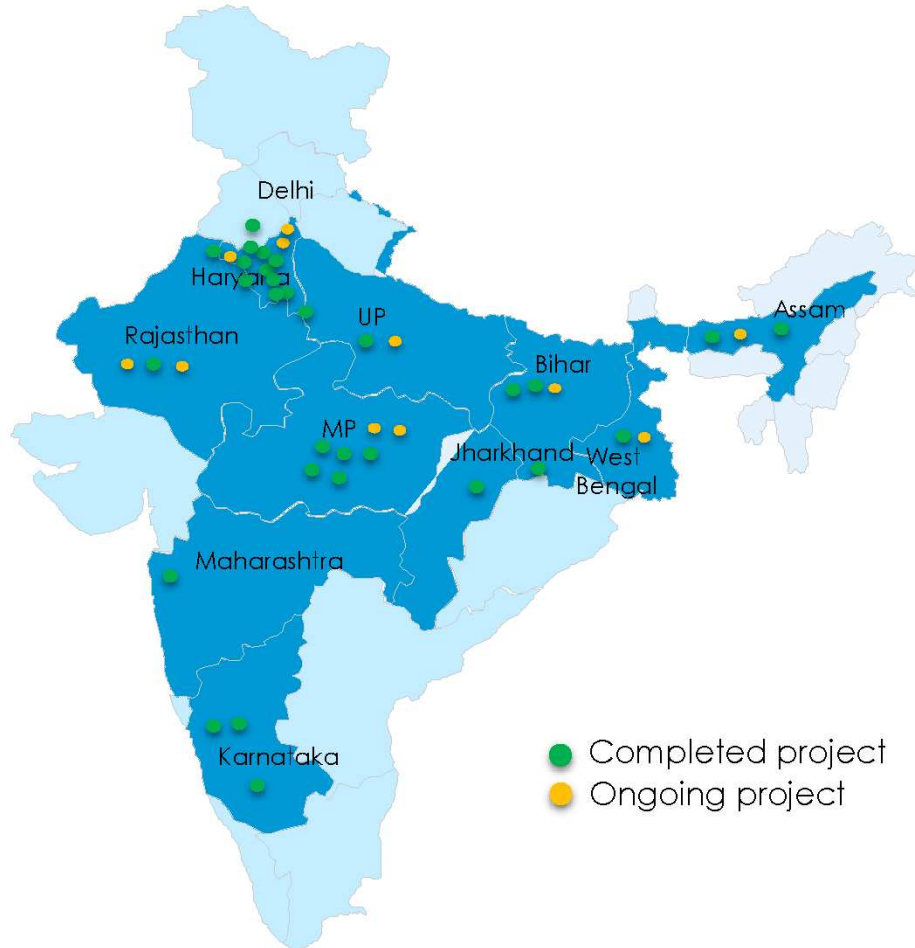


## Railways/Metro & Other Infrastructure

- In Railways, the company has executed railway over bridge, railway under bridge works primarily and civil works.
- MBL has completed two RUBs at Narela & Badli and a ROB at Faridabad and three ROB's at Sonapat.



## PAN INDIA PRESENCE



## Excellent Relationship with Government Authorities & Marquee Clients



Madhya Pradesh  
Housing & Infrastructure  
Development Board



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड  
DELHI METRO RAIL CORPORATION LTD.  
( भारत सरकार एवं दिल्ली सरकार का संयुक्त उपक्रम )  
( A JOINT VENTURE OF GOVT. OF INDIA AND GOVT. OF NCT DELHI )

# Current Projects



## Roads & Highways Construction Projects :-

S.No.	Project Name	Client	Amount (INR Mn)
1.	Development & Operation of Bikaner - Suratgarh Section of NH-15(Km. 553/869 of NH-11 to Km. 173/000 of NH-15) in the State of Rajasthan through PPP on DBFOT basis	Ministry of Road Transports & Highways	6,239.4
2.	Widening & Strengthening of existing National Highway from 2 Lane to 4 Lane from Km 183.000 to 163.895 of Sonapur to Guwahati Section of NH-37 in the State of Assam on EW-II under program of NHDP Package AS-03	National Highways Authority of India	2,145.9
3.	Improvement / Upgradation of roads and bridges of Shivganj – Rafiganj - Goh-Uphara-Devkund-Baidrabad Road (SH-68), Package-1	Bihar State Road Development Corporation Ltd.	1,817.8
4.	Rehabilitation and up gradation of Pundibari to Baxirhat section of NH-31 from Km 770.00 to 816.00 of NH-31 in the State of West Bengal to two lanes with paved shoulders under NHDP-IV on EPC basis	Ministry of Road Transports & Highways	1,646.1
	<b>Total</b>		<b>11,849.2</b>

## Roads & Highways Maintenance Projects :-

S.No.	Project Name	Client	Amount (INR Mn)
1.	Maintenance of Bikaner - Suratgarh Section of NH-15(Km. 553/869 of NH-11 to Km. 173/000 of NH-15) in the State of Rajasthan	Ministry of Road Transports & Highways	3,012.2
2.	Maintenance of Waraseoni-Lalbarra Road in the state of Madhya Pradesh	M.P.Road Development Corporation Ltd	98.5
	<b>Total</b>		<b>3,110.7</b>



## Building, Housing & Urban Infrastructures Projects :-

S.No.	Project Name	Client	Amount (INR Mn)
1.	Construction of various buildings i/c residences of National Law University in Rajiv Gandhi Education City at Rai in Sonapat Distt	PWD (B & R ), Haryana	920.1
2.	Construction of 222 flats {Basement + Ground + 10 storied) at Keelandev i/c Internal Water Supply, S & F Internal Electrification works & Development work	M.P. Housing Board, Bhopal	626.1
3.	Re-Development of Police Colony Delhi Cantt, Delhi	rites Ltd for Ministry of Home Affairs	495.3
4.	Construction of Police Line & Residential Quarters at Kondli Check Post, Delhi	rites Ltd for Ministry of Home Affairs	429.2
5.	Construction of 96 flats {Basement + Ground + 12 storied) Tulsi Tower I/C Internal W/S, S/F, Internal Electrification works, & Development work at Tulsi Nagar Bhopal	M.P. Housing Board, Bhopal	399.7
	<b>TOTAL</b>		<b>2,870.4</b>

# Current BOT Project



Particulars (INR in Mn)	Waraseoni-Lalbarra Road	Bikaner-Suratgarh
Type	Toll & Annuity	Toll
Project Cost (INR Mn)	766	8,155
Economic Interest	100%	99.99%
Project Road Length (Kms)	18.3	172.4
Concession Period (years)	15	16
Toll Start Date	Aug-15	Nov-18 (Likely)
Concession end date – Original Extension applied for	June-2027 July-2028	September-2029 March-2033
State	Madhya Pradesh	Rajasthan
Awarding Authority	MPRDC	PWD Rajasthan

# Project Gallery - Roads & Highways Construction Projects



Development & Operation of Bikaner-Suratgarh



Development & Operation of Bikaner-Suratgarh



Development & Operation of Bikaner-Suratgarh



Widening & Strengthening of existing National Highway from 2 lane to 4 lane of Sonapur to Guwhati section



4 lane of km 41-51 of Agra Dholpur of NH-3, Rajasthan



Construction of 2 lanes at Sonapat



Construction of flyover in Guwahati



4 laning at Agra- Gwalior section, NH-2, MP



Widening and strengthening from 2 lane to 4 lane at Guwahati, Assam





# Project Gallery - Building, Housing & Urban Infrastructures Projects



Police & Residential Quarters at Kandli, New Delhi



Office of Police station Delhi Cantt.

144 category V & 24 category VI at Hisar



Construction of Police station & staff flats, New Delhi

Residential construction at Dwarka, New Delhi



Residential accommodation for NHA staff at Pocket B5, Sector 17, Dwarka, New Delhi



Construction of 92 flats at Mahadev Towers, Bhopal

Construction of 222 Flats at Keelandev tower, Bhopal



Construction of 96 flats at Tulsi Tower, Bhopal



## Roads & Highways Maintenance Projects

Maintenance of NH-2, Barwa Adda – Panagarh Section (KM 398.75 – KM 512.00) in the state of Jharkhand & West Bengal)



Toll Plaza construction at Delhi –Agra, NH-2



Comprehensive maintenance of ring road, Delhi



## Rail/ Metro & Other Infrastructure

Construction of Metro rail depot, Delhi



Construction of RUB at Badli, New Delhi



Approach road at SAIL Plant





# Completed Projects



# Some Completed Roads & Highways Construction Projects



S.No.	Project Name	Client	Amount (INR Mn)
1.	Development of State Highways (Districts Bhagalpur –Banka) under Rashtriya Sam Vikas Yojna, Package No 9A.	CPWD - Rashtriya Sam Vikas Yojna- Bihar	1,298.2
2.	Faridabad Bypass –Construction of additional 10.50 mtr lane & widening & strengthening of existing lane to 10.50 mtr for Haryana Urban Development Authority (HUDA)	Haryana Urban Development Authority (HUDA)	1,250.0
3.	Contract with NHAI–Rehabilitation and Up gradation of Chitradurga section ( JV with Supreme Infrastructure (India) Limited)	NHAI – National Highway Authority Of India	1,224.2
4.	Strengthening, Widening, Upgradation, Operation and Maintenance of 114 km long Seoni-Balaghat Road	Madhya Pradesh Road Dev. Corp. Limited.	1,082.0
5.	Contract with MPRDC funded by Asian Development Bank – Nagod – Jasso – Saleha – Pawai – Mohindra – Semaria Amanganj Road (Package no. 9)	Madhya Pradesh Road Dev. Corp. Limited.	850.4
6.	Development and Operation / Maintenance of the Two Laning with paved shoulder of Waraseoni - Lalbarra Road on BOT (Toll+ Annuity) basis in the State of Madhya Pradesh	Madhya Pradesh Road Dev. Corp. Limited.	622.2
7.	Contract with MPRDC funded by Asian Development Bank - Amanganj Malhera (SH-10) (Package no. 10)	Madhya Pradesh Road Dev. Corp. Limited.	603.5
8.	Two-laning of Waraseoni-Lalbarra Major District Road (Length 18.30 k.m.) on Design, Build, Finance, Operate and Transfer (DBFOT) on (BOT Toll Plus Annuity) basis at M.P.	Madhya Pradesh Road Dev. Corp. Limited.	467.4
9	Construction of additional service road and side drains from 146-156km marks, including 2-lane flyover on Guwahati Bypass section of NH-37 on East West Corridor programme of NHDP	National Highways Authority of India	362.9
10.	4 Laning of 41 km mark to 51 km mark of Agra-Dholpur section of NH-3 in Rajasthan.	National Highways Authority of India	205.2

# Some Completed Roads & Highways Maintenance Projects



S.No.	Project Name	Client	Amount (INR in Mn)
1.	Maintenance of Outer & Inner Ring Road of Delhi	PWD National Capital Territory – Delhi	392.4
2.	Maintenance of main carriageway, service road and side drains and median maintenance including periodical renewal from Km 146.000 to Km 163.895 on Guwahati Bypass of NH-37 in Assam (Contract Package No. CP-01/2009)	National Highways Authority of India	280.2
3.	Improvement and Routine Maintenance of Barwa Adda - Panagarh section of NH-2 (398.8 to 512 km marks) in the state of Jharkhand & West Bengal	National Highways Authority of India	122.7
4.	Maintenance and Rehabilitation of 75 to 282 km marks of Tumkur Harihar section of NH-4 in Karnataka	National Highways Authority of India	116.0
5.	Improvement and Routine Maintenance of the Bangalore-Neelmangla section of NH-4 (10 - 29.5 km marks) & Bangalore-Hosur section of NH-7 (8 - 33 km marks) in Karnataka	National Highways Authority of India	89.7

# Some Completed Building, Housing & Urban Infrastructure Projects



S.No.	Project Name	Client	Amount (INR in Mn)
1.	Re-Development of Police Colony Delhi Cantt, Delhi	RITES Ltd for Ministry of Home Affairs	498.2
2.	Construction of Residential Accommodation for NHAI staff at Pocket B-5, Sector-17, Dwarka, New Delhi including all civil works, sanitary /plumbing and electrical works etc.	National Highways Authority of India	484.7
3.	Construction of Residential Accommodation for NHAI Staff at Pocket B5, Sector-17, Dwarka, New Delhi including all civil works, sanitary/ plumbing, electrical works etc.	National Highways Authority of India	475.5
4.	Civil works in the campus of Rajiv Gandhi Thermal Power Project with TCIL, a profitable central govt organization at Hisar Dist.	Haryana State Road & Bridge Development Corporation Limited.	444.1
5.	Construction of Group Housing Residential Apartments namely "NBCC Town" on Delhi Saharanpur Highway, Village Khekra, Distt. Baghpat, UP	NBCC	424.6
6.	Streetscaping & Beautification of MCD Roads around Dr. Karni Singh Shooting Range and JLN Sports complex	Municipal Corporation of Delhi	295.5
7.	Street Scaping & Beautification of Various roads around IGI Stadium under PWD	PWD National Capital Territory – Delhi	199.4
8.	Construction of 92 FLATS at Mahdev Parisar Oppsite Board Office Bhopal including internal water supply and sanitary fittings, internal electrification, community & commercial and Development works	MP Housing Board	197.5

# Some Completed Metro, Railway and other Infrastructure Projects



S.No.	Project Name	Client	Amount (INR in Mn)
1.	Civil works for construction of Depot cum workshop at Kalinci Kunj on Line-8 for Delhi MTRS Project Phase-III	Delhi Metro Rail Corporation Limited	852.3
2.	Construction of 4 Lanes ROB on Rai Nahra Bahadurgarh Road level crossing No. 21 on Delhi – Ambala Railway Line in Sonapat District	Public Works Department, B&R, Haryana	432.6
3.	Construction of approaches of two lane ROB at Sonapat on Sonapat-Purkhas Moi Raod at level crossing No. 29 on Delhi-Ambala Railway Line	Public Works Department, B&R, Haryana	328.9
4.	Contract with SAIL- Construction of Approach road (2 lane with provision of 4 lane) from GT road at Neamatpur to Burnpur	Steel Authority of India Limited	250.5
5.	Construction of Road under bridge on Auchandi road, connecting to G. T. road to Badli Industrial area (on Delhi – Ambala Line) for Municipal Corporation of Delhi	Municipal Corporation of Delhi	244.9
6.	Construction of road under bridge on existing railway line level crossing on Narela lampur road at Narela	Municipal Corporation of Delhi	237.0
7.	Construction of 2 Lanes ROB at Sonapat at Level X ing B-27 at Km, 42/17-19 on Delhi Ambala Railway Section, Sonapat Gohana Road at RD 77 in Sonapat Distt.	Public Works Department, B&R, Haryana	226.5
8.	Construction of ROB (Railways Over Bridge) at Badkhal Chowk, Faridabad and all other works contingent thereto.	Haryana Urban Development Authority	191.2



# Strategic Overview



## Plan

- Resolution plan submitted by Mr. A K Lakhota, Promoter Director has been approved by Hon'ble NCLT by order dated 18<sup>th</sup> April, 2018.

## Terms of Plan

- Payment of CIRP cost and workmen dues on priority.
- Operational and other creditors (except financial creditors) to be paid in three years.
- Statutory dues to be paid in three years.
- Assenting Financial Creditors:
  - a) Cash credit facility @ one year MCLR of SBI plus spread of 0.70% p.a
  - b) Working Capital Term Loan @ one year MCLR of SBI plus spread of 0.70% p.a.
  - c) Issuance of Secured 0.10% Non-convertible debentures (NCDs) redeemable over a period of 9.75 years (at a premium of 10% at the time of final redemption).
  - d) External Commercial Borrowings be restructured to be paid over a period of 9.75 years @ one year MCLR of SBI plus spread of 0.70% p.a. in Indian rupees.
  - e) Term Loans from NBFC Lenders to be restructured to be paid over a period of 9.75 years @ one year MCLR of SBI plus spread of 0.70% p.a.
- The repayment of the aforesaid liabilities at (b), (d) and (e) would be made in 39 unequalled quarterly installments. NCDs pursuant to (c) above have since been issued and are redeemable in 39 unequalled quarterly instalments.

## Equity Infusion

- In terms of the Resolution Plan contribution from the Promoters and Promoters Group will be INR128.19 Cr over a period of three years. The Promoters have already infused INR 63.3 Cr.
- Equity holding of the Promoter and Promoter group has increased to 68.49%.

In the Union Budget 2017-18, the Government of India has allotted INR 64,000 Cr to NHAI for roads and highways and INR 27,000 Cr for PMGSY.

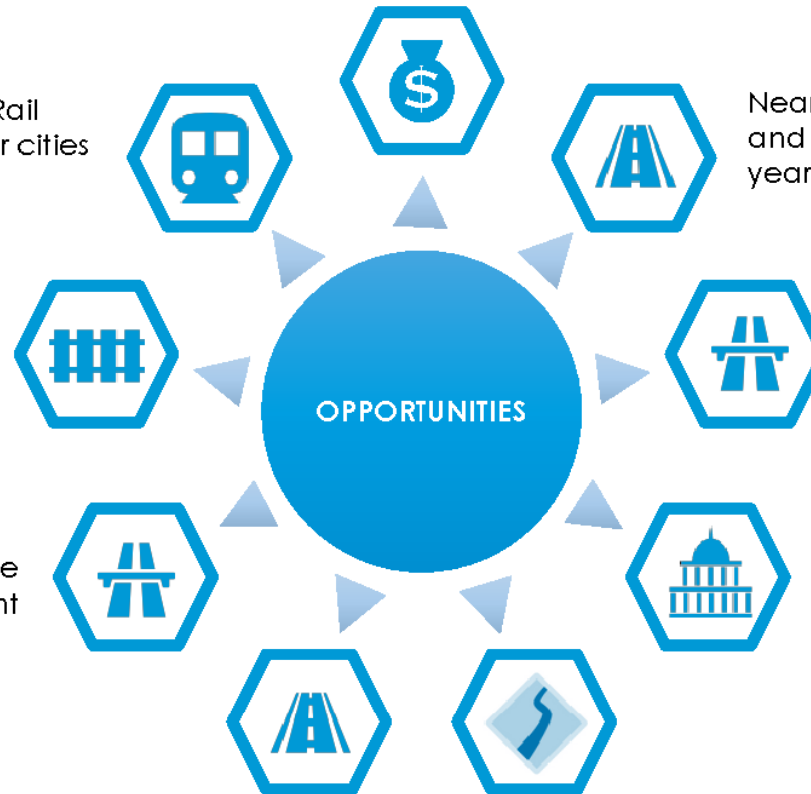
Opportunities also available in Metro Rail construction to be undergone in major cities in the country

Railways Plans elevated corridors for suburban rail in Mumbai, Delhi and Bengaluru. Preliminary estimate for Mumbai alone is INR 25,000 Cr to be spent over 3-5 years

Housing for all scheme by the government

Poor existing infrastructure in the country resulting in huge opportunities

Infrastructure Sector is the focus of the government. Special impetus has been given to Roads & Highways.



Nearly 83,677 km of roads to be developed and INR 6.92 lakh Cr to be spent in the next 5 years

Under Bharat Mala project – (34,800 kms of highways) 9000 km of economic corridors; 6000 km of inter-corridor & feeder routes; 2000 km of border roads; 800 km of Greenfield Expressways; 5000 km of road up gradation; 10000 km of National Highway; 2000 km of Coastal Roads

Central & State Governments to spend INR 88,185 Cr on rural roads via PMGSY scheme in next 3 years

# Financial Overview





# Standalone Income Statement



Particulars (INR Mn)	FY15	FY16	FY17	FY18	H1-FY19
<b>Income*</b>	<b>19,513</b>	<b>23,308</b>	<b>23,077</b>	<b>5,454</b>	<b>1,767</b>
Operating Expenses	17,238	20,893	22,706	4,545	724
<b>EBITDA</b>	<b>2,275</b>	<b>2,415</b>	<b>371</b>	<b>909</b>	<b>1,043</b>
<b>EBITDA Margin (%)</b>	<b>11.66%</b>	<b>10.36%</b>	<b>1.61%</b>	<b>16.66%</b>	<b>59.02%</b>
Finance Cost	953	1,168	1,451	2,460	836
Depreciation	154	172	178	146	70
<b>Profit Before Exceptional Item &amp; Tax</b>	<b>1,168</b>	<b>1,075</b>	<b>(1,258)</b>	<b>(1,697)</b>	<b>137</b>
<b>Exceptional Item (Income)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,021</b>	<b>-</b>
<b>Profit Before Tax</b>	<b>1,168</b>	<b>1,075</b>	<b>(1,258)</b>	<b>2,324</b>	<b>137</b>
Current Tax	245	266	-	-	-
Income Tax for earlier years	54	-	-	-	-
Deferred Tax	67	(38)	(606)	(66)	(42)
<b>Profit After Tax</b>	<b>802</b>	<b>847</b>	<b>(652)</b>	<b>2,390</b>	<b>179</b>
<b>PAT Margin (%)</b>	<b>4.11%</b>	<b>3.63%</b>	<b>NA</b>	<b>43.83%</b>	<b>10.13%</b>
Other Comprehensive Income	-	-	3	6	4
<b>Total Comprehensive Income</b>	<b>802</b>	<b>847</b>	<b>(649)</b>	<b>2,396</b>	<b>183</b>
Diluted EPS (INR) (After Exceptional Items)	19.34	20.42	NA	57.80	2.09

\* Includes other income

# Standalone Balance Sheet

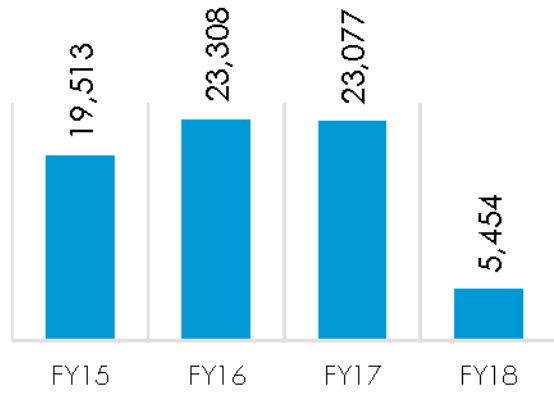


Particulars (INR Mn)	FY17	FY18	H1-FY19	Particulars (INR Mn)	FY17	FY18	H1-FY19
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder Funds</b>				<b>Non-current Assets</b>			
Share Capital – Equity	415	415	1,048	Property, plant & equipments	1,592	1,447	1,378
Other Equity	6,170	8,566	8,749				
<b>LIABILITIES</b>				<b>Financial assets</b>			
<b>Non-Current Liabilities</b>				Investments	2,184	2,184	3,031
<b>Financial Liabilities</b>				Trade receivables	9,890	8,540	9,362
Borrowings	981	6,904	6,759	Loans	533	371	-
Trade Payables	-	680	792	Others	-	22	22
Other Financial Liability	-	55	58	Deferred tax assets (net)	239	302	342
Provisions	14	6	7	Other non current assets	2,798	7,314	6,690
Other non current liabilities	-	3,674	3,789	<b>Current Assets</b>			
Non Current Tax Liabilities (net)	-	245	238	Inventories	251	63	76
<b>Current Liabilities</b>				<b>Financial assets</b>			
<b>Financial Liabilities</b>				Investments	-	-	
Borrowings	12,225	1,201	1,189	Trade receivables	2,308	918	1,235
Trade Payables	1,196	418	459	Cash and cash equivalents	36	44	67
Other Financial Liability	750	227	105	Other Bank Balance	66	-	-
Other current liabilities	346	723	780	Others	501	571	527
Provisions	27	26	26	Other Current Assets	1,995	1,364	1,269
Current Tax Liabilities (net)	269	-	-				
<b>GRAND TOTAL</b>	<b>22,393</b>	<b>23,140</b>	<b>23,999</b>	<b>GRAND TOTAL</b>	<b>22,393</b>	<b>23,140</b>	<b>23,999</b>

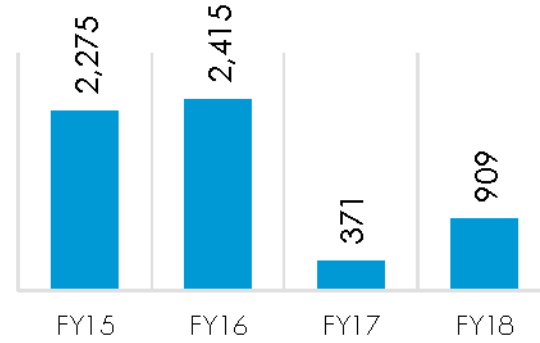
# Standalone Financial Snapshot



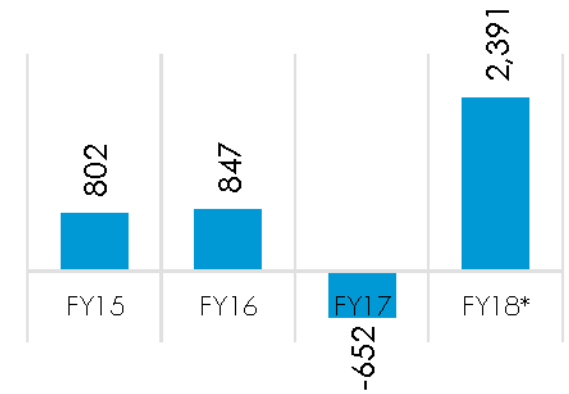
## Revenue (INR Mn)



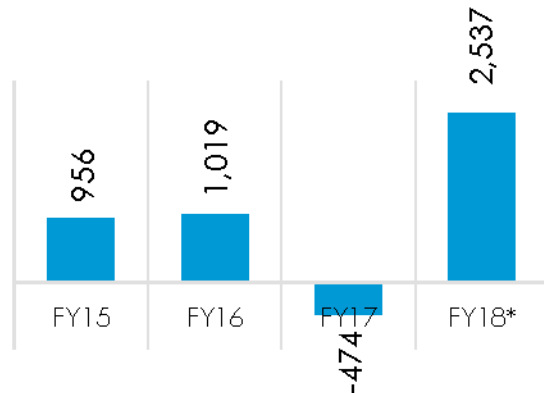
## EBITDA (INR Mn)



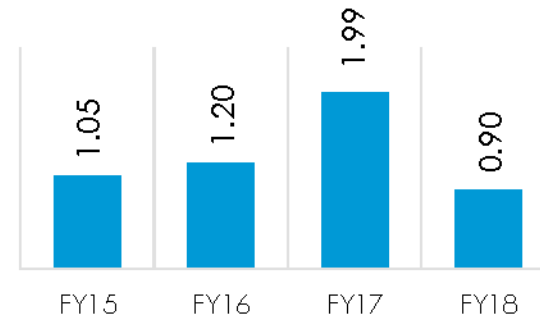
## PAT (INR Mn)



## Cash PAT (INR Mn)



## Net Debt/Equity



\* Includes exceptional item income

# Consolidated Income Statement



Particulars (INR Mn)	FY15	FY16	FY17	FY18	H1-FY19
<b>Income*</b>	<b>19,649</b>	<b>23,629</b>	<b>23,205</b>	<b>5,767</b>	<b>1,794</b>
Operating Expenses	17,249	20,903	22,717	4,558	824
<b>EBITDA</b>	<b>2,400</b>	<b>2,726</b>	<b>488</b>	<b>1,209</b>	<b>970</b>
<b>EBITDA Margin (%)</b>	<b>12.22%</b>	<b>11.53%</b>	<b>2.10%</b>	<b>20.96%</b>	<b>54.07%</b>
Finance Cost	1,011	1,278	1,471	2,499	961
Depreciation	202	332	272	227	79
<b>Profit Before Exceptional Item &amp;Tax</b>	<b>1,187</b>	<b>1,116</b>	<b>(1,255)</b>	<b>(1,517)</b>	<b>(70)</b>
Exceptional Item (Income)	-	-	-	1,638	-
<b>Profit Before Tax</b>	<b>1,187</b>	<b>1,116</b>	<b>(1,255)</b>	<b>121</b>	<b>(70)</b>
Current Tax	249	276	-	1	-
Income Tax for earlier years	55	-	-	-	-
Deferred Tax	67	(28)	(613)	(71)	(57)
<b>Profit After Tax</b>	<b>816</b>	<b>868</b>	<b>(642)</b>	<b>191</b>	<b>(13)</b>
<b>PAT Margin (%)</b>	<b>4.15%</b>	<b>3.67%</b>	<b>NA</b>	<b>3.31%</b>	<b>(0.72)%</b>
Other Comprehensive Income	-	-	3	6	4
<b>Total Comprehensive Income</b>	<b>816</b>	<b>868</b>	<b>(639)</b>	<b>197</b>	<b>(9)</b>
Non-controlling Interest	-	-	-	(36)	-
<b>Net Profit/ (Loss) after taxes and Non-controlling interest</b>	<b>816</b>	<b>868</b>	<b>(639)</b>	<b>161</b>	<b>(9)</b>
Diluted EPS (INR) (After Exceptional Items)	19.68	20.35	NA	4.75	(0.10)

\* Includes other income



# Consolidated Balance Sheet

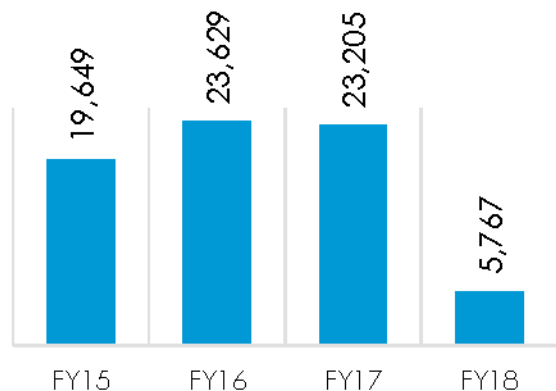


Particulars (INR Mn)	FY17	FY18	H1-FY19	Particulars (INR Mn)	FY17	FY18	H1-FY19
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder Funds</b>				<b>Non-current Assets</b>			
Share Capital – Equity	415	415	1,048	Property, plant & equipments	1,592	1,447	1,378
Other Equity	6,334	6,539	6,494	Goodwill	150	150	150
Non Controlling Interest	263	113	-	Other Intangible assets	497	206	197
<b>LIABILITIES</b>				Intangible assets under development	8,597	7,251	7,743
<b>Non-Current Liabilities</b>				<b>Financial assets</b>			
<b>Financial Borrowings</b>				Investments	-	-	-
Borrowings	6,390	11,969	12,370	Trade receivables	10,295	8,984	9,792
Trade Payables	-	680	792	Others	-	124	155
Other Financial Liability	-	56	58	Deferred tax assets (net)	234	301	357
Provisions	14	6	7	Other non current assets	2,802	7,209	6,737
Deferred tax liabilities (Net)	-	-	-	<b>Current Assets</b>			
Other non current liabilities	52	3,674	3,789	Inventories	251	63	76
Non Current Tax Liabilities (Net)	-	245	238	<b>Financial assets</b>			
<b>Current Liabilities</b>				Investments	-	-	-
<b>Financial Liabilities</b>				Trade receivables	2,408	1,040	1,350
Borrowings	12,245	1,203	1,189	Cash and cash equivalents	43	51	72
Trade Payables	1,220	448	507	Bank Balances other than above	73	8	1
Other Financial Liability	1,289	1,121	863	Others	129	267	226
Other current liabilities	542	1,944	2,168	Other current assets	2,000	1,342	1,318
Provisions	26	26	26	Current tax assets (net)	-	-	5
Current Tax Liabilities (net)	281	4	8				
<b>GRAND TOTAL</b>	<b>29,071</b>	<b>28,443</b>	<b>29,557</b>	<b>GRAND TOTAL</b>	<b>29,071</b>	<b>28,443</b>	<b>29,557</b>

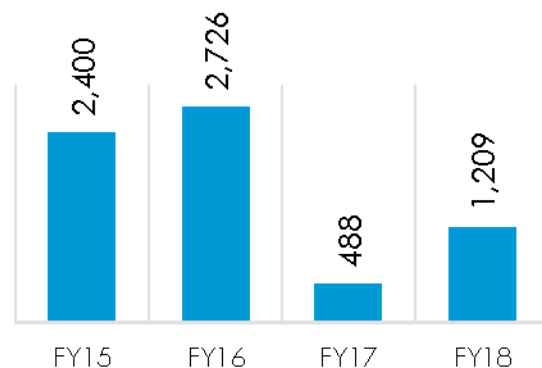
# Consolidated Financial Snapshot



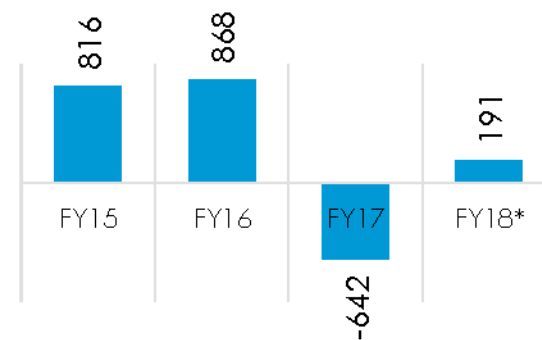
## Revenue (INR Mn)



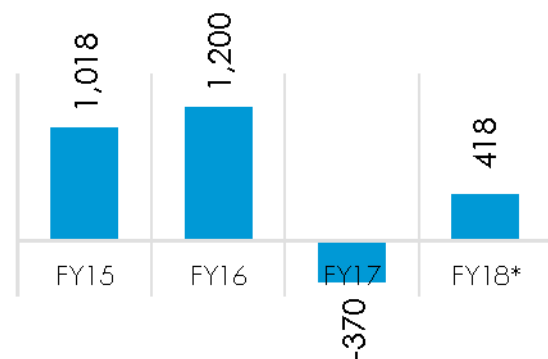
## EBITDA (INR Mn)



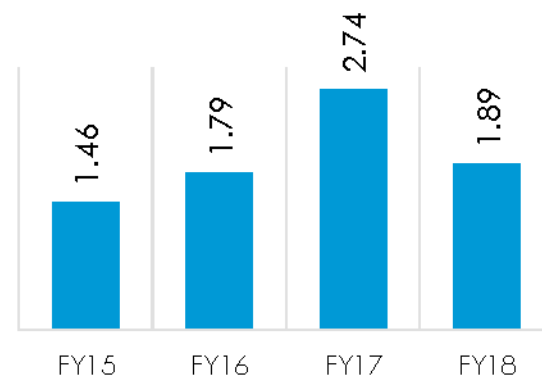
## PAT (INR Mn)



## Cash PAT (INR Mn)



## Net Debt-Equity Ratio



\* Includes exceptional item income

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# Thank You

