# **MILEFS** Transportation

# IL&FS Transportation Networks Limited Analyst Presentation – February 2016



February 11, 2016

CIN - L45203MH2000PLC129790



This presentation has been prepared solely by IL&FS Transportation Networks Limited ("ITNL") and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied does not and should not be deemed to constitute an offer.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on actual historical information or facts, and may be "forward looking statements", including without limitation those relating to the general business plans and strategy of ITNL, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and any other statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to risks with respect to ITNL's growth, business and the industry that it operates within.

ITNL reserves the right to alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

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

No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of ITNL



# In this presentation...

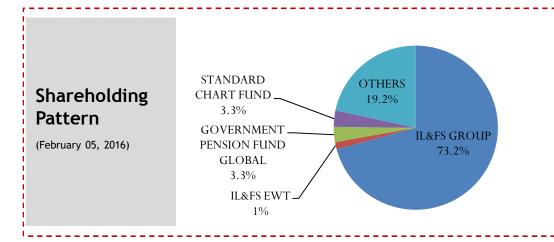
- Company Overview
- Key Competitive Strengths
- Segment Overview
- Portfolio Road Projects
- Portfolio Metro Rail & Border Check Post
- Road Sector Opportunity
- Project Pipeline
- Financial Performance Parameters
- Key Quarterly Financial Parameters
- Capital Works Remaining to be Executed
- Toll and Annuity Collection on Operational Projects

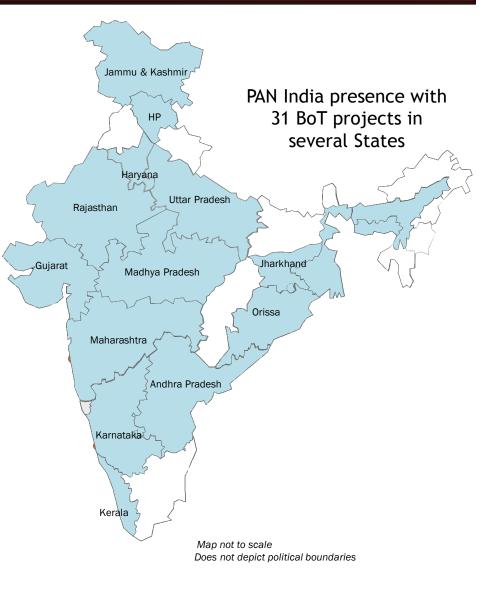
- IL&FS Strong Parentage
- Board of Directors
- Road Projects
- Glossary

### **Company Overview**

- IL&FS Transportation Networks Limited (ITNL) is a leading surface transportation infrastructure company and the largest private sector BoT road operator (in terms of lane kilometer) in India\*
- ITNL has a pan India presence with projects in several states in India
- Promoted by Infrastructure Leasing and Financial Services Limited (IL&FS) in the year 2000
- ITNL has 14,680 lane km under its road assets portfolio comprising a mix of toll & Annuity based projects
- Has 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

<sup>\*</sup> ICRA Report







# **Key Competitive Strengths**



Market Leadership in the surface transportation infrastructure sector backed by expansion into new sub sectors

- With around 14,680 lane kms spread over 31 projects in our road assets portfolio
- Operational portfolio of 9,699 lane kms of highways from 21 projects
- Forays into other surface transportation sub-sectors like metro rail, City Bus Services & border check-post



Strong Parentage of IL&FS & Experienced Management Team

- IL&FS brand and expertise in finance & other infrastructure areas with track record of over 25 years
- Experience in working with various Central & State Government and other Authorities
- Experienced management team with operational expertise of over 20 Years



Partnerships and Bilateral contracts with State Governments

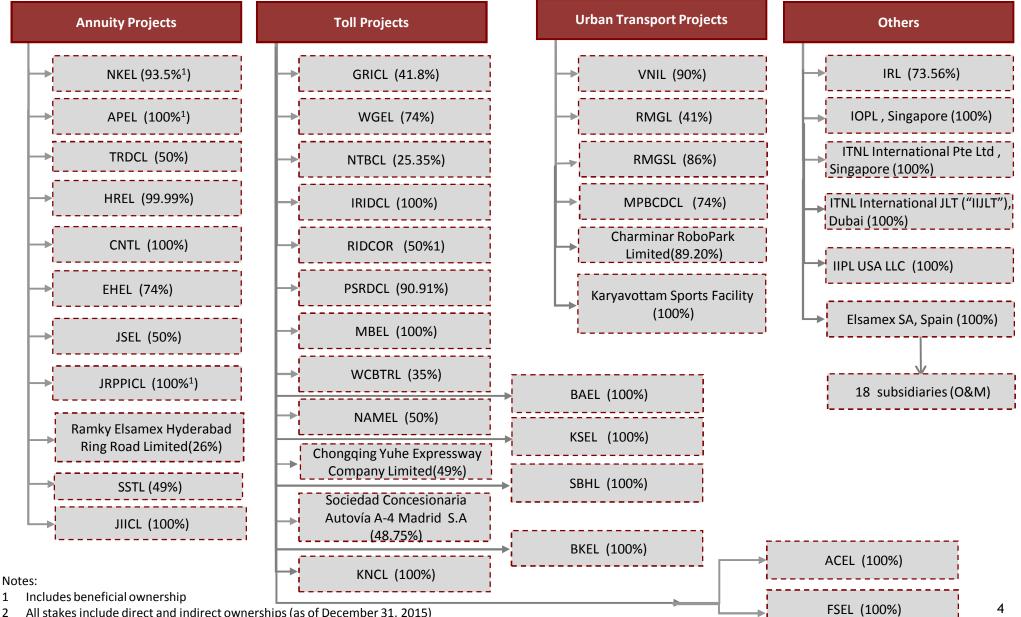
State Highway Concessions in joint venture with various State Governments



Diversified and de-risked road project portfolio with projects in different stages of Development, Construction, Operation & Maintenance

- Pan India presence with a diverse mix of annuity and toll concessions
- Presence in Europe, Latin America through Elsamex SA
- Acquired Operational road project in China

### **Segment Overview**



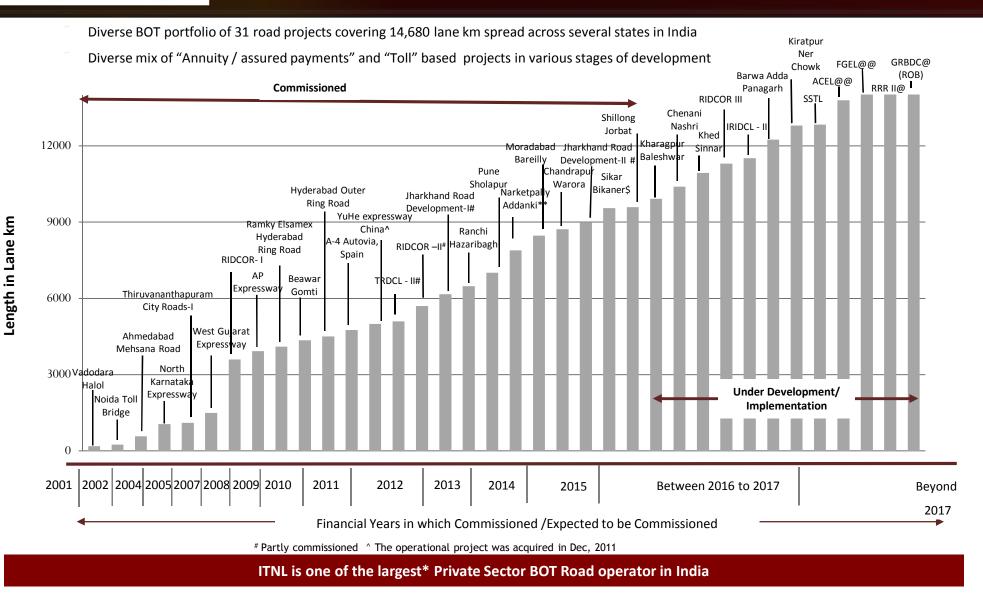
2 All stakes include direct and indirect ownerships (as of December 31, 2015) Kindly refer glossary for acronym details

▲IL&FS | Transportation

**IL&FS Transportation Networks Limited** 

**LEFS** Transportation

## Portfolio: Road Projects



As per ICRA Report - Aug 2015; \*\* Received Provisional Completion Certificate as on January 02, 2014 @Appointed date / Financial closure yet to be finalised.

@@ SPV formation / Appointed Date / Financial closure pending \$ Have received PCC as on October 10, 2015

5



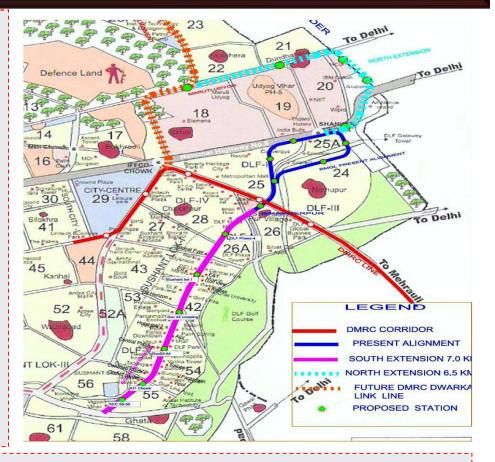
# Portfolio: Metro Rail & Border Check Post

#### **Gurgaon MetroRail Link:**

- Awarded by Haryana Urban Development Authority (HUDA) through Concession Agreement dated December 09, 2009
- Metro link from Delhi metro Sikanderpur station to NH-8 in Gurgaon – around 4.9 km
- Concession period of 99 years
- Started Commercial Operations on 14<sup>th</sup> November 2013

#### Rapid MetroRail Project (South Extension) :

- Metro link from Rapid Metro Sikanderpur station to Sector 56 in Gurgaon along the Golf Course road
- Around 7 km long link within Gurgaon CBD
- ITNL stake in the project ~85%
- Concession Agreement was signed on January 03, 2013, for a period of 98 years including initial construction period of two and half years.



MP Border Check Post Project – awarded by Madhya Pradesh Road Development Corporation Limited

- ITNL stake 74%, 24 border check-post in MP to be developed and 2 central control facilities
- Revenue sources entry fee from commercial vehicles, parking fee, loading/unloading etc.
- Similar to toll road concessions in the revenue collection format
- Concession period of 4,566 days including initial construction period of 730 days
- 19 Check post & 2 central control facilities are currently operational.

# **Road Sector Opportunity**

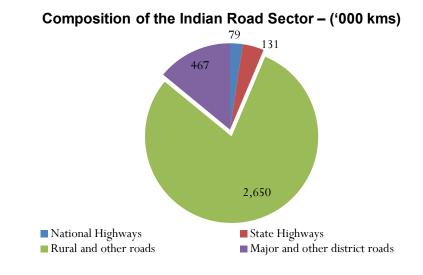
### ~17,155 km of awards pending under NHDP - to be substantially executed under PPP

"

"

| Program  | To be awarded (in Km) |
|----------|-----------------------|
| NHDP-III | 2,494                 |
| NHDP-IV  | 7,410                 |
| NHDP-V   | 2,819                 |
| SARDP-NE | 278                   |
| Total    | 13,001                |

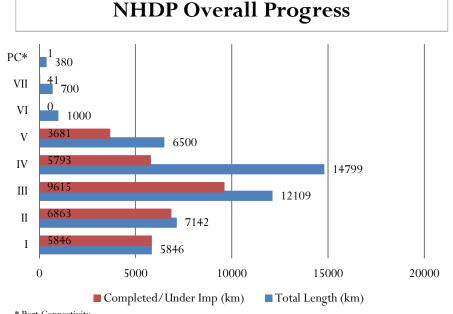
Source: www.nhai.org accessed on July 31, 2015



Footnote: Data given in point 2 is from 13th Finance Commission

- India's road network increased to 4.2 million km from 3.3 million km
- The 13<sup>th</sup> Finance Commission has decided to provide a central grant of INR 199.30 billion over the period 2011 -15 for development of state roads across the country. This is in addition to the normal expenditure that is undertaken
- National highways, which comprise 2% of the total network, carry 40% of the traffic; are overloaded at many places or corridors

### Only ~24% of national highways are four-laned



7

\* Port Connectivity

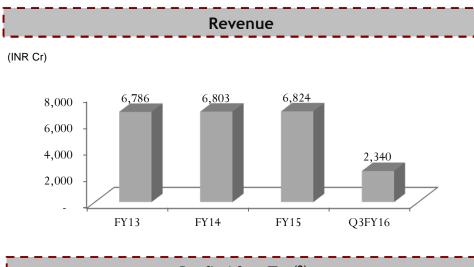


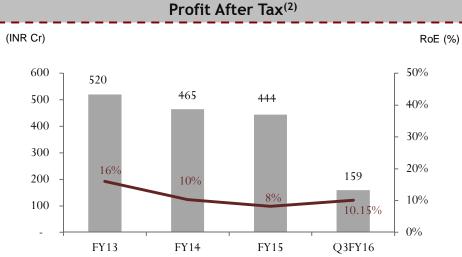
### As on Feb 10, 2016

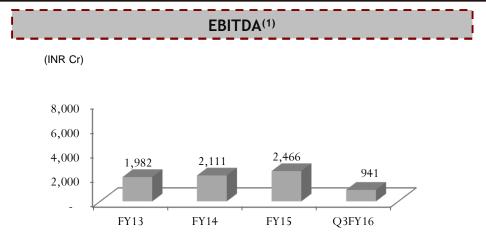
| BID PIPELINE |                                    |                 |             |                               |             |               |  |  |
|--------------|------------------------------------|-----------------|-------------|-------------------------------|-------------|---------------|--|--|
|              | RFP                                | Stage (Post Qua | lification) | RFQ Stage (Pre Qualification) |             |               |  |  |
|              | Projects Length (km) Cost (INR Cr) |                 |             | Projects                      | Length (km) | Cost (INR Cr) |  |  |
| NHAI         | 21                                 | 1,170           | 20,357      | 6                             | 563         | 6,412         |  |  |
| States       | 5                                  | 436             | 1,463       | 4                             | 313         | 4,358         |  |  |
| MORTH        | -                                  | -               | -           | -                             | -           | -             |  |  |
| Total        | 26                                 | 1,606           | 21,820      | 10                            | 876         | 10,770        |  |  |

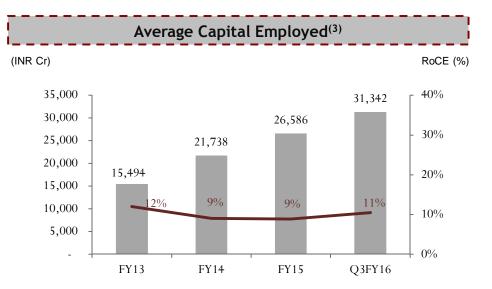


### Financial Parameters (Consolidated)









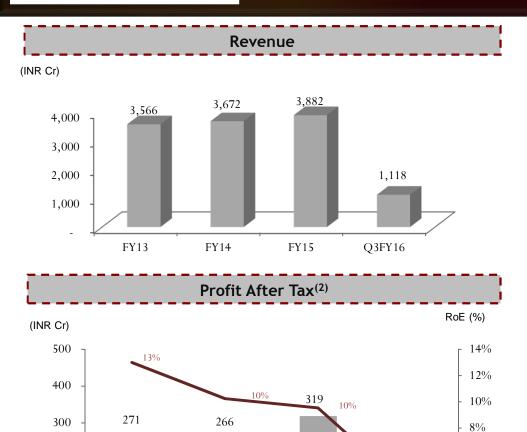
1. Includes other income and includes gain from Foreign exchange fluctuation

2. RoE based on average equity;

3. RoCE based on average capital employed;



### Financial Parameters (Standalone)



6%

4%

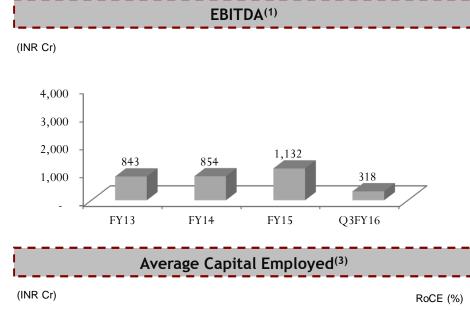
2%

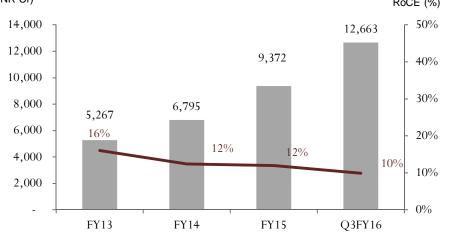
0%

3%

32

Q3FY16





FY14 Includes other income and including gain from Foreign exchange fluctuation 1.

FY15

2. RoE based on average equity;

200

100

RoCE based on average capital employed; 3.

FY13



# Profit & Loss Accounts Highlights

(All figures in INR Crore)

| Key Parameters              | Consolidated |        |          | Standalone |        |          |
|-----------------------------|--------------|--------|----------|------------|--------|----------|
| Key Faranceers              | 9MFY16       | 9MFY15 | % Change | 9MFY16     | 9MFY15 | % Change |
| Revenue                     | 5,716        | 5017   | 14%      | 3,248      | 2,719  | 19%      |
| Other Income                | 321          | 238    | 35%      | 364        | 246    | 48%      |
| EBITDA                      | 2311         | 1945   | 19%      | 993        | 940    | 6%       |
| EBITDA Margin               | 38%          | 37%    |          | 27%        | 32%    |          |
| Interest*                   | 1813         | 1372   | 32%      | 790        | 520    | 52%      |
| Depreciation                | 188          | 140    | 34%      | 11         | 6      | 83%      |
| Profit Before Tax           | 310          | 433    | -28.41%  | 192        | 414    | -54%     |
| PAT after minority interest | 231          | 366    | -37%     | 142        | 322    | -56%     |

\*In consolidated results, as per the relevant accounting policy, annuity projects are treated as financial assets and shown as non current receivable in the balance sheet. Hence interest during construction on annuity projects is charged to P&L unlike for toll projects where it is capitalized

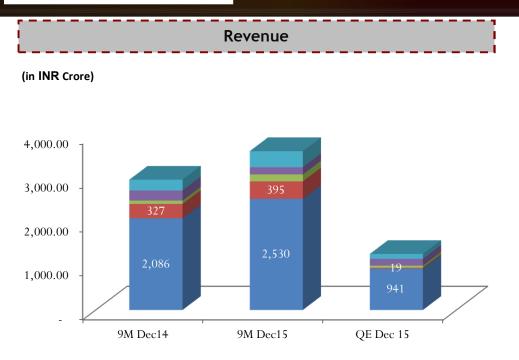
**Consolidated Results:** On an absolute basis EBITDA has increased by 18.80% to INR 2,311 crores. PAT is lower on account of increased depreciation and interest due to more operating projects namely SBHL, PSRDCL and JSEL

**Standalone Results:** Standalone EBITDA has been flat as compared to the corresponding period last year. We have commenced overlay activities in APEL, NKEL, SBHL and BAEL (2 laning) during the current financial year



### **Standalone Revenue & Expenses**

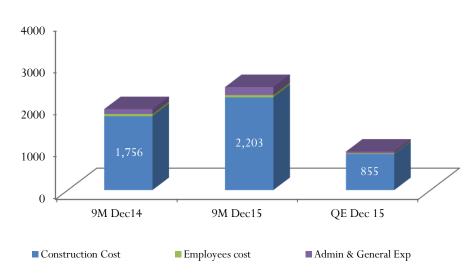
Expenses



■ Constr Income ■ Fee Income ■ O&M Income ■ Other Operating Revenue ■ Other

- <sup>"</sup> During 9MFY16, Income from operations has increased by 19% compared to the corresponding period last year. Operating income during the quarter has increased by 16.10% and 2.92% on a YoY basis and QoQ basis respectively
- <sup>"</sup> Construction Income for 9MFY16 has increased by 21% with construction picking up in CNTL, KSEL, RMGSL and BAEL among others
- O&M Income has increased on account of commencing O&M activities on APEL, NKEL and SBHL
- <sup>"</sup> Other Income has increased due to higher interest on loans/FD and dividends received from various subsidiaries
- Other operating income includes profit of INR 141 crore on sale of a subsidiary company.



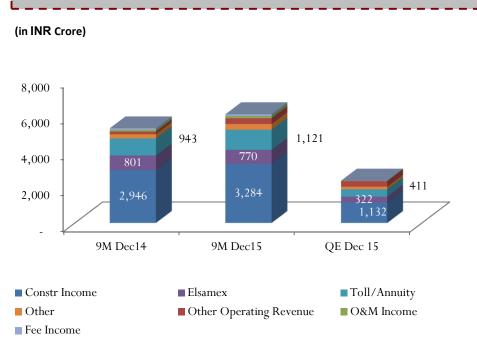


- In the current nine month period, the overall EBITDA margins have been flat. On an absolute basis, EBITDA is 993 crores
- Other expenses for the quarter and nine month ended December 31, 2015 includes O&M expenses of INR 122 crores on account of overlay done in APEL and NKEL and commencement of O&M in MBEL and BAEL (2 laning)
- <sup>""</sup> During the quarter, EBITDA margin was at 25% compared to 30% reported in the last quarter, due an 8.28% increase in operating expense



## **Consolidated Revenue & Expenses**

**Expenses** 



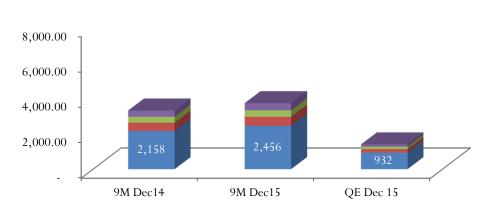
Revenue

- <sup>"</sup> During 9MFY16, revenues from operation has increased by 14% mainly on account of an increase in construction income (11%), toll/annuity income (18%)
- <sup>"</sup> During the current nine month period, O&M income (excluding Elsamex)has increased by 37.67%. This is on account of overlay activities undertaken on APEL
- Construction income for the quarter and nine month period ended December 31, 2015 includes an amount of INR 220 crore on account of pre construction activity commenced on ACEL, FSEL and JIICL
- Other operating income for the current quarter and nine months ended December 31, 2015 includes profit of INR 295 crores on stake sale of a Subsidiary company.

- <sup>7</sup> In the current nine month, the overall EBITDA margins were flat. On an absolute basis, EBITDA increased by 366 crores as compared to nine month of FY16 to INR 2,311 crore
- <sup>"</sup> During the quarter and nine month period, EBITDA margin were at 40% and 38% respectively
- <sup>"</sup> Other expenses for the nine months ended December 31, 2015 include provision made for doubtful receivables of `29 crores.
- We have received COD for JSEL and PSRDCL as on January 28, 2016 and February 03, 2016 respectively

#### -----

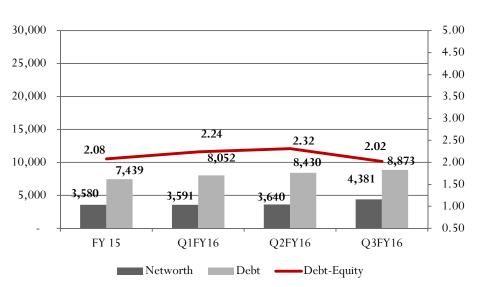
(in INR Crore)



■ Construction Cost ■ Other Operating Expenses ■ Employees cost ■ Admin & General Exp



## **Debt Equity Analysis**

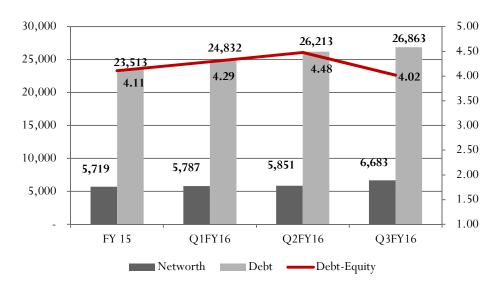


Standalone

- <sup>"</sup> The Debt Equity at the standalone level has decreased from 2.32 times in Q2FY16 to 2.02 times on account of an increase in Share Capital
- <sup>"</sup> The standalone debt is mostly unsecured debt for on-lending to SPVs as sub-debt or for equity infusion into projects against cash accruals expected from them

#### Consolidated

#### (in INR Crore)



- Total debt at the consolidated level has increased by ~2% quarter on quarter which is primarily on account of drawdown of already sanctioned debt on projects under construction
- <sup>"</sup> Debt Equity for the current quarter is 4.02x as compared to 4.48x last quarter on account of an increase in Share Capital

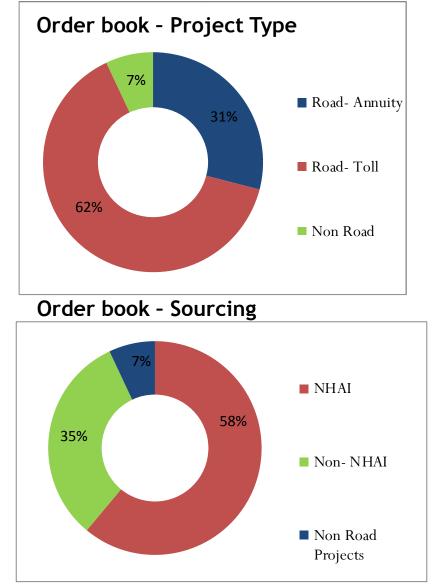
Incremental Equity Commitment for existing projects<sup>\*</sup> is INR 1,558 Crore Total Investments made till 31-Dec-15 (including advance against equity) is INR 5,148 Crore We have successfully closed our Rights Issue offering and raised INR 740 Crore<sup>\*\*</sup>

\* This includes 4 newly acquired projects & as per Common Loan Agreement;\*\*The Issue closed on October 29, 2015 and is reflected in Q3FY16 results

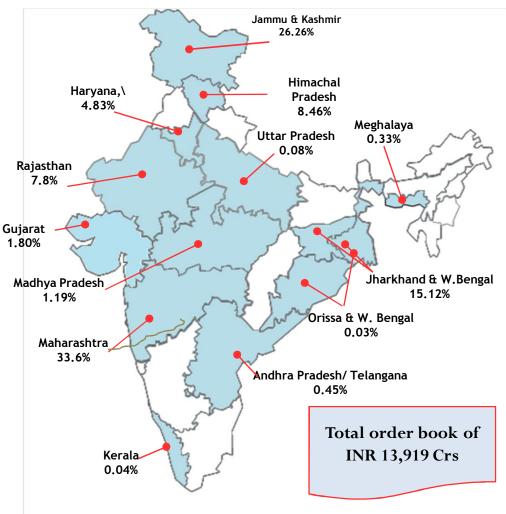
#### (in INR Crore)



# ITNL's Order Book: Composition & Spread



Order book - Geographic Spread



Order book details as of Dec 31, 2015 : Order Book includes recently awarded projects

# Image: State StransportationTransportationIL&FS Transportation Networks Limited

# **Revenue Collection on Operational Road Projects**

16

|   |             | Average Daily                   | Foll Collect | ion   | (All figures in INR Cr) |
|---|-------------|---------------------------------|--------------|-------|-------------------------|
| Toll Projects under Operation                     | In Q4 FY 15 | In Q1 FY 16                     | In Q2        | FY 16 | In Q3 FY 16             |
| Ahmedabad Mehsana Road (Gujarat)                  | 0.23        | 0.23                            | 0.2          | 23    | 0.23                    |
| Vadodra Halol Road (Gujarat)                      | 0.11        | 0.11                            | 0.1          | 11    | 0.11                    |
| Noida Toll Bridge (UP)                            | 0.30        | 0.30                            | 0.3          | 30    | 0.31                    |
| Mega Highways – Rajasthan                         | 0.51        | 0.52                            | 0.!          | 52    | 0.66                    |
| Mega Highways – Rajasthan II                      | 0.18        | 0.18                            | 0.3          | 18    | 0.18                    |
| Rajkot to Jetpur – Gondal (Gujarat)               | 0.15        | 0.15                            | 0.1          | 13    | 0.16                    |
| Beawer Gomti (Rajasthan)                          | 0.07        | 0.07                            | 0.0          | 07    | 0.08                    |
| Yu He Expressway                                  | 1.34        | 1.31                            | 1.3          | 37    | 1.26                    |
| A4 Autovia (Spain)                                | 0.24        | 0.32                            | 0.32         |       | 0.31                    |
| Baleshwar Kharagpur**                             | 0.15        | 0.15                            | 0.3          | 15    | 0.15                    |
| Pune Solapur                                      | 0.21        | 0.22                            | 0.2          | 21    | 0.22                    |
| NAMEL   | 0.40        | 0.38                            | 0.3          | 37    | 0.38                    |
| Barwa Adda**                                      | 0.14        | 0.16                            | 0.3          | 15    | 0.16                    |
| Moradabad Bareilly                                | 0.42        | 0.43                            | 0.3          | 38*** | 0.52                    |
| Warora Chandrapur                                 | 0.11        | 0.11                            | 0.1          | 11    | 0.10                    |
| Sikar Bikaner                                     |             |                                 |              |       | 0.08                    |
| Operational Annuity Projects                      |             | Annuity receivable Per Annum Ac |              | Accı  | rued in Q2FY16          |
| Maharashtra Border to Belgaum (Karnataka)         |             | 101 25                          |              |       | 25                      |
| Thirvananthapuram City Roads (Ph-I) (Kerala)      |             | 38 8                            |              |       | 8                       |
| Kotakatta to Kurnool (Andhra Pradesh)             |             | 113 29                          |              | 29    |                         |
| East Hyderabad Expressway Limited                 | 67          |                                 | 17           |       |                         |
| Hazaribaugh Ranchi Expressway Limited             |             | 12                              | 28           |       | 32                      |
| Jharkhand Road Project Implementation Company LTD |             | 34                              | 49           |       | 87                      |

Total Gross Average Daily Collection from toll and annuity in Q3FY16 has been around INR 7.1 Crore Flattish toll collection due to monsoon affecting traffic movement on these stretches \*\* Projects are under Construction \*\*\*Diversion of Traffic due to Kawad Yatra



# BOT Toll Revenue Growth

|       | INR in Crore                           |                            |         |         |         |         |         | in Crore |         |
|-------|--|----------------------------|---------|---------|---------|---------|---------|----------|---------|
| Sr.No | Name of the Project                    | Toll Revenue<br>start date | 2008-09 | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14  | 2014-15 |
| 1     | Ahmedabad Mehsana Road<br>(Gujarat)    | Feb-03                     | 66      | 75      | 85      | 104     | 107     | 108      | 120     |
| 2     | Vadodra Halol Road (Gujarat)           | Oct-00                     |         |         |         |         |         |          |         |
| 3     | Noida Toll Bridge (UP)                 | Feb-01                     | 66      | 71      | 70      | 77      | 89      | 99       | 104     |
| 4     | Mega Highways - Rajasthan<br>(Ph - I)  | Mar-08                     | 55      | 83      | 106     | 155     | 166     | 184      | 189     |
| 5     | Mega Highways - Rajasthan<br>(Ph - II) | Oct-11                     | NA      | NA      | NA      | 9       | 41      | 53       | 60      |
| 6     | Rajkot to Jetpur - Gondal<br>(Gujarat) | May-08                     | 23      | 31      | 34      | 38      | 46      | 48       | 53      |
| 7     | Beawer Gomti (Rajasthan)               | Aug-10                     | NA      | NA      | 9       | 17      | 18      | 21       | 23      |
| 8     | Baleshwar Kharagpur                    |                            |         |         |         |         |         | 43       | 47      |
| 9     | Pune Solapur                           |                            |         |         |         |         |         | 37       | 71      |
| 10    | NAMEL                                  |                            |         |         |         |         |         | 9        | 145     |
| 11    | Barwa Adda                             |                            |         |         |         |         |         |          | 45      |
| 12    | Moradabad Bareilly                     |                            |         |         |         |         |         |          | 38      |
| 13    | Warora Chandrapur                      |                            |         |         |         |         |         |          | 10      |
|       | Total                                  |                            | 209     | 259     | 304     | 391     | 465     | 601      | 856     |

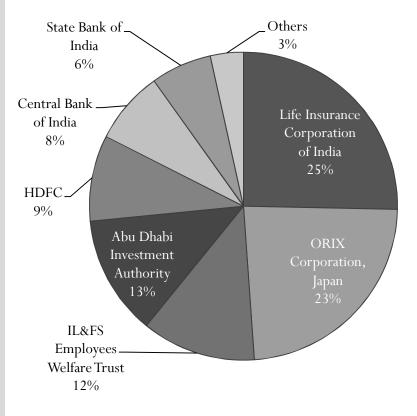
# **IL&FS** Transportation

# IL&FS - Strong Parentage

### IL&FS Overview

- Incorporated in 1987 as a JV between the Central Bank of India (CBI), Housing Development Finance Corporation Limited (HDFC) and Unit Trust of India (UTI) to commercialize infrastructure projects and work with public & private sector project sponsors
  - Offers a full range of financial, project development and management services including investment banking, project financing, project development, management and implementation, asset management, corporate advisory and back office services through Group companies
  - Identifies need-driven projects including roads, bridges, power, ports, water supply, area development which can be commercially viable and works on structural / financial solutions to enhance project viability
- Has expertise across diverse sectors such as transportation, area development, cluster development, finance, power, ports, water and waste management, urban infrastructure, environment, education and tourism
  - Track record of promoting and financing public infrastructure projects in India for over 25 years
- Strategic relations with Governments of 17 states across India and ongoing relationships with various departments of the Central Government
  - Benefits to ITNL in negotiating bilateral contracts with state and central government entities when such bodies are seeking customized proposals

### Our Parent Shareholding IL&FS Shareholding





# **Experienced Board of Directors**

#### **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                             |
| Mr Deepak<br>Satwalekar | Former Managing Director, HDFC   |
| Ms Neeru Singh          | Former Indian Administrative<br>Officer  |

### **Non-Independent Directors**

| 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 Vibhav Kapoor                    | Group Chief Investment Officer, IL&FS   |
| Mr Vibhav Kapoor<br>Mr Pradeep Puri | Group Chief Investment Officer, IL&FS<br>Former Indian Administrative Officer |
| · .                                 | · · · · ·   |



# Key Managerial Personnel

| K. Ramchand<br>Managing Director        | He has over 32 years of experience in urban and transport infrastructure development sector  |
|---|--|
| Mukund Sapre<br>Executive Director      | He has over 28 years of experience in the industry   |
| Harish Mathur<br>Technical Director     | Has over 33 years of experience in various road construction projects  |
| Dilip Bhatia<br>Chief Financial Officer | He has over 24 years of experience in Finance, Operations, investor relations and Business development.  |
| S C Mittal<br>Chief Executive           | He has over 30 years of experience in the industry   |
| Krishna Ghag<br>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**



| 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  | 5.  | 23  |
| Project Cost (Rs Cr)  | 600  | 276  | 589   | 4   | 66  |
| Debt Outstanding as at Dec<br>31, 2015 (Rs. Cr) (Long<br>Term ) | 159  | 153  | 43  | 177   |   |
| GRANT (Rs. Cr)  | -  | 18 (Premium)   | -   |   | -   |
| Date of Commencement of<br>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 yrs (extendable)   | 30 yrs (extendable)   | 30 yrs (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 Iane<br>to 4 Iane; 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 |
|   |  |  |   |   | 21  |



| Name of Project  | Andhra Pradesh Expressway<br>(APEL)   | Thiruvananthapuram City Roads<br>(Phase I & II) (TRDCL) | Narketpally - Addanki (NAMEL)  | Mega Highways Project Rajasthan<br>(RIDCOR) Phase I & II  |
|--|---|---|--|---|
| Authority  | NHAI  | KRFB  | Govt. of Andhra Pradesh  | Govt. of Rajasthan  |
| State  | Andhra Pradesh  | Kerala  | Andhra Pradesh   | Rajasthan   |
| Concession Type  | Annuity   | Annuity   | Toll   | Toll  |
| Project (Lane Km)  | 328   | 119.47  | 888  | 2705  |
| Project Cost (Rs Cr)   | 863   | 360<br>(Total TRDCL Cost)                               | 1910   | 2255  |
| Debt Outstanding as at Dec 31,<br>2015 (Rs. Cr) (Long Term ) | 490   | 126<br>(Total TRDCL Debt)                               | 987  | 2236  |
| GRANT (Rs. Cr)   | -   | -   | 467  | 2150 (Interest free loan from GOR)  |
| Date of Commencement of<br>Commercial Operation              | Sept 30, 2009   | Phase I - Nov 15, 2006<br>Phase II - Feb 22. 2012       | Provisional Completion<br>Certificate – 2 Jan 2014   | Various Dates   |
| Concession Period  | 20 years  | 17.5 Years  | 24 years   | 32 Years  |
| Description  | Kotakatta Bypass to Kurnool on<br>NH-7 in the state of Andhra<br>Pradesh under North South<br>Corridor on BOT (Annuity) Basis | Thiruvananthapuram City Roads<br>Improvement Project    | 4-Laning of Narketpally –<br>Addanki – Medarametla Road<br>(SH-2) in Andhra Pradesh on<br>DBFOT (Toll) basis | Improvement of following project road<br>stretches - Phalodi to Ramji ki Gol,<br>Hanumangarh to Kishangarh, Alwar to<br>Sikandra, Lalsot to Kota and Baran to<br>Jhalawar of Phase I & Alwar to Bhiwadi<br>Arjunsar to Pallu<br>Hanumangarh to Sangaria<br>Jhalawar to Jhalawar Road<br>Khushkheda to Kasola Chowk of phase<br>II |
|  |   |   |  | 22  |



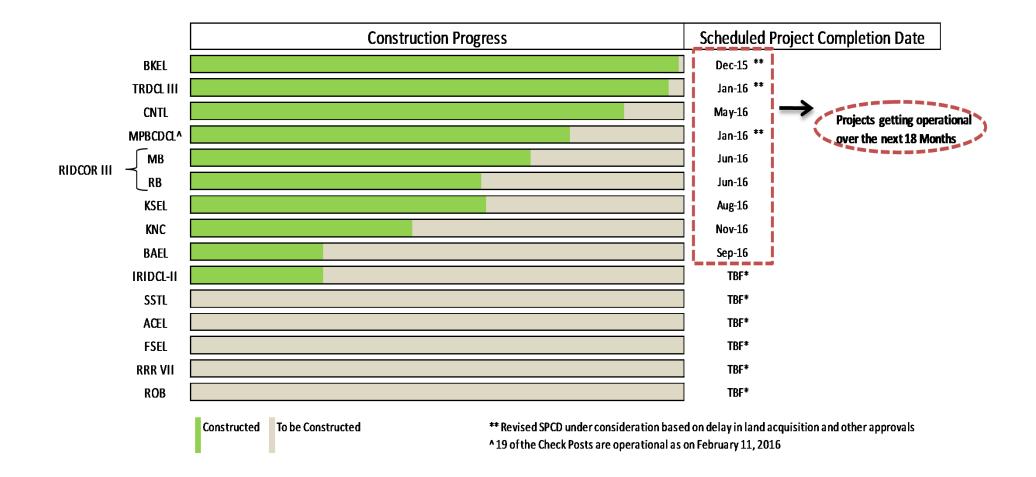
| Name of Project  | East Hyderabad<br>Expressway Ltd (EHEL)   | Jharkhand Accelerated Road Development<br>Programme (JRPICL)  | Hazaribagh Ranchi<br>Expressway Limited (HREL)   | Pune Sholapur Road<br>Development Company<br>Limited (PSRDCL)   |
|--|---|---|--|---|
| Authority  | HUDA  | GOJ   | NHAI   | 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 Dec 31,<br>2015 (Rs. Cr) (Long Term ) | 224   | 2145  | 630  | 1056  |
| GRANT (Rs. Cr)   | 78  | -   | -  | 285   |
| Date of Commencement of<br>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 – 31 March 2015  | Aug- 2010  | 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 – 17.5 Year  | 18 Years   | 20 Years  |
| Description  | 8 – Laning Outer Ring Road<br>in Hyderabad from Pedda<br>Amberpet to Bongulur on<br>BOT (Annuity) basis | Improvement works of Jharkhand Roads<br>- Ranchi Ring Road<br>- Ranchi Patratu<br>-Four Laning of Adityapur-Kandra<br>-Improvement works of Patratu to Ramgarh<br>Road<br>- Two lanning of Chaibasa Kandra Chowka | 4 Ianing 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.<br>23 |



| Name of Project   | Beawar Gomti Road<br>(IRIDCL)  | Moradabad to Bareilly<br>(MBEL)                               | Chandrapur Warora<br>(WCBTRL)   | Sikar Bikaner  | Jorabat Shillong<br>(JSEL)  |
|---|--|---|---|--|---|
| Authority   | Department of Road<br>Transportation and<br>Highways, GOI  | NHAI  | PWD, Maharashtra  | PWD, Rajasthan   | NHAI  |
| State   | Rajasthan  | Uttar Pradesh   | Maharashtra   | Rajasthan  | Assam & Meghalaya   |
| Concession Type   | Toll   | Toll  | Toll  | Toll   | Annuity   |
| Project (Lane Km)   | 248  | 522   | 275   | 540  | 262   |
| Project Cost (Rs Cr)  | 351  | 3066  | 689   | 901  | 824   |
| Debt Outstanding as at Dec<br>31, 2015 (Rs. Cr) (Long<br>Term ) | 326<br>(For IRIDCL I & II)   | 1732  | 336   | 477  | 740   |
| GRANT (Rs. Cr)  | 39   | 443   | 1763  | 2473   | -   |
| Date of Commencement of<br>Commercial Operation                 | Oct-2009   | Jan - 2015  | Dec - 2014  | Oct 2015   | Jan 2016  |
| Concession Period   | 30 Years   | 25 years  | 30 years  | 25 years   | 20 years  |
| Description   | Widening of 2-lane road to<br>2-lane + Paved Shoulder in<br>Beawar – Gomti Section of<br>NH- 8 in the State of<br>Rajasthan on DBFOT (Toll)<br>Basis | 4 Laning Of Moradabad<br>Bareilly Section in Uttar<br>Pradesh | 4 Laning of Warora<br>Chandrapur Ballarpur<br>Bamni road in Maharashtra<br>on DBFOT basis | Development and<br>Operation of Two laning of<br>Sikar Bikaner Section in<br>Rajasthan | 4 Laning of Jorabat-Shillong<br>(Barapani) section of NH-40<br>in Assam & Meghalaya on a<br>DBFOT (Annuity) basis |
|   |  |   |   |  | 24  |



### Status – Project under Construction



Indicates Physical Progress



# **Project Under Construction**

| Name of Project  | Thiruvananthapuram City Roads (Phase II<br>& III) (TRDCL) | Beawer Gomti (Additional)  | Chennani - Nashri (CNTL)  |
|--|---|--|---|
| Authority  | KRFB  | MoRTH  | NHAI  |
| State  | Kerala  | Rajasthan  | Jammu & Kashmir   |
| ВОТ Туре   | Annuity   | Toll   | Annuity   |
| Project (Lane Km)  | 39  | 217  | 38  |
| Project Cost (Rs Cr)   | Included in TRDCL Cost Above                              | 1387   | 3720  |
| Debt Outstanding as at Dec 31, 2015 (Rs.<br>Cr) (Long Term ) | Included in TRDCL Loan Above                              | Included in IRIDCL loan above  | 3016  |
| GRANT (Rs. Cr)   | 119 (Award)   | 39   | -   |
| Appointed Date   | Jun -09   | Financial closure pending  | May - 11  |
| Expected Construction Completion Date                        | Nov 2015  | -  | May-2016  |
| Concession Period  | 15 years after completion of each phase                   | 30 Years   | 20 years  |
| Description  | Thiruvananthapuram City Roads<br>Improvement Project      | Four laning of existing two lane section<br>on the Beawar Gomti section of National<br>Highway No.8 in Rajasthan | 4 Lanning of Chenani to Nashri section of<br>NH-1A including 9 Km long tunnel on<br>DBFOT (Annuity) basis in Jammu and<br>Kashmir |
|  |   |  | 26  |



# **Project Under Construction**

| Name of Project  | Baleshwar Kharagpur Road (BKEL)   | Kiratpur Ner Chowk (KNEL)  | Barwa Adda Panagarh  |
|--|---|--|--|
| Authority  | NHAI  | NHAI   | NHAI   |
| State  | West Bengal &<br>Orissa   | Himachal Pradesh   | Jharkhand &<br>West Bengal   |
| ВОТ Туре   | Toll  | Toll   | Toll   |
| Project (Lane Km)  | 477   | 327  | 727  |
| Project Cost (Rs Cr)   | 660   | 2291   | 2452   |
| Debt Outstanding as at Dec 31, 2015 (Rs.<br>Cr) (Long Term ) | 456   | 784  | 303  |
| GRANT (Rs. Cr)   | 35 (Premium)  | 135  | 42 (Premium)   |
| Appointed Date   | Jan – 2013  | Nov-2013   | April-2014   |
| Expected Construction Completion Date                        | Nov – 2015  | Nov-2016   | Sep-2016   |
| Concession Period  | 24 Years  | 28   | 20 Years   |
| Description  | Construction of New Structures & Repair<br>of existing Four Lane NH from Kharagpur<br>to Baleshwar (NH-60) in Orissa and West<br>Bengal on DBFOT (Toll) Basis | 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.<br>27 |
|  |   |  | 27   |



# **Project Under Construction**

| Name of Project  | Khed Sinnar   | Mega Highways Project, Rajasthan<br>(RIDCOR) III   | Srinagar Sonmarg Tunnelway Limited   |
|--|---|--|--|
| Authority  | NHAI  | Govt. of Rajasthan   | BRO  |
| State  | Maharashtra   | Rajasthan  | Jammu & Kashmir  |
| ВОТ Туре   | Toll  | Toll   | Annuity  |
| Project (Lane Km)  | 557   | 366  | 34   |
| Project Cost (Rs Cr)   | 2015  | 449  | 3289   |
| Debt Outstanding as at Dec 31, 2015 (Rs. Cr)<br>(Long Term ) | 140   | 324  | -  |
| GRANT (Rs. Cr)   | 297   | 127 (Interest Free Loan from GOR)  |  |
| Appointed Date   | Feb-2014  | Jan -2012  | -  |
| Expected Construction Completion Date                        | Aug 2016  | June- 2016   | -  |
| Concession Period  | 20  | 32   | 20   |
| Description  | Four-Laning of Khed -Sinnar Section of<br>NH-50 from 42.000 km to 177.000 km<br>in the State of Maharashtra under<br>NHDP Phase IV B on DBFOT Basis | Improvement of following project road<br>stretches aggregating 182.82 km -<br>Mathura (UP border) to Bhadoti and<br>Rawatsar to Bhadra on BOT (Toll) Basis | Construction, Operation and Maintenance<br>of Z-Morh including approaches tunnel on<br>National Highway No. 1 (Srinagar Sonmarg<br>Gumri Road) in the State of J&K |
|  |   |  | 28   |



# Project Development

| Name of Project  | •GRICL Rail Bridge Development<br>Company Ltd. (GRBDCL)  | Fagne – Gujarat / Maharashtra<br>Border   | Amravati – Chikhli   | RRR Section 2  |
|--|--|---|--|--|
| Authority  | Government of Gujarat  | NHAI  | NHAI   | GoJ  |
| State  | Gujarat  | Maharashtra   | Maharashtra  | Jharkhand  |
| ВОТ Туре   | Annuity  | Toll  | Toll   | Annuity  |
| Project (Lane Km)  | 26   | 698   | 963  | 141  |
| Project Cost (Rs Cr)   | 251  | 1886  | 2288   | 588  |
| Debt Outstanding as at Dec 31,<br>2015 (Rs. Cr) (Long Term ) | Financial Close yet to be achieved   | Financial Close yet to be achieved  | Financial Close yet to be achieved   | Financial Close yet to be achieved   |
| GRANT (Rs. Cr)   | Nil  | 245   | 183  | Nil  |
| Appointed Date   | -  | -   | -  | -  |
| Expected Construction<br>Completion Date                     | -  | -   | -  | -  |
| Concession Period  | 17.5   | 19  | 19   | 17.5   |
| Description  | Development of ROBs in Lieu of<br>Level Crossings Having<br>TVU>100000 in State of Gujarat<br>on Cost Sharing Basis Through<br>Concession on BOT Annuity Basis | Four-laning of Fagne – Gujarat /<br>Maharashtra Border (Package -<br>III) section of NH-6 in the State<br>of Maharashtra from kilometer<br>510.000 to kilometer 650.794 | Four-laning of Amravati - Chikhli<br>(Package - I) section of NH-6 in<br>the State of Maharashtra from<br>Kilometer 166.000 to Kilometer<br>360.000. | Six laning of Ranchi Ring Road,<br>Section VII from Kathitanr to<br>Karma comprising of 23.575<br>Kms. |
|  |  |   |  | 29   |

# ▲IL&FS | Transportation

IL&FS Transportation Networks Limited

# Glossary

| 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              |



# Glossary

| 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  |

# ▲IL&FS | Transportation

IL&FS Transportation Networks Limited

# Glossary

| 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



# **KEFS** | Transportation

#### IL&FS Transportation Networks Limited The IL&FS Financial Centre C-22, G Block, Bandra Kurla Complex Bandra (East), Mumbai - 400 051

| Board: | +91 22 2653 3333           |
|--------|----------------------------|
| Fax:   | +91 22 2652 3979           |
| Email: | itnlinvestor@ilfsindia.com |