

Q3 & 9M FY14 Results Presentation

February, 2014



Disclaimer



Some of the statements in this presentation that are not historical facts are forward looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate.

These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

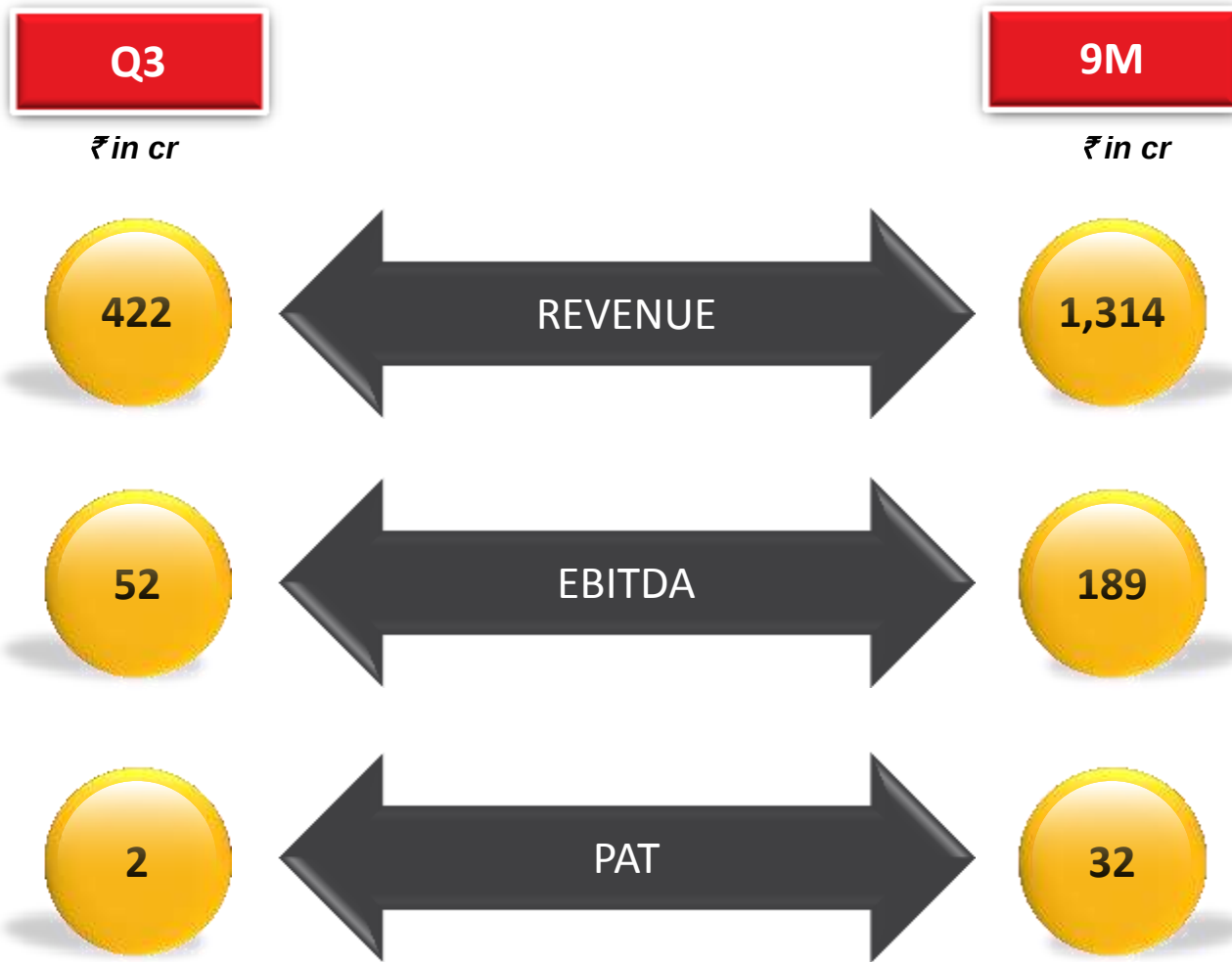
Further, this presentation may make references to reports and publications available in the public domain. Gayatri Projects Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.

Index



<i>Financial Highlights - Q3 & 9M FY14</i>	4
<i>Financial Performance - Q3 & 9M FY14</i>	5
<i>Management's Comments</i>	6
<i>Order Book Update</i>	7
<i>Major Events</i>	8
<i>Key Business Developments</i>	9
<i>Project Updates</i>	11
<i>Developments of Road Assets</i>	13
<i>Developments of Power Assets</i>	14
<i>About us</i>	15

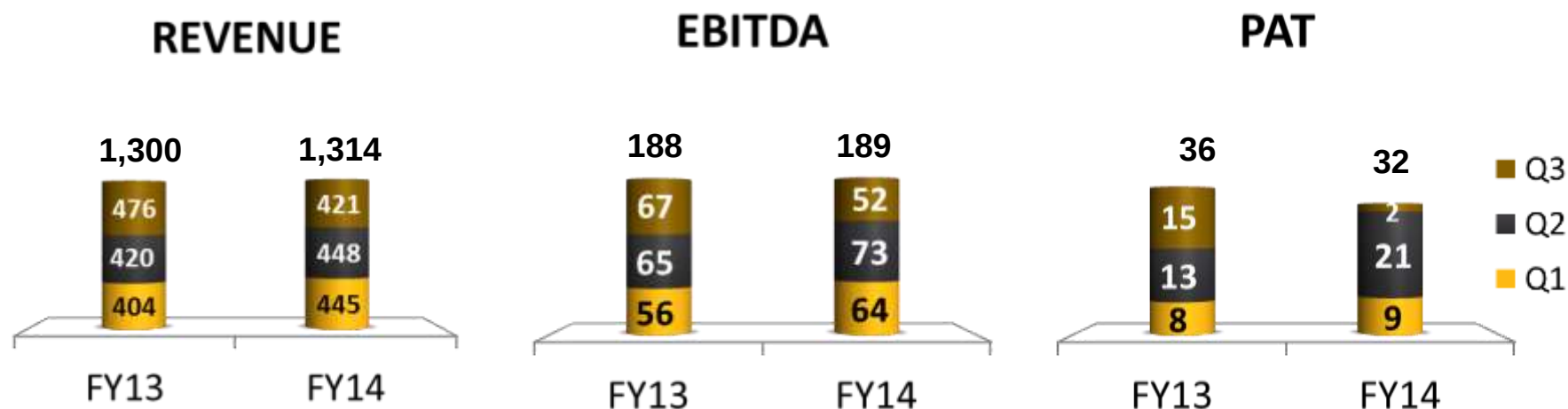
Financial Highlights – Q3 & 9M FY14



Financial Performance – Q3 & 9M FY14



Figs. in crore



- Revenue expansion led by better execution of projects
 - 9MFY14 revenue ₹1,314 crore v/s ₹1,300 crore during 9MFY13
- Effective cost rationalization resulted in progression of operating performance
 - 9M FY14 EBITDA ₹189 crore v/s ₹188 crore during 9M FY13
- Higher Interest outgo and moderate operational performance resulted in profitability suppression
 - 9M FY14 PAT ₹32 crore v/s ₹36 crore during 9M FY13

M.D.'s Comments



Commenting on the results, Mr. Sandeep Kumar Reddy, Managing Director, Gayatri Projects Limited said *“Our performance during the period has been fairly strong as vindicated by our improved financials and operations.*

The Company’s thrust on project execution resulted in maintaining its top line growth. Further, efficient cost management and better project mix assisted in margin preservation.

Performance of our road portfolios continue to remain strong as all our completed annuity and toll based projects continue to remain cash positive post meeting debt commitments. Work on our remaining toll based projects namely IDTL and HKRRL continues to remain on track and we are hopeful of achieving financial closure for them by the end of the financial year.

The entry of SembCorp in our power project NCCPPL, which is in partnership with NCC further strengthened our portfolio. SembCorp’s proven operational and financial track record in developing project of such size and scale further reassures all the projects ability to commence operation on time. Work on our other power project TPCIL, in partnership with SembCorp is progressing as per schedule and we are confident of commissioning its first phase by FY14-15.

Our diversified order book, proven capabilities, steady progress of our existing asset portfolio and a gradually improving macro environment give us optimism for the future”

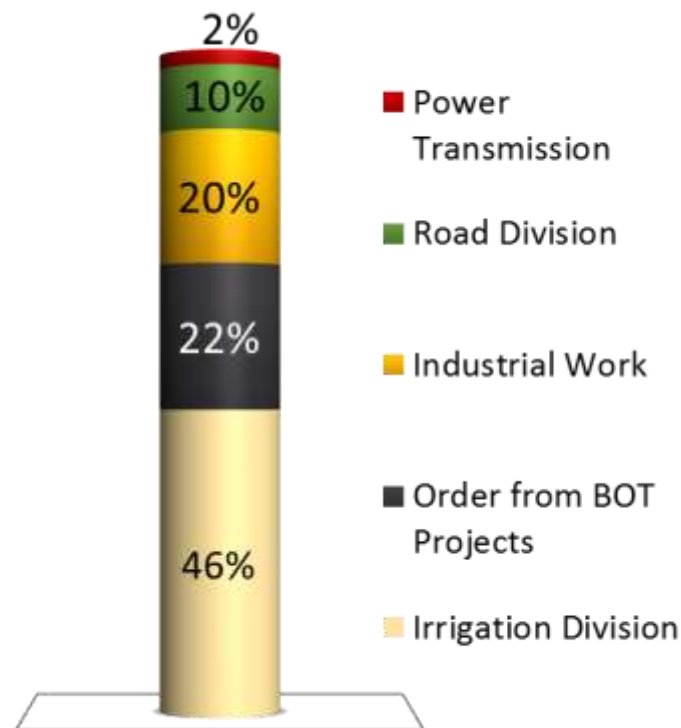
Order Book Update



Order Book - Details

- Strong and diversified order book of ₹7,206 crore (approx.) as of December 2013
- Committed towards bidding for margin accretive projects
- Robust order book offers the comfort of stable earnings visibility
- Presence across diversified segments helps smoothen sectoral cyclicity

Segment wise break – up



Major Events



APRIL
2013

TPCIL –
Secures 25 years PPA
from AP Government

JUNE
2013

TPCIL –
Signs Fuel Supply
Agreement

JUNE
2013

Financial Closure –
Sai Maatarini Tollways
Ltd (SMTL)

DECEMBER
2013

Redemption of
SERIES -1 NCDS

FEBRUARY
2014

Divests stake in NCCPL;
Buys stake in NCCIHL

Apr '13: TPCIL Secures 25 years PPA 500 Mw PPA from AP Government

Jun'13: TPCIL signs 20 years FSA with Mahanadi Coal Fields Ltd. (Subsidiary of Coal India Ltd)

Jun'13: Completed the signing of Financing Agreements for the 163 Km toll based Odisha project Sai Maatarini Tollways Ltd (SMTL)

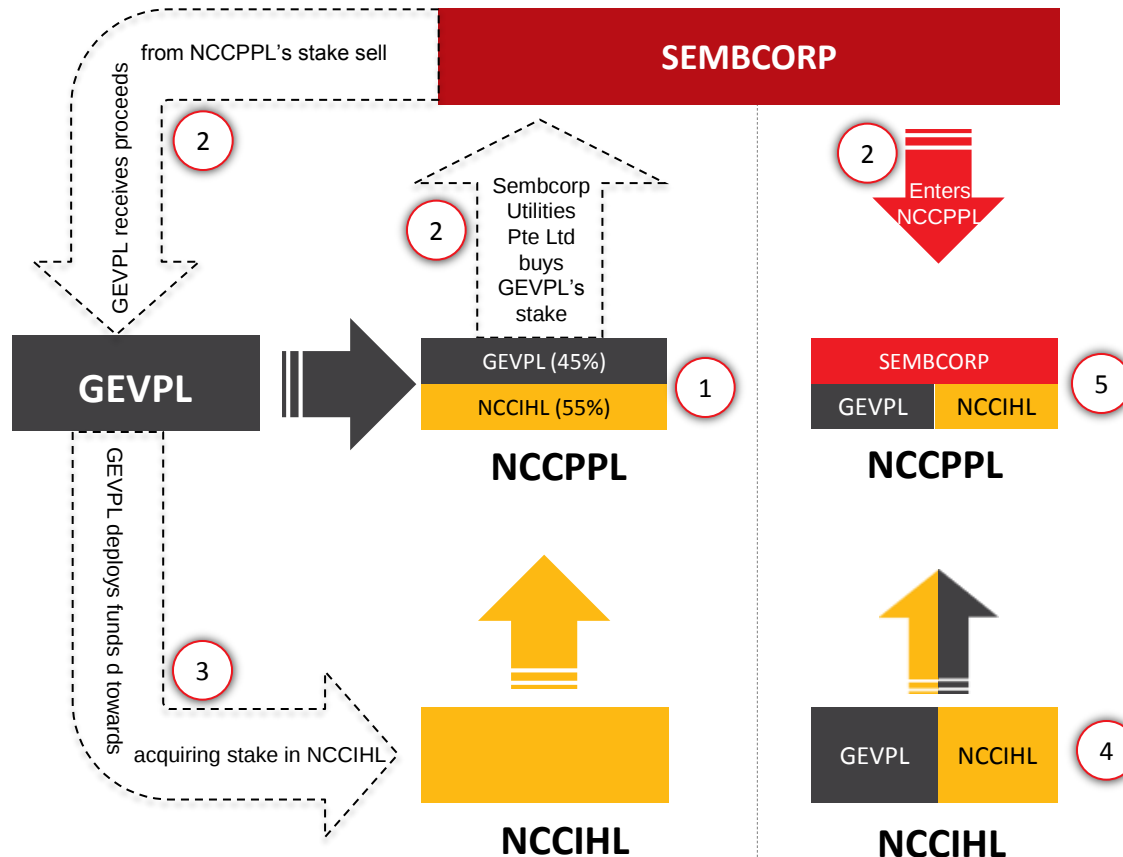
Dec'13: On time redemption of SERIES-1 1560 Secured Redeemable Non Convertible Debentures amounting to Rs. 15.60 crore

Feb'14: Divests stake in NCCPL in favor of SembCorp, deploys the proceeds in buying stake in NCCIHL

Key Business Developments



GEVPL - Stake Restructuring



Stake Divestment

- GEVPL to divest its entire stake in NCCPPL in favor of Sembcorp Utilities PTE Ltd.,(SCU)

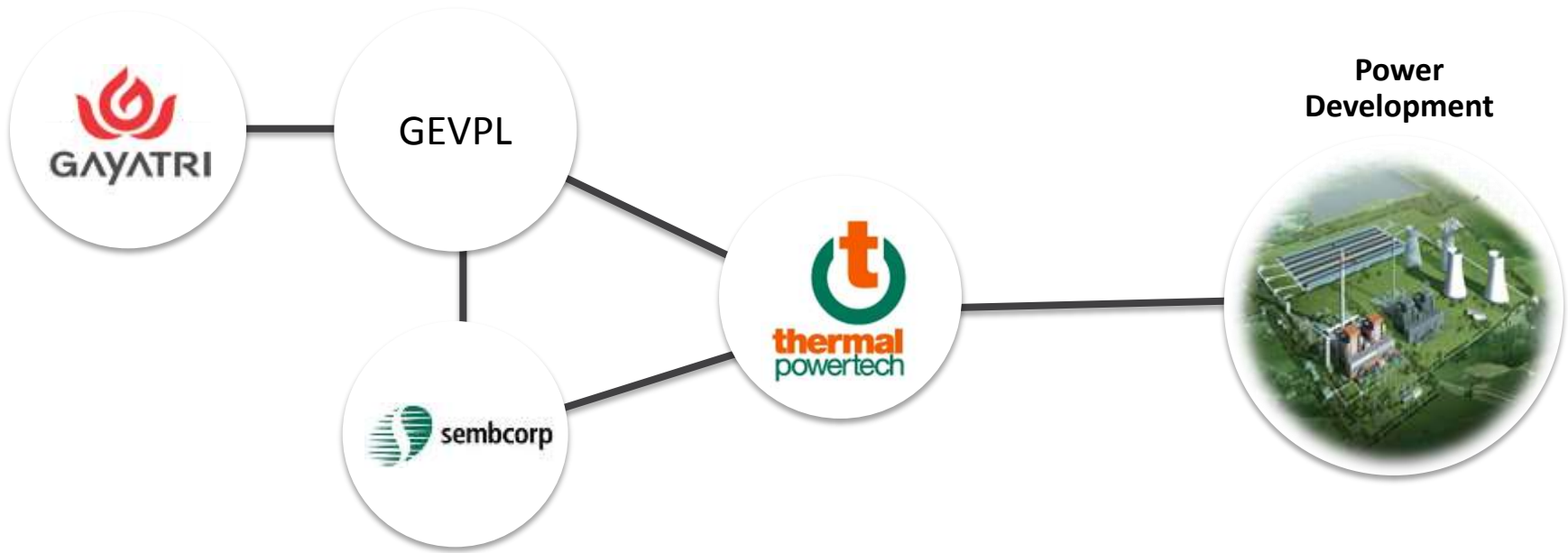
Deployment of Funds

- GEVPL proposes to utilize the proceeds towards acquiring stake in NCC Infrastructure Holdings Ltd. (NCCIHL)
- GEVPL and NCCL to jointly own NCCIHL post the proposed transaction

Indirect Holding - NCCPPL

- GEVPL to indirectly control the Project following its ownership in NCCIHL (Co-Promoter)

Key Business Developments



- TPCIL secures 25 year 500 Mw PPA from Andhra Pradesh Power Distribution Company
- Signs 20 years Fuel Supply Agreement with Mahanadi Coal fields. Ltd (Subsidiary of Coal India Ltd)
- Balanced customer profile as part of the power will be sold via PPA mode and the balance through Merchant; mix between PPA and Merchant offers both the safety of steady cash flows with the opportunity to gain from upside under Merchant sale

Project Updates – Road Assets



Indore – Dewas Tollways Ltd (IDTL)

- 45 Km toll based project executed in partnership with DLF Infra Holding
- Implementing lane expansion from (four lane to Six lane) on a DBFOT basis
- 25 year concession from NHA
- Work completed till Dec.'13: **80.8%**

IDTL



HKR Roadways Limited (HKRRL)

- 207 Km toll based project executed in partnership with DLF Infra
- Implementing lane expansion (two lane to four lane) on a DBFOT basis
- 25 year concession from Andhra Pradesh Road Development Corporation (APRDC)
- Work completed till Dec.' 13: **74.1%**

HKRRL



Project Updates – Power Assets (TPCIL)



- Work on TPCIL is progressing as per schedule
- Work completion on:**
 - silencer erection
 - Completed Deck casting
- Shell casting work progressing as per schedule; completed 168.1/ 270 Mts
- Confident of Commissioning the first phase by FY -14/15

Unit 1



Unit 2



Boiler erection Pass 1



Hangers Erection & Water walls pre-assembly works



AIS



Transformer yard



Development of Road Assets



Portfolio Summary



Gayatri Infra Ventures Ltd, a subsidiary of Gayatri Projects Ltd dedicated towards development of road assets



Incorporated in 2008; wherein Gayatri Projects Ltd owns 70%; while AMP Capital owns the balance 30%



Balanced portfolio comprising of four annuity and four toll based projects



Balanced portfolio between annuity and toll based offers safety of steady cash flow with the opportunity for upside as traffic volumes improves



Timely receipt of annuity helps maintaining quality of its projects



Revenue generated from toll based projects continue to meet expectations

Annuity Based Projects	Status	Q3 FY14 (₹ in crore)	9M FY14 (₹ in crore)
Gayatri Jhansi Roadways Limited (GJRL)	PCC Obtained	14.98	44.93
Gayatri Lalitpur Roadways Limited (GLRL)	PCC Obtained	11.98	35.93
Hyderabad Expressways Limited (HEL)	PCC Obtained	15.25	45.74
Cyberabad Expressways Limited (CEL)	PCC Obtained	19.75	59.25
Toll based Projects	Status	Q3 FY14 (₹ in crore)	9M FY14 (₹ in crore)
Western UP Tollways Ltd (WUPTL)	PCC Obtained	23.10	64.77
Indore Dewas Tollways Limited (IDTL)	Under Construction	7.83	25.13
Hyderabad Karimnagar-Ramgundam (HKRRL)	Under Construction	-	-
Sai Maatarini Tollways Limited (SMTL) 100% Subsidiary of GPL	Under Construction	-	-

Development of Power Assets



Incorporated in 2008, Gayatri Energy Ventures Private Ltd a wholly owned subsidiary of Gayatri Projects Ltd is dedicated towards development of Power Assets



Portfolio size of around: ₹14,000 crore



Plans to add 5,000 Mw of Power Assets



Current Portfolio:

- TPCIL (51% GEVPL; 49% SembCorp Utilities)
- *NCC Power Projects (45% GEVPL; 55% NCCIHL)



Most of its power plants are located near coastal area which facilitates:

- Ability to handle large cargo import
- Easy access to water required for cooling
- Excellent road & railways connectivity

**Ownership ratio as on December 31, 2013*

Portfolio Summary

TPCIL		NCCPPL
TPC	6,869 Crore	7,047 Crore
CFE	Obtained	Obtained
EC	Obtained	Obtained
CL	Signed PPA	LOA Obtained
WL	Obtained	Obtained
PPA	Acquired	In Progress
LA	Acquired	Acquired
FC	Completed	Completed
Current Progress	Most of the Contracts have been awarded and the works are in the advanced stage of completion. Expects to commence operations from FY14	Most of the Contracts have been awarded and the works are going as per schedule. Expected to commence operations by FY15

TPC - Total Project Cost: CFE - Consent for Establishment: EC - Environmental Clearance: CL - Coal Linkage: WL - Water Linkage PPA - Power Purchase Agreement: LA - Land Acquisition: FC - Financial Closure: LOA – Letter of Assurance

About Us



Gayatri Projects Limited (Parent Company) core construction Company



Dedicated subsidiaries to focus on Road and Power segment

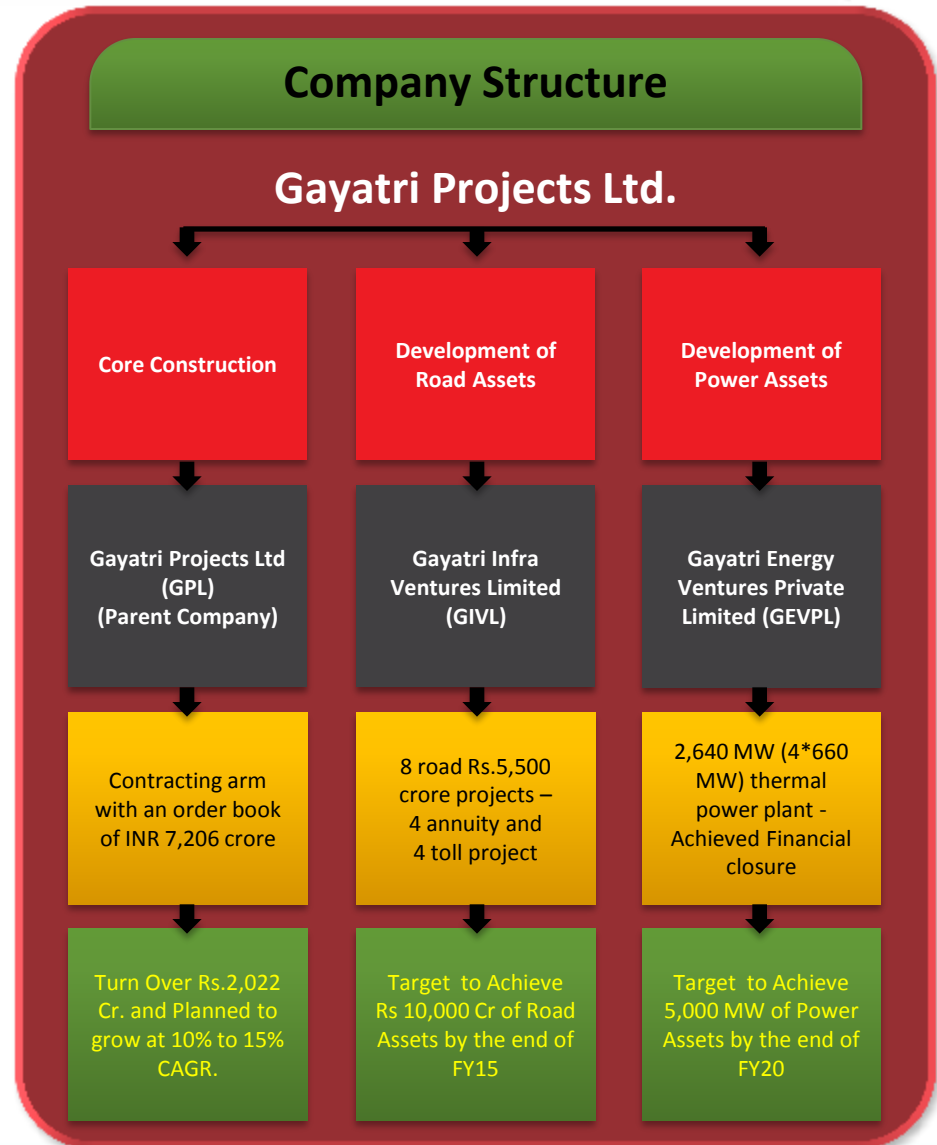
Development of Road Assets:

- GIVL, dedicated towards development of road assets
- GPL's owns 70%; AMP Capital: 30%
- Current Portfolio: 7 road Projects
- Annuity based: 4
- Toll Based: 3 + SMTL (100% owned by GPL)

Development of Power Assets:

- GEVPL, dedicated towards development of power assets
- 100% owned Subsidiary of GPL
- Current Portfolio:
- TPCIL: 1,320 MW project
 - GEVL: 51%; SembCorp: 49%
- *NCCPPL: 1320 MW Project
 - GEVL: 45% ; NCC: 55%

**Ownership ratio as on December 31, 2013*



Gayatri Projects – Construction arm



- Core Construction Company with a Pan India Presence
- Rich DNA of almost 50 years' experience in Project execution
- Strong order book of ₹ 7,206 cr (approx.) as on Dec'13 comprising a healthy mix of both captive and external projects
- Client list includes several leading names including NHAI, AAI, Nalco, Tata Steel, Reliance Petroleum etc.
- ISO 9001 – 2000 certified Company
- Owns Extensive fleet of state of the art Construction equipment
 - Heavy Earth Moving Machine: Hydraulic excavators, loaders
 - Concreting Plants: batching plants, transit mixers
 - Road Equipment: vibratory tandem rollers, integrated stone crushing plants
 - Quarry Equipment: Wagon Drills, Jack Hammers
 - Transportation Equipment: Tractors, Water tankers
- Two fold benefits of owning several assets:
 - Lower dependence on external sub contractors
 - Maximizing profits & returns



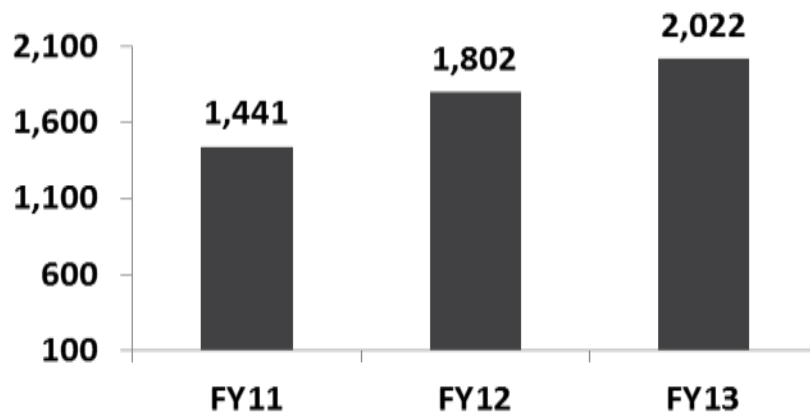
NHAI: National Highways Authority of India; AAI: Airports Authority of India

Financial Performance at a Glance...

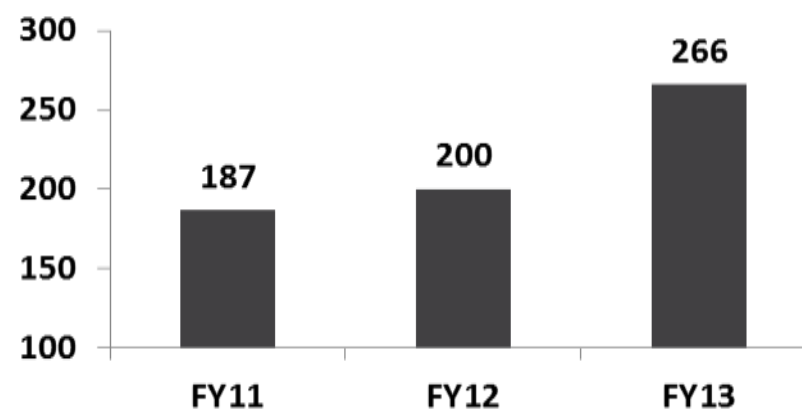


Figs. In crore

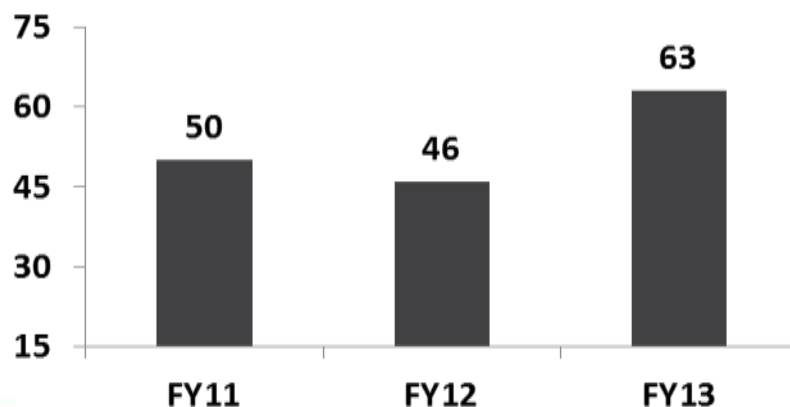
Sales



EBITDA



Net Profit



- Revenue growth of over 18.5% CAGR from FY11 – FY13
- EBITDA growth of over 19.3% CAGR from FY11- FY13
- PAT growth of over 12.3% CAGR from FY11 – FY13



For further information please contact:

K.G. Naidu (Vice President-Finance)

Gayatri Projects Limited

Tel: +91 40 23310330/23314284/4296

Email: kgnaidu@gayatri.co.in

Gavin Desa / Suraj Digawalekar

CDR India

Tel: +91 22 66451237 / 66451235

Fax: +91 22 66451213

Email: gavin@cdr-india.com / suraj@cdr-india.com

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Gayatri Projects Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances