

Q1 FY15 Results Presentation

August, 2014



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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



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

About Us



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

About Us

Q1 FY15 Financial Performance – At a Glance



REVENUES ₹342_{cr}

EBITDA ₹52_{cr}

PAT ₹2_{cr}

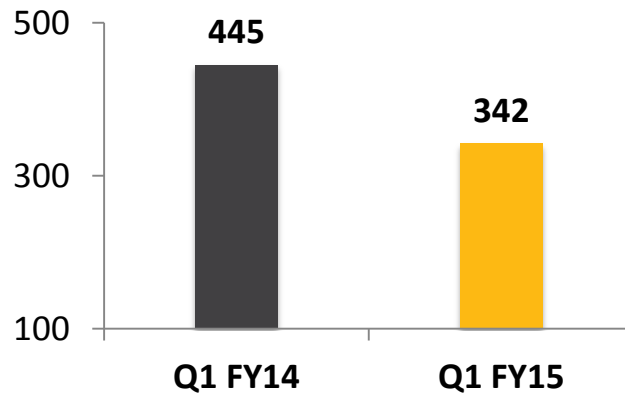
ORDER BOOK ~ ₹6,931_{cr}

Q1 FY15 Highlights

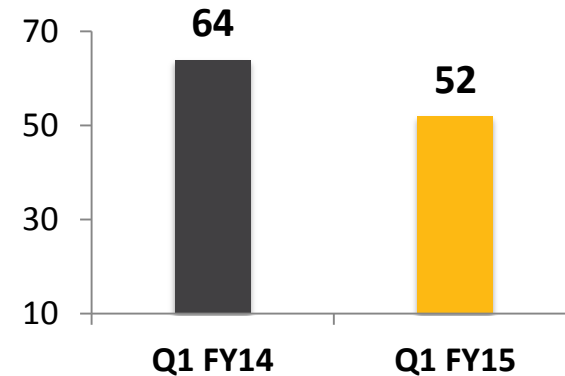


Figs. In crore

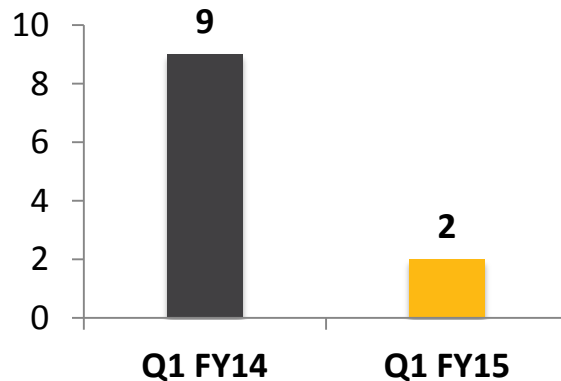
Revenue



EBITDA



PAT



- ➔ Challenging macros resulted in subdued revenues
- ➔ Sustained thrust on improving execution and efficiencies
- ➔ Profitability compression on account of higher interest cost and depreciation expenses

M.D.'s Comments



Commenting on the results, Mr. Sandeep Kumar Reddy, Managing Director, Gayatri Projects Limited said *“Our performance for the quarter has to be looked at in light of what has been a continuing challenging environment. It has been achieved as a result of good project execution pace and our dedicated efforts towards cost discipline.*

We are now seeing a visible improvement in the macros and are optimistic of this translating to improved order flow . There is clear intent on the part of the authorities to action projects across the construction, infrastructure, irrigation and allied spaces and we are optimistic of Gayatri participating in this opportunity

Performance of our road portfolio comprising of operational and under construction projects continues to remain strong. All of the operational projects generating excess cash post meeting their debt commitments is reflective of the quality of our assets. In addition, the achievement of PCC for our toll based project IDTL will further accentuate the revenue generating ability of our road development business.

Performance of our Power development subsidiary also continues to progress steadily and we are on track towards commissioning the first phase of our power project TPCIL, in partnership with SembCorp by the end of the year. Further the extension of partnership with SembCorp in our power project with NCC ensures prudent financial and technical expertise thereby enabling timely completion of the project.”



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

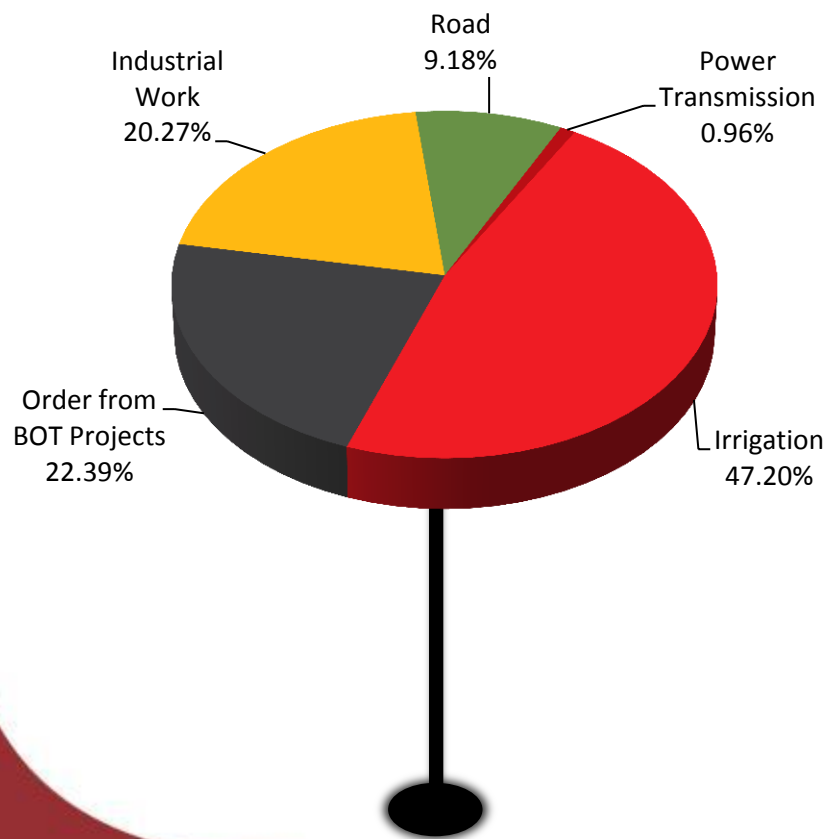
Outlook

About Us

Order Book Update



Break up - Order book



Order Book - Details

- ➔ Strong and diversified order book of ₹6,931.26 crore (approx.) as of June 2014
- ➔ Earnings visibility remains strong on the back of robust order book
- ➔ Presence across diversified segments helps counter sectoral cyclicality
- ➔ Focused on bidding for margin accretive projects



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

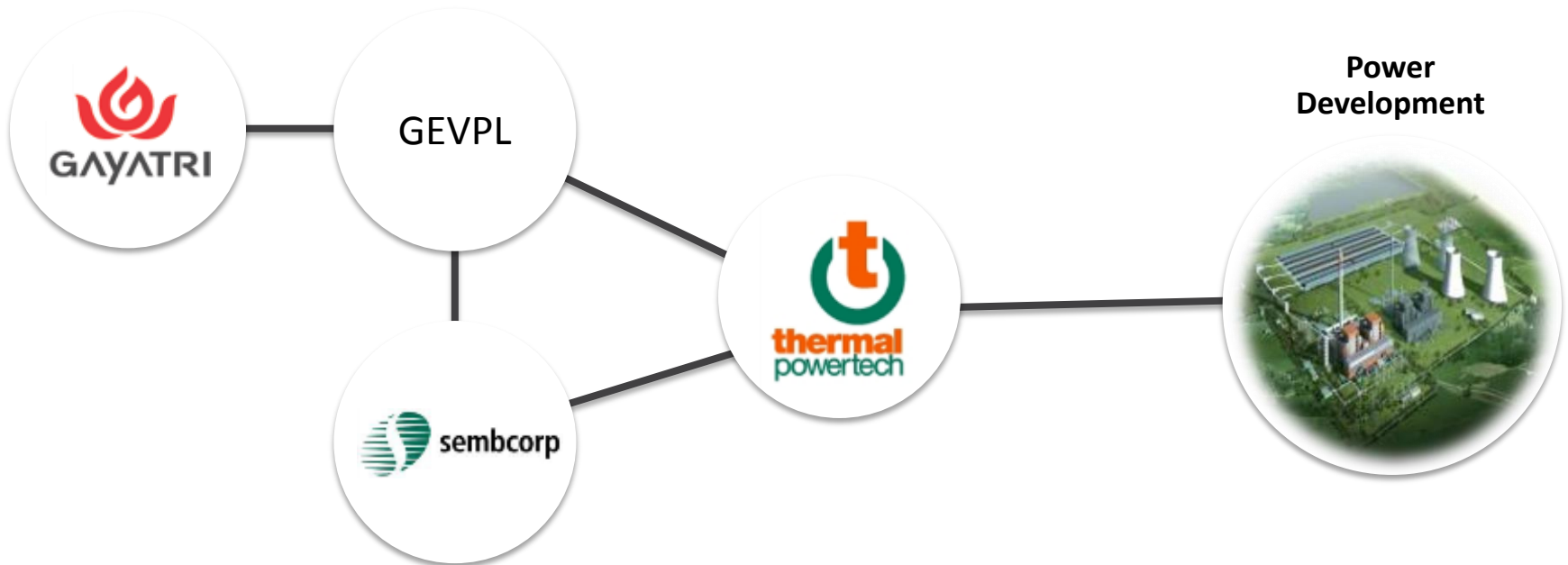
About Us

Fund raising



- ➔ Board of Directors approves proposal to increase Company's borrowing powers and raising of additional funds
- ➔ The Company plans to raise up to ₹300 crore through issue of securities
- ➔ Fresh infusion of capital to result in bolstering Company's balance sheet
- ➔ Proceeds to be deployed towards retirement of high cost debt
- ➔ Debt reduction to result in lowering of interest outgo in the future, thereby resulting in higher profitability of the business
- ➔ Further, the Board also approved increasing authorized share capital of the Company

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



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

About Us

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 NHAI
- ➡ Work completed till Jun.' 14: 92.53% (*excluding change of scope*)
- ➡ NHAI has approved premium repayment reschedule for the project

IDTL



Project Updates – Power Assets (TPCIL)



- ➔ Work on TPCIL is progressing as per schedule
- ➔ Confident of commissioning the first phase in the very near future

Projects	Remark
Overall Pant	Completed
Main Power House	Completed
Boiler Unit	Completed
Silencer Erection	Completed
Deck Casting	Completed

Development of Road Assets



- ➔ 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

Portfolio Summary

Annuity Based Projects	Status	Concession Period (Years)	Q1 FY15 (₹ in crore)
Gayatri Jhansi Roadways Limited (GJRL)	PCC Obtained	20	14.81
Gayatri Lalitpur Roadways Limited (GLRL)	PCC Obtained	20	11.84
Hyderabad Expressways Limited (HEL)	PCC Obtained	15	15.30
Cyberabad Expressways Limited (CEL)	PCC Obtained	15	19.73
Toll based Projects	Status	Concession Period (Years)	Q1 FY15 (₹ in crore)
Western UP Tollways Ltd (WUPTL)	PCC Obtained	20	27.89
Hyderabad Karimnagar-Ramgundam (HKRRL)	PCC Obtained	25	10.54
Indore Dewas Tollways Limited (IDTL)	Under Construction	25	9.30
Sai Maatarini Tollways Limited (SMTL) 100% Subsidiary of GPL	Under Construction	24	-

Development of Power Assets



Portfolio Summary

- ➔ 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 (GEVPL holding through investment in 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

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.	Most of the Contracts have been awarded and the works are going as per schedule.
	Expects to commence operations from CY14	Expected to commence operations from CY15

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



Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

About Us

Outlook



- ➔ There is visibly gradual improvement in the sentiment across the industry
- ➔ Increasing dialogue and enquires are reflective of the improving environment
- ➔ The revival in the economy will aid in improving the quality and returns of Gayatri Projects' road and power assets
- ➔ Gayatri Projects is optimistic of renewed order inflow in the near to medium term across its key operating sector of construction and infrastructure





Financial Highlights – Q1 FY15

Order Book

Fund Raising & Key Business Developments

Project Updates

Outlook

About Us

About Us



- ➔ Gayatri Projects Limited (Parent Company) core construction Company
- ➔ Dedicated subsidiaries to focus on Road and Power segment

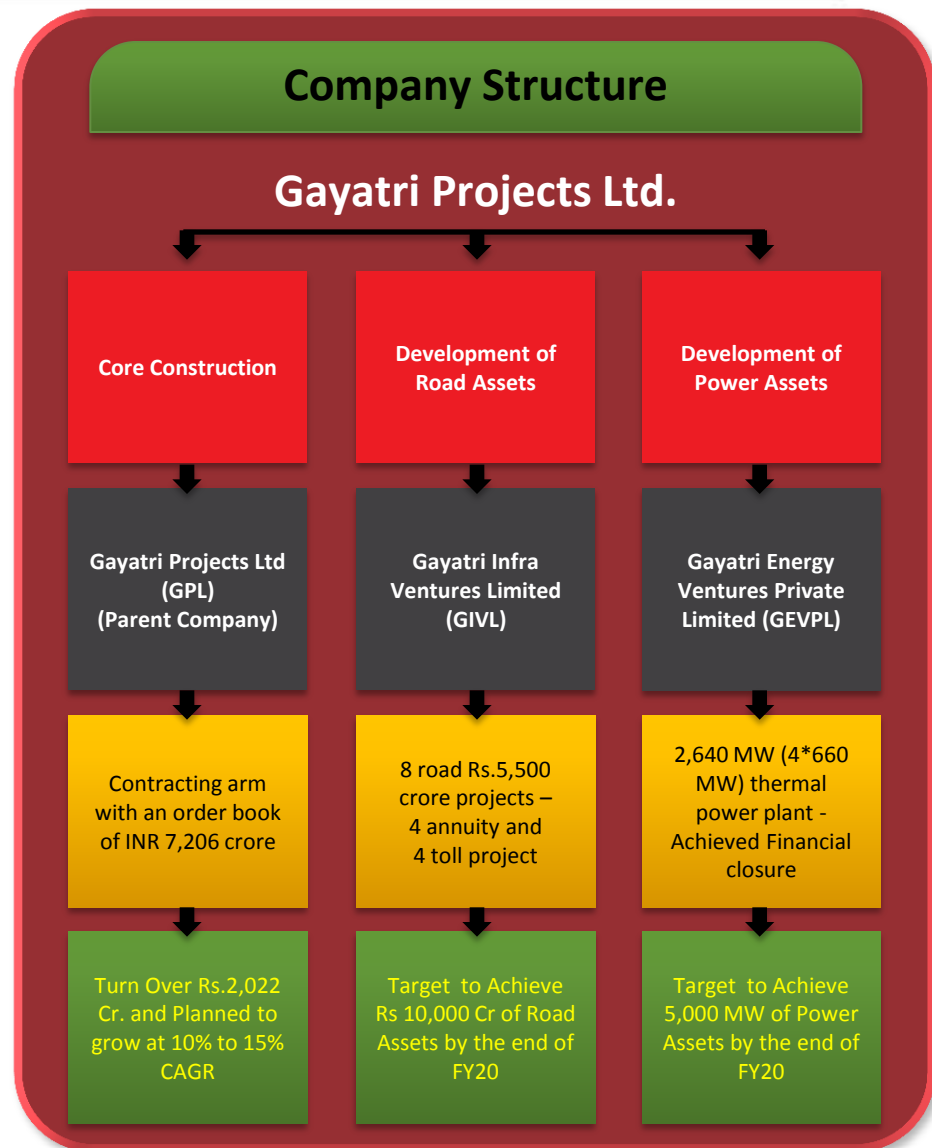
Development of Road Assets:

- GIVL, dedicated towards development of road assets
- GPL's owns 70%; AMP Capital: 30%
- Current Portfolio: 8 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: 1,320 MW Project

**Ownership through investment in NCCIHL*



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 ₹ 6,931.26cr (approx.) as on Jun'14 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



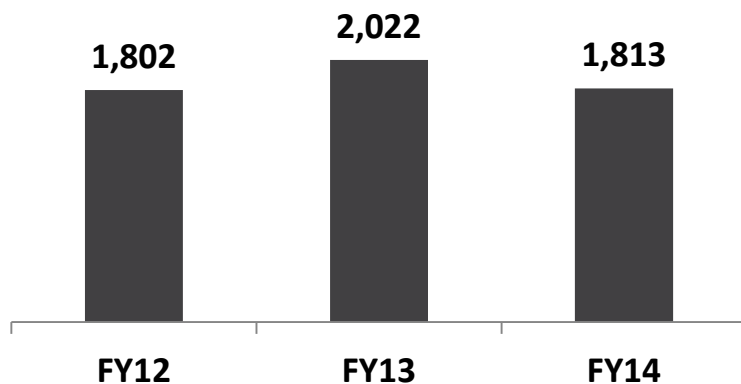
NHAI: National Highways Authority of India; AAI: Airports Authority of India

Financial Performance at a Glance...

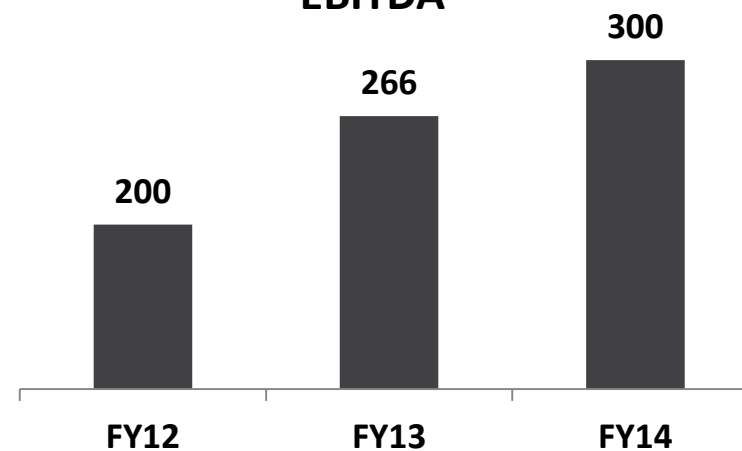


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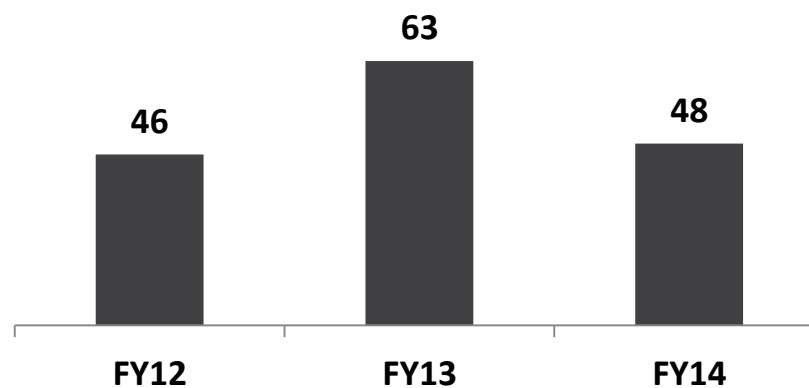
Sales



EBITDA



PAT





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

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