

Corporate Presentation

June - 2011



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Sr. No	Particulars	Page No.
1	Company Overview	5
2	Key Competitive Difference	6
3	Roadmap so far	7
4	The IRB Group	8
5	Organization Structure	9
6	Major BOT Infrastructure Development Projects – Mumbai Pune Project	11
7	Major BOT Infrastructure Development Projects – Bharuch Surat Project	12
8	Major BOT Infrastructure Development Projects – Surat Dahisar Project	13
9	Major BOT Infrastructure Development Projects – Thane Ghodbunder Project	14
10	Major BOT Infrastructure Development Projects – IRDP Kolhapur BOT Project	15
11	Operational BOT Projects	16-17

Sr. No	Particulars	Page No.
12	BOT Projects under implementation	18
13	Recently Awarded Project	19
14	Strong Order Book	20
15	Overview of IRB's market Share	21
16	Upcoming opportunities	23-27
17	Recent Diversification	29
18	The Road ahead	30
19	Consolidated Financial Results as on March 2011	32-33
20	Strong Financial track record	34-35
21	Comparative of BOT Toll Revenues	36-40
22	Reducing the dependency on Revenue of Mumbai – Pune Project	41
23	Corporate Recognition	43-44



Agenda

- **Company Overview**
- BOT Projects
- Upcoming Opportunities
- The Road Ahead
- Financial Snapshot

Annexure



Company Overview



IRB Group

- IRB Infrastructure Developers Limited (“IRB”) incorporated in 1998, has strong in-house integrated execution capabilities
- One of the leading Infrastructure Development company in India in road and highway sector
- Group has successfully executed numerous BOT projects in roads and highways sector, including improvement of National highways and sections of Golden Quadrilateral

Focus Verticals

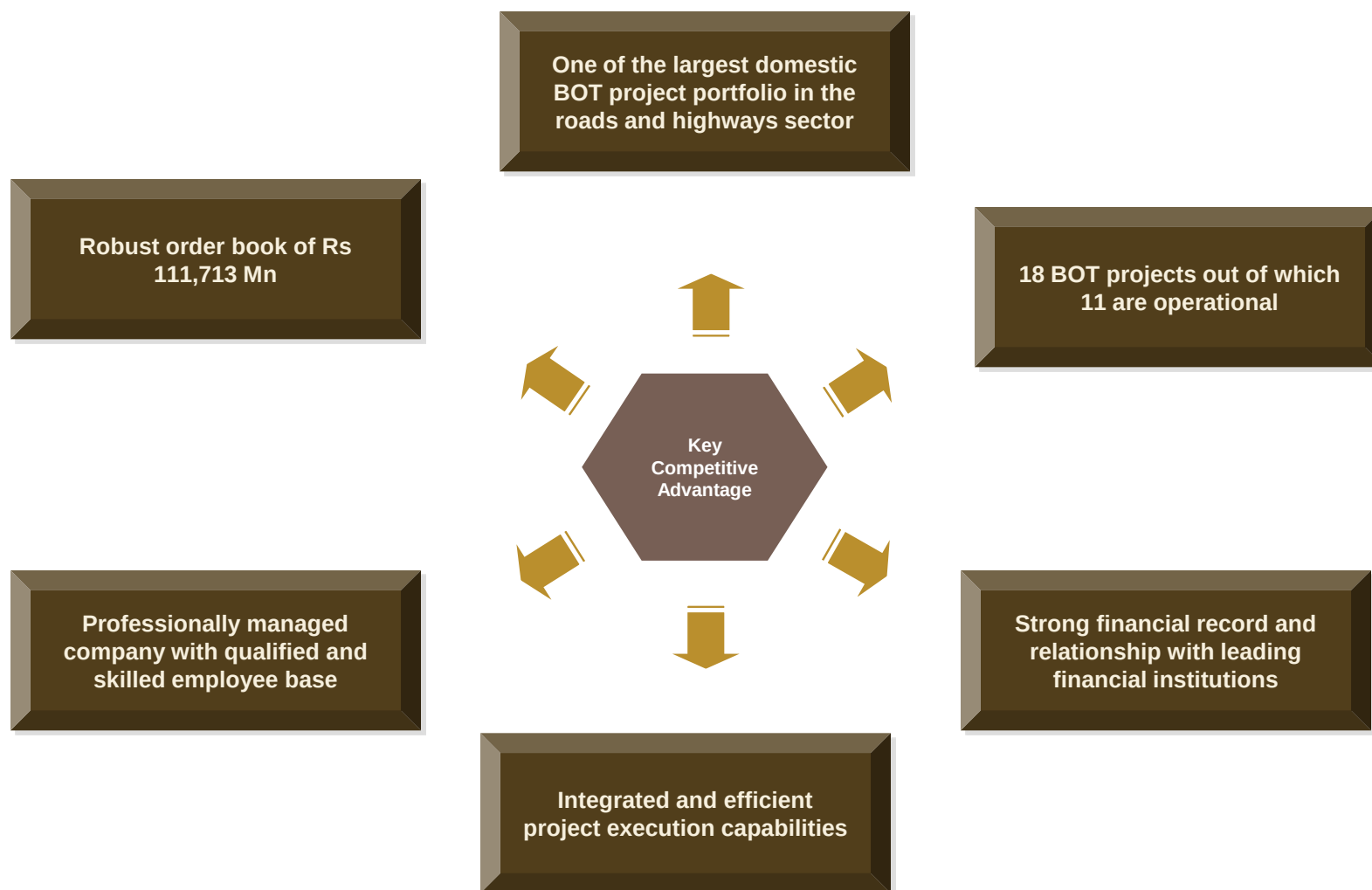
- **Construction and development of Highway Infrastructure**
 - Government contracts for rural and urban roads infrastructure projects
- **Development and Operation of BOT projects**
 - Develop, Operate and Maintain infrastructure assets as per the concession agreement
 - Revenue generation through charges, fees, tolls or annuities
 - Ownership transferred back to government after the expiration of the concession period
- **Proposed real estate development alongside the Mumbai-Pune Expressway**
 - Land acquisition of approximately 1200 acres completed and propose to acquire additional land
- **Proposed development of Greenfield Airport Project in Sindhudurg District, Maharashtra**

Credentials

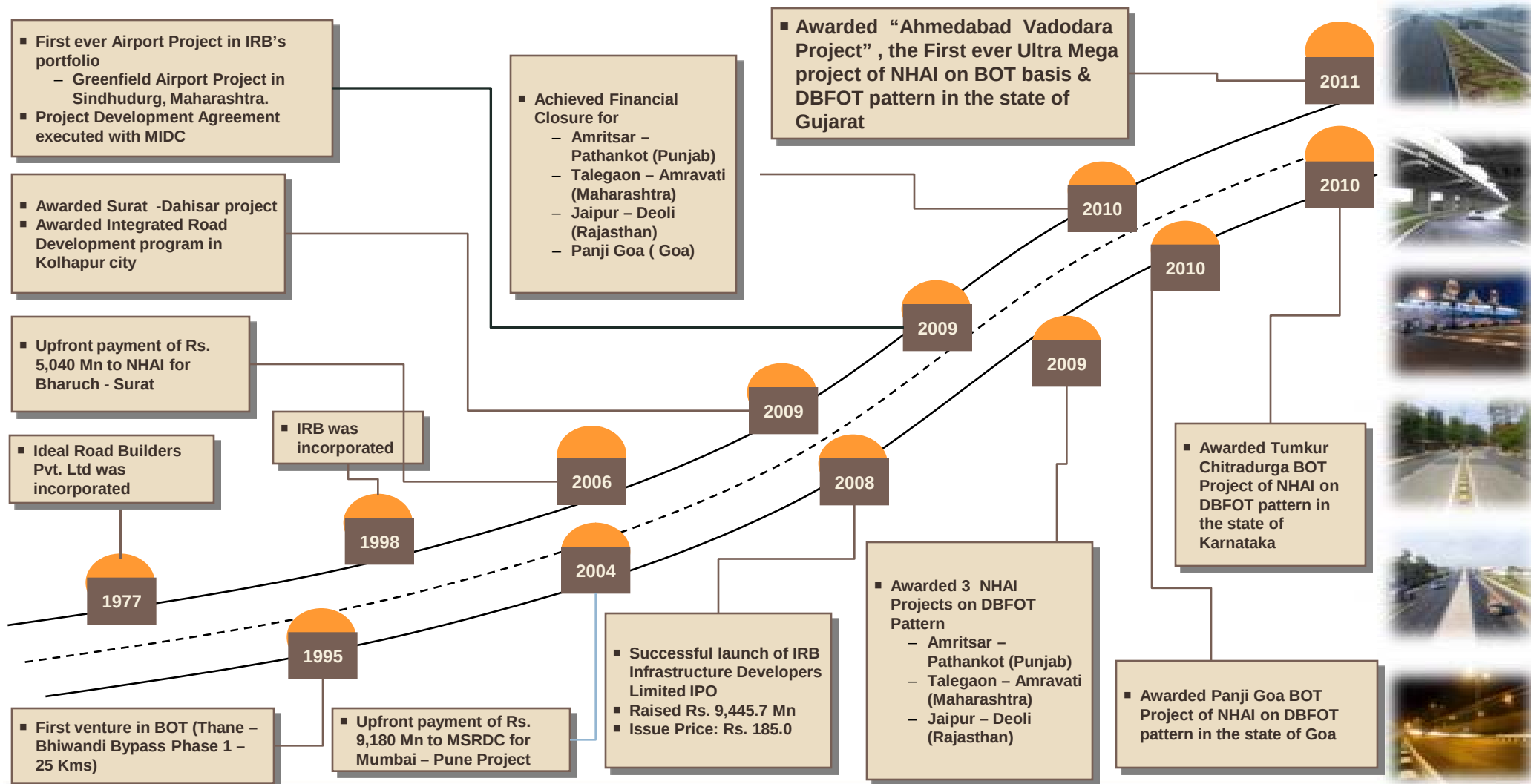
- Country’s first ever BOT project (Thane Bhiwandi Bypass) executed by the Group
- One of the largest BOT portfolio in the country - total length of around 6,722 Lane Kms as BOT operator
- Holds market share of 11.07% on the Golden Quadrilateral



Key Competitive Advantages



Roadmap So far



The 'IRB' Group



IRB INFRASTRUCTURE DEVELOPERS LIMITED

Roads

100%

17 BOT Road Assets

Engineering,
Construction
and Wind Power

100%

Modern Road Makers Pvt. Ltd.

Airport

100%

IRB Sindhudurg Airport Pvt. Ltd.

Real Estate

66%**

Aryan Infrastructure Investments Pvt. Ltd.

Hospitality

100%

Aryan Hospitality Pvt. Ltd.

IRB's Road Projects

Sr. No.	Company	Road Name	Length (Km)
1	Ideal Road Builders Pvt. Ltd.	Thane Bhiwandi Bypass BOT	24.00
2	Aryan Toll Road Pvt. Ltd.	Pune – Sholapur BOT	26.00
3	ATR Infrastructure Pvt. Ltd.	Pune – Nashik BOT NH 50	29.81
4	Mhaikar Infrastructure Pvt. Ltd.	Mumbai – Pune BOT MPEW & NH4	206.00
5	Thane Ghodbunder Toll Road Pvt. Ltd.	Thane Ghodbunder Toll Road BOT	14.90
6	IDAA Infrastructure Pvt. Ltd.	Bharuch – Surat BOT NH 4	65.00
7	NKT Road & Toll Pvt. Ltd.	Ahmednagar – Karmala – Tembhurni Road, SH 141	60.00
8	IRB Infrastructure Pvt. Ltd.	Bridge over Patalganga River-Kharpada BOT	1.40
9	MMK Toll Road Pvt. Ltd.	Mohol-Kurul-Kamtee-Mandrup Road, SH 149	33.40
10	IRB Surat Dahisar Tollway Pvt. Ltd.*	Surat – Dahisar Road, NH 8	239.00
11	IRB Kolhapur Integrated Road Development Company Pvt. Ltd.	Integrated Road Development in Kolhapur	49.99
12	IRB Pathankot Amritsar Toll Road Pvt. Ltd.	Pathankot Amritsar NH 15	102.42
13	IRB Talegaon Amravati Tollway Pvt. Ltd.	Talegaon Amravati NH 6	66.73
14	IRB Jaipur Deoli Tollway Pvt. Ltd.	Jaipur Deoli NH 12	146.30
15	IRB Goa Tollway Pvt. Ltd.	Panji Goa NH 4A	69.07
16	IRB Tumkur Chitradurga Tollway Pvt. Ltd.	Tumkur Chitradurg NH 4	114.00
17	IRB Ahmedabad Vadodara Super Express Tollway Private Limited	Ahmedabad Vadodara -NH 8 & Ahmedabad Vadodara Expressway	196.00



* Deutsche Bank, AG holds 10% in IRB Surat Dahisar Tollway Pvt. Ltd.

** Remaining shareholding in Aryan Infrastructure Investments Pvt. Ltd. held by Promoter Group Entities

Organization Structure



Board of Directors

Mr. Virendra D. Mhaiskar
Chairman and Managing Director

Mrs. Deepali V. Mhaiskar
Director

Mr. Dattatraya P. Mhaiskar
Director

Mr. Suresh G. Kelkar
Director

Mr. Bhalchandra K. Khare
Independent Director

Mr. Govind G. Desai
Independent Director

Mr. Chandrashekhar S. Kaptan
Independent Director

Mr. Sivramakrishnan S. Iyer
Independent Director

Mr. Sunil H. Talati
Independent Director

Mr. Rajkamal R. Bajaj
Advisor to the Board

Statutory Auditors
S. R. Batliboi & co., Chartered Accountants

Internal Auditors
Suresh Surana & Associates , Chartered Accountants

Mr. Mehul N. Patel
Company Secretary

Registrar and Transfer Agent

Karvy Computershare Pvt. Ltd.
Plot No. 17 to 24, Vittalrao Nagar
Madhapur, Hyderabad – 500 081
Tel No : +91-40 -2342 0815
Fax No : +91-40-2342 08140

Bankers to the Company

Canara Bank
IDFC Limited
Union Bank of India
Indian Overseas Bank
Indian Bank
Bank of India
IDBI Bank
Andhra Bank
Corporation Bank
Punjab National Bank
Bank of Baroda
Bank of Maharashtra
HDFC Limited
IIFC Limited

Registered Office

IRB Complex,
Chandivli Farm, Chandivli Village,
Andheri (East) , Mumbai - 400 072.
Tel No: +91 -22- 6640 4220
Fax No : +91- 22 -6675 1024
Email : info@irb.co.in
Website : www.irb.co.in



Agenda

- Company Overview
- **BOT Projects**
- Upcoming Opportunities
- The Road Ahead
- Financial Snapshot

Annexure



Mumbai – Pune Express Highway & NH 4



- Expand a stretch of NH 4 into four lanes and value additions to the Mumbai - Pune Expressway
- Covered 206 kms of road: 111 kms on NH 4 and 95 kms on the Mumbai - Pune Expressway
- Operate and maintain facilities during the concession period
- Aggregate value of the O&M contract is Rs. 7,258 Mn
- Concession period of 15 years for both Mumbai-Pune Expressway & NH 4
- Total cost Rs. 13,016 Mn Including upfront fee of Rs. 9,180 Mn paid to MSRDC
- Funded through Equity Rs. 1,050 Mn
Term Loans Rs. 11,814 Mn
Internal Accruals Rs. 152 Mn
- Tolling at Mumbai-Pune Expressway began in August, 2004



Bharuch - Surat Section of NH-8



- Engaged to expand and improve the Bharuch – Surat section of NH 8 in Gujarat on a BOT basis
- Expand specific sections of the NH 8 into a 6 lane highway
- Improvements to the existing 4 lane highway
- Commenced work on January 2, 2007 and work is completed as per schedule
- Concession period of 15 years ending on January 1, 2022
- Estimated cost Rs. 14,695 Mn Including an upfront fee to the NHAI of Rs. 5,040 Mn
- Funded through

Equity and Internal Accrual	Rs. 1,981 Mn
Term Loans	Rs. 12,076 Mn
Sub-Debt	Rs. 638 Mn
- Tolling commenced from September 25, 2009



Surat - Dahisar Section of NH-8



- Engaged to expand and improve the Surat - Dahisar section of NH 8 on BOT basis from the existing 4 to 6 lane for a total length of 240 kms
- Construction of 26 flyovers over various junctions
- Concession Agreement signed on April 30, 2008
- Concession period of 12 years including the construction period of 30 months
- Total cost Rs. 28,350 Mn
- Equity & internal accruals Rs. 8,790 Mn
Debt Rs. 19,560 Mn
- Tolling started from February, 2009
- Revenue share of 38% of the toll collected given to NHAI for the first year and to be increased by 1% year on year



Thane Ghodbunder Section connecting NH8 with NH 4 & NH 3



- Engaged to improve the Thane-Ghodbunder section connecting NH 8 with NH 4 and NH 3 for a total length of 14.9 kms
- Provided concrete pavement 4 out of the existing 6 lane road for a length of 7.1 kms; and 6 out of the existing 10 lane road for a length of 3.4 kms
- Scope of work includes improvement, operation & maintenance of the stretch during the concession period
- Concession period of 15 years starting from December 2005 with tolling rights
- Total cost Rs. 2,463 Mn.
- Funded through Equity Rs. 300 Mn
Debt Rs. 2,066 Mn
Internal Accruals Rs. 103 Mn



Integrated Road Development Programme (IRDP) in the city of Kolhapur



- First ever Urban Infrastructure project on BOT basis in India
- All 9 entry points to be tolled post substantial completion of construction
- Only vehicles entering or leaving the city will be paying toll
- Construction activity commenced from January 9, 2009
- In addition to the concession period, IRDP enjoys the following benefits:-
 - Land admeasuring 30,000 sq. mtrs is allotted
 - Lease period of this land will be 99 years
- Concession period of 30 years
- Total Cost estimated to be Rs. 4,300 Mn
- Funded through

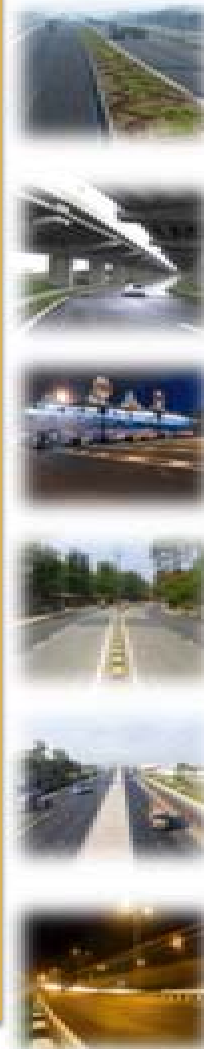
Equity	Rs. 1,720 Mn
Debt	Rs. 2,580 Mn



Operational Projects

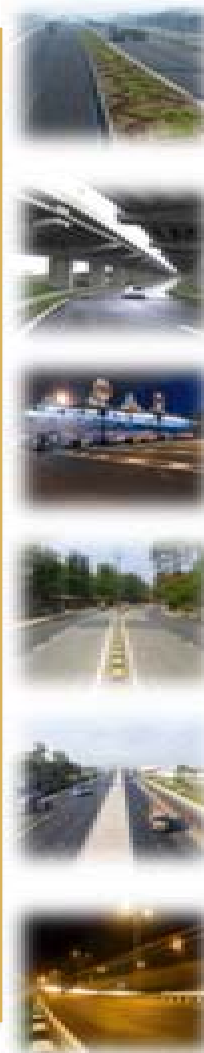
Name of the Project	Mumbai - Pune	Surat – Dahisar*	Bharuch - Surat	Thane Ghodbunder	Tumkur Chitradurga
Client	MSRDC	NHAI	NHAI	MSRDC	NHAI
State	Maharashtra	Maharashtra / Gujarat	Gujarat	Maharashtra	Karnataka
Length of the Project (In Kms)	206.00	239.00	65.00	14.90	114.00
Project Cost Rs. Mn	13,016	28,350	14,700	2,462	11,420
Debt / Unsecured Loan Outstanding as on June 30, 2011 (Rs. Mn)	10,399	13,282	7,800	464	1,409
Date of Start (Concession)	August 10, 2004	February 20, 2009	January 2, 2007	December 24, 2005	June 4, 2011
Concession Period	15 Years	12 Years	15 Years	15 Years	26 Years
Description	4 Laning and improvement of Mumbai - Pune section of NH 4, Toll Collection and Operation and Maintenance on NH 4 and existing MPEW	6 Laning of Surat to Dahisar section of NH 8 on DBFOT Pattern under NHDP (Phase - V)	6 Laning of Bharuch to Surat section of NH 8 on BOT basis	Improvements, Toll Collection and Operation and Maintenance of Thane - Ghodbunder Road	Six laning of Tumkur-Chitradurga section from km 75.00 to km 189.00 of NH-4 to be executed as BOT (Toll) project on DBFOT Pattern under NHDP Phase V

* IRB's stake: 90%; balance 10% held by Deutsche Bank, AG



Operational Projects (Cont'd.)

Name of the Project	Thane - Bhiwandi Bypass	Pune - Nashik	Pune - Sholapur	Ahmednagar - Karmala - Tembhurni	Mohol – Mandrup Kamtee	Kharpada Bridge
Client	PWD	MOSRT&H	MOSRT&H	PWD	PWD	MOSRT&H
State	Maharashtra	Maharashtra	Maharashtra	Maharashtra	Maharashtra	Maharashtra
Length of the Project (In Kms)	24.00	29.81	26.00	60.00	33.40	1.40
Project Cost Rs. Mn	1,040	737	630	368	180	320
Debt Outstanding as on June 30, 2011 (Rs. Mn)	-	-	-	-	-	-
Date of Start (concession)	January 1, 1999	September 25, 2003	March 20, 2003	December 12, 2000	May 29, 2002	November 29, 1997
Concession Period	18 Years & 6 Months	18 Years	16 Years	15 Years	16 Years	17 Years & 9 Months
Description	Improvement and Maintenance of Thane Bhiwandi Bypass including widening of 2 lane road to 4 lane road and construction of 2 lane bridge on Kasheli Creek	4 Laning and strengthening of Pune - Nashik Road NH 50	4 Laning and strengthening of Pune - Solapur Road NH 9 on a BOT basis	Improvement to Ahmednagar - Karmala - Tembhurni Road SH 141	Improvement to Mohol –Mandrup – Kamtee to NH 13 road in Solapur on a BOT basis	Construction of major bridge across Patalganga River and ROB near village Kharpada, NH 17 including approach road at both side



Project Under Implementation

Name of the Project	Kolhapur Project	Pathankot to Amritsar	Jaipur to Deoli	Talegaon to Amravati	Panji - Goa
Client	MSRDC	NHAI	NHAI	NHAI	NHAI
State	Maharashtra	Punjab	Rajasthan	Maharashtra	Goa
Length of the Project (In Kms)	49.99	102.42	146.30	66.73	69.07
Project Cost Rs. Mn	4,300	14,453	17,330	8,880	8,332
Debt / Unsecured Outstanding as on June 30, 2011 Rs. Mn	1,795	1,348	2,056	1,080	954
Grant Sought / (Given) Rs. Mn	(270)	1,269	3,060	2,160	1,863
Concession Period	30 Years	20 Years	25 Years	22 Years	30 Years
Remark	Under Construction	Under Construction	Under Construction	Under Construction	Mobilization is in progress
Description	Implementation of Integrated Road Development Programme in Kolhapur on BOT basis	Design, Engineering, Finance, Construction, Operation and Maintenance of Pathankot to Amritsar section of NH 15 on BOT basis under NHDP Phase III	Design, Engineering, Finance, Construction, Operation and Maintenance of Jaipur to Deoli section of NH 12 under NHDP Phase III	4 Laning of Talegaon - Amravati section of NH 6 on DBFOT basis under NHDP Phase III	4 Laning of Goa Karnataka Border to Panji Goa stretch of NH-4A from Km 84.000 to Km 153.070 on DBFOT pattern under NHDP Phase III
Scheduled COD	August , 2011	June 2013	December 2012	March 2013	Appointed Date awaited from NHAI



Recently awarded Project

IRB has bagged the project of “Six laning of Ahmedabad to Vadodara section of NH-8 from km. 6.40 to km. 108.700 (Length 102.300 km) in the State of Gujarat and improvement of existing Ahmedabad Vadodara Expressway from km. 0.000 to km 93.302 in the State of Gujarat (Length 93.302 km.) under Phase V on Design Build Finance Operate Transfer (DBFOT) Toll basis”

Key Highlights of the Project

IRB bags the first ultra mega project of NHAI in highway sector.

Project is on DBFOT pattern.

The construction cost is approximately Rs. 36,000 Mn.

Concession period of 25 years.

Construction period 3 years.

IRB to get tolling rights on expressway from the Appointed Date.

Premium offered to NHAI in year one is Rs. 3,096 Mn which will increase by 5% YoY.

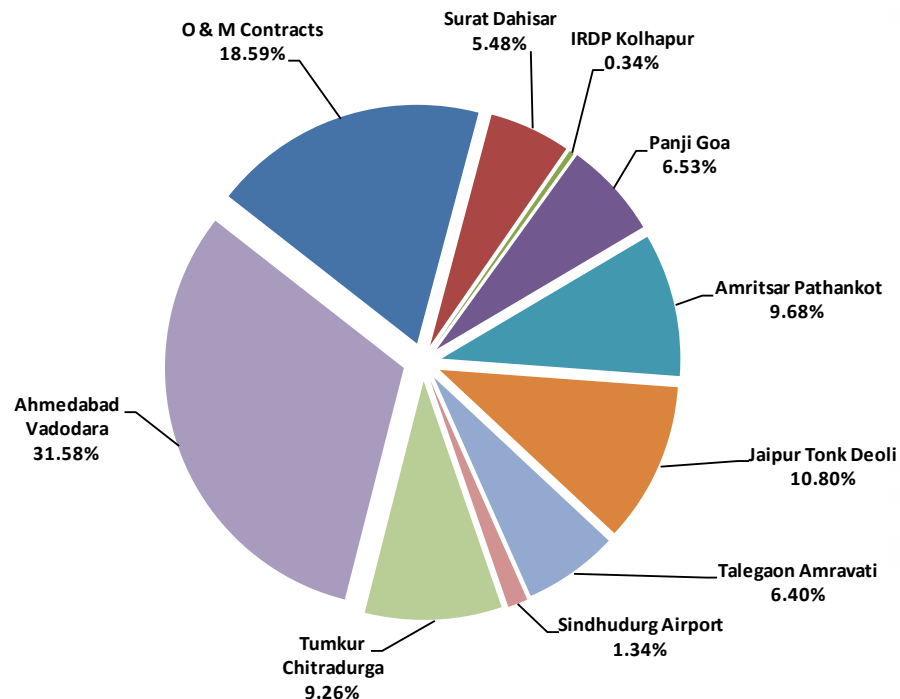
Scope of work involves of upgradation of existing section of NH8 between Ahmedabad and Vadodara from existing 2 lane highway to a 6 lane super expressway and value addition to the existing Ahmedabad and Vadodara Expressway.



Strong Order Book

Order Book* Composition	Amount in Rs. Mn
Ongoing BOT Projects	46,879
BOT Projects in O&M Phase	20,764
BOT Projects - LOA Received , Construction yet to commence	44,070
Total	111,713

* Order Book as of a particular date consists of unbilled revenue from the uncompleted portions of our "existing contracts", i.e., the total contract value of such "existing contracts" as reduced by the value of construction work billed until such date. For purposes of our Order Book, "existing contracts" include construction as well as operation and maintenance contracts, whether relating to funded construction projects or part of a BOT project, for which we have received a letter of award, irrespective of whether definitive contracts have been executed for such projects as of such date.

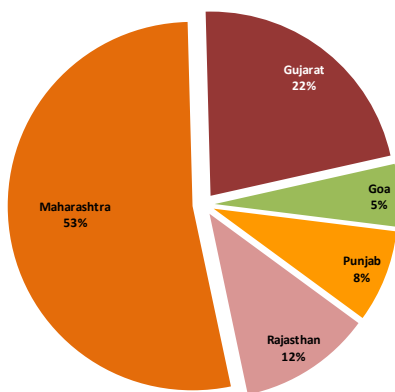


Overview of IRB's Market Share

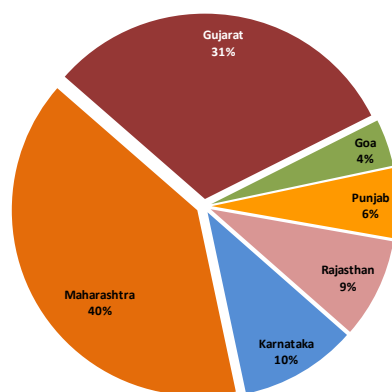
States → Particulars ↓	Maharashtra	Gujarat	Rajasthan	Punjab	Karnataka	Goa
NH / SH	NH 3, 4, 8, 9, 17, 50, SH 141, 149	NH 8, NE -I	NH 12	NH 15	MH 4	NH 4A
Total Kms	633	390	146	102	114	69
Total Lane Kms	2,672	2,095	585	410	684	276
Road Portfolio as per Lane Kms	47%	19%	10%	7%	12%	5%
GQ Length in Kms (Comprising 11.07% of Total GQ Length)	246	287	-	-	114	-

IRB's Road Portfolio as per Lane km

FY 2010



FY 2012



Lane KM under development 2,322 Lane Kms

Lanes KM operational 3,413 Lane Kms

Lane KM under Award stage 987 Lane Kms

Gross revenue realized per
Lane KM from operational
portfolio during June -11 Qtr
Rs. 0.82 Mn / Lane KM

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- BOT Projects
- **Upcoming Opportunities**
- The Road Ahead
- Financial Snapshot

Annexure



Upcoming Opportunities for IRB



Project Cost Breakup

Amount in Rs Mn*

Sr. No.	Name of the Client	RFP Stage	RFQ Stage
1	NHAI Projects - Phase III	17,441	27,309
2	NHAI Projects - Phase IV, IVA & IV B	32,453	135,445
3	NHAI Projects - Phase V	51,340	28,460
4	NHAI Projects - Phase VI	-	11,369
5	NHAI Projects - Phase VII	-	2,785
6	NHAI Projects - BOT (Annuity)	-	7,057
7	NHAI Projects - OMT	-	5,440
8	NHAI Projects - NE-II	-	26,990
9	Other Clients	18,853	51,795
Total		120,087	296,650

RFP stands for Request for Proposal
RFQ stands for Request for Qualification



Upcoming Opportunities for IRB

Sr. No.	Name of the Project	State	NH	Length	RFP Stage	RFQ Stage
National Highways Authority of India - NHAI						
PHASE – III						
1	2 Laning of Rohtak – Hissar	Haryana	10	100.0		3,700
2	4 Laning of Vijayawada – Machilipatnam	Tamil Nadu	9	64.6	6,150	
3	4 Laning of Madhurai – Paramakudi & 2 Laning of Paramakudi - Ramanathapuram	Tamil Nadu	49	115.77		6,660
4	4 Laning of UP/ Haryana Border – Yamuna Nagar – Saha – Panchkula	Haryana	73	104.77		9,349
5	4 Laning of Patna – Start of Ara Bypass & 2 Laning of Ara Bypass – Buxar	Bihar	30 & 84	125.44	11,291	
6	4 Laning of Lucknow – Raebareilly section of NH 24 B	Uttar Pradesh	24B	70.00		7,600
				TOTAL	17,441	27.309
PHASE – IV, IV A & IV B						
7	4/6 Laning of Raipur – Bilaspur	Chattisgarh	200	126.0		15,070
8	4 Laning of Obedullaganj – Betul	Madhya Pradesh	69	121.36		11,520
9	4 Laning of Jabalpur - Rewa	Madhya Pradesh	7	226.54	18,955	19,060
10	4 Laning of Vikravandi – Meesurati & 2 Laning of Meesurati - Tanjavur	Tamil Nadu	45 C	163.0		11,450
11	4 Laning of Solapur Yedishi	Maharashtra	9	85.0		7,752
12	4 Laning of Hospet - Chitradurga Section	Karnataka	13	120.0		10,453
13	4 Laning of Punjab / Haryana Border to Jind	Haryana	71	69.35	4,388	



Upcoming Opportunities for IRB (Cont'd.)

Sr. No.	Name of the Project	State	NH	Length	RFP Stage	RFQ Stage
	National Highways Authority of India – NHAI , Cont...					
	PHASE – IV, IV A & IV B					
14	4 Laning of Solapur - Maharashtra / Karnataka Border & Solapur Bypass section	Maharashtra	9	100.00		9,230
15	2 Laning of Biharsharif – Mokamma (Phase - IV A)	Bihar	82	54.0		3,040
16	Rehabilitation & upgradation of Baharagora – Sambalpur (Phase - IV B)	Orissa	6	366.0		34,580
17	4/6 Laning of Hospet – Bellary – Andhra Pradesh / Karnataka Border (Phase - IV B)	Karnataka	63	95.44	9,110	
18	4 Laning of Maharashtra / Karnataka Border to Sangareddy	Andhra Pradesh & Karnataka	9	145.0		13,290
				Total	32,453	135,445
	PHASE – V					
19	6 Laning of Satara – Kagal section on DBFOT basis	Maharashtra	4	133.0		11,030
20	6 Laning of Vijaywada – Gundugulanu – Rajamundry	Andhra Pradesh	5	103.59		17,430
21	6 Laning of Kishangarh – Udaipur – Ahmedabad Section	Rajasthan & Gujarat	76, 79A, 79,8	558.0	51,340	
				TOTAL	51,340	28,460



Upcoming Opportunities for IRB (Cont'd.)

Sr. No.	Name of the Project	State	NH	Length	RFP Stage	RFQ Stage
	National Highways Authority of India – NHAI (Cont'd.)					
	PHASE – VI					
22	2 Laniang of Karauli – Dholpur Section	Rajasthan	11B	100.72		3,364
23	2/4 Lanaing of Aurangabad – Dhule section	Maharashtra	211	130.00		8,005
				Total		11,369
	PHASE – VII					
24	New 4 Lane from North Gate of Ennore Port - Thachur	Tamil Nadu	-	21.15		2,785
	PHASE – III (BOT – Annuity)					
25	2 Laning of Karaikudi – Ramanathapuram	Tamil Nadu	210	80.0		2,987
26	2 Laning of Ambala - Kaital	Haryana	65	86.2		4,070
				TOTAL		7,057
	OMT					
27	Rajkot – Bamanbore Section (Package – 9)	Rajasthan	8B	129.40		1,040
28	Hyderabad – Bangalore Section	Andhra Pradesh	7	251.00		1,530
29	Ayodhya – Gorakhpur	Uttar Pradesh	28	117.0		710
30	Jhasi – Orai	Uttar Pradesh	25	133.0		810
31	Kanpur - Lucknow	Uttar Pradesh	25,28, & 56	222.0		1,350
				TOTAL		5,440
	NE-II					
32	Six laning of Eastern Peripheral Expressway	Haryana & Uttar Pradesh	-	135.00		26,990



Upcoming Opportunities for IRB (Cont'd.)



Sr. No.	Name of the Project	State	NH/ SH	Length	RFP Stage	RFQ Stage
	OTHER CLIENTS					
	Punjab PWD & Punjab Infrastructure Development Board					
33	4 Laning of Zirakpur – Patiala Section	Punjab	64	50.70		4,218
34	4 Laning of Patiala – Bhatinda Section	Punjab	64	165.90		15,220
				Total		19,438
	NH Division, Govt. Of Rajasthan					
35	2 Laning of Kotputli to Kuchman and Daulatpura via Neem Ka Thana, Sikar	Rajasthan	SH	225.40		3,580
36	2 laning of Bikaner – Suratgarh section	Rajasthan	15	172.39		5,100
37	4 Laning of Chittorgarh – Neemach (MP Border) section of NH-79 & 2 laning of Nimbahera – Pratapgarh section of NH-113	Rajasthan	79 & 113	117.00		5,200
38	Development of Gomati Ka Chauraha, Udaipur	Rajasthan	8	83.10		10,500
				Total		24,380
	Madhya Pradesh Road Development Corporation (MPRDC)					
39	Development of Sidhi – Singrauli	Madhya Pradesh	75E	104.60		7,977
40	Development of Rewa - MP / UP Border	Madhya Pradesh	7	107.00	6,836	
				Total	6,836	7,977
	Haryana PWD					
41	Development of Raimalkapur – Narnaul – Kharak corridor	Haryana	-	151.0	12,017	
	Total				18,853	51,795



Agenda

- Company Overview
- BOT Projects
- Upcoming Opportunities

- **The Road Ahead**

- Financial Snapshot

Annexure



Recent Diversification – Airport & Realty

Airport



- Has been declared as the "Selected Bidder" and a Development Agreement has been executed between MIDC and IRB Sindhudurg Airport Private Limited as on September 25, 2009.
- Developable area including Airport of 670 acres. Estimated cost including land is Rs. 1,750 Mn
- Concession period of 95 years including 18 months of construction period.
- Completed Topographic & Obstacle Survey, Runway orientation and Aerodrome Reference point is defined.
- Public Hearing Completed. Final EIA report along with public hearing report is submitted to MoEF .
- Applications submitted for getting Water supply , Electric supply and Weather monitoring services.
- Application Submitted to AAI and BCAS for CNS/ATM Facility and deployment of Security Staff.
- CRZ verification study completed by NIO. Site is clear from CRZ Area.
- Techno Economic Feasibility Report and Master Plan is submitted to DGCA.

Realty



- Intends to develop Integrated township alongside the Mumbai-Pune Expressway
- Land acquisition of approximately ~1,200 acres completed and propose to acquire additional land
- Received permission from Directorate of Industries in April 2009 to purchase up to 1,888 acres of agricultural land



* Photographs are for indicative purpose only

The Road Ahead

Focus Areas

BOT Projects



Airports



Real Estate



- Continue to focus on BOT infrastructure projects in the road and highways sector
 - Geographical diversification - accentuating companies nationwide plans
- De-risking revenue stream
 - Mumbai - Pune project revenue contribution has remained upto 35% due to operationalizing of Bharuch - Surat & Surat - Dahisar Projects.
- Further enhance project execution capabilities
- Successfully complete its real estate and Airport Project
- Identify strategic investment opportunities



Agenda

- Company Overview
- BOT Projects
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- The Road Ahead
- **Financial Snapshot**

Annexure

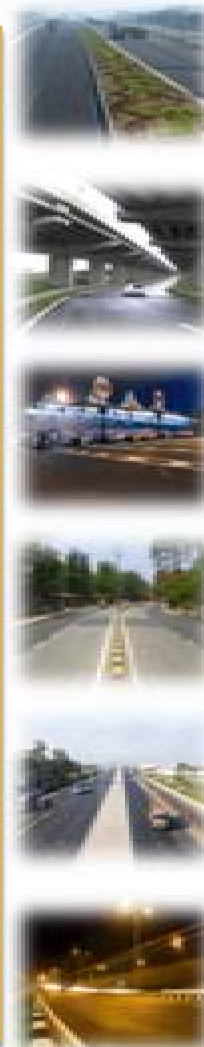


Consolidated Financial Results



Amount in Rs Mn

For the Period Ended	June 2011 (Quarter)						June 2010 (Quarter)						March 2011 (Year)					
Particulars	Total All Segments		Construction Segment		BOT Segment		Total All Segments		Construction Segment		BOT Segment		Total All Segments		Construction Segment		BOT Segment	
	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%
Total Income	8,295.49	100.00	5,971.53	100.00	2,323.96	100.00	5,336.98	100.00	3,301.36	100.00	2,035.62	100.00	25,026.03	100.00	16,703.65	100.00	8,322.38	100.00
Earnings before interest, tax and depreciation	3,576.61	43.12	1,547.84	25.92	2,028.77	87.30	2,709.62	50.77	951.97	28.84	1,757.65	86.34	11,584.11	46.29	4,282.85	25.64	7,301.26	87.73
Financial Expenses	1,174.32	14.16	284.85	4.77	889.47	38.27	661.15	12.39	58.70	1.77	602.45	29.60	3,572.06	14.27	540.65	3.24	3,031.41	36.42
Depreciation and Amortisation	602.27	7.26	137.05	2.30	465.22	20.02	536.80	10.06	109.80	3.33	427.00	20.98	2,253.65	9.01	524.07	3.14	1,729.58	20.78
	1,776.59	21.42	421.90	7.07	1,354.69	58.29	1,197.95	22.45	168.50	5.10	1,029.45	50.58	5,825.71	23.28	1,064.73	6.37	4,760.99	57.21
Profit Before Tax	1,800.02	21.70	1,125.94	18.86	674.08	29.01	1,511.67	28.32	783.47	23.73	728.20	35.77	5,758.39	23.01	3,218.12	19.27	2,540.27	30.52
Total Tax Expenses	442.58	5.34	360.04	6.03	82.54	3.56	303.37	5.68	223.93	6.78	79.44	3.90	1,117.46	4.47	974.74	5.84	142.72	1.71
Profit after Tax	1,357.45	16.36	765.90	12.83	591.54	25.45	1,208.30	22.64	559.54	16.95	648.76	31.87	4,640.93	18.54	2,243.38	13.43	2,397.55	28.81
Less: Minority Interest	(15.57)	(0.19)	-	-	(15.57)	(0.67)	(33.21)	(0.62)	-	-	(33.21)	(1.63)	(117.11)	(0.47)	-	-	(117.11)	(1.41)
Profit after Minority Interest	1,341.88	16.18	765.90	12.83	575.97	24.78	1,175.09	22.02	559.54	16.95	615.55	30.24	4,523.82	18.08	2,243.38	13.43	2,280.44	27.40
Profit after Minority Interest (With out MAT Credit)	1,311.23	15.81	765.90	12.83	545.33	23.47	1,102.52	20.66	559.54	16.95	542.98	26.67	4,106.13	16.41	2,243.38	13.43	1,862.75	22.38



Consolidated Financial Results



Amount in Rs Mn

For the Period Ended	June 2011 (Quarter)						March 2011 (Quarter)					
Particulars	Total All Segments		Construction Segment		BOT Segment		Total All Segments		Construction Segment		BOT Segment	
	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%
Total Income	8,295.49	100.00	5,971.53	100.00	2,323.96	100.00	7,898.53	100.00	5,783.63	100.00	2,114.90	100.00
Earnings before interest, tax and depreciation	3,576.61	43.12	1,547.84	25.92	2,028.77	87.30	3,375.68	42.74	1,459.85	25.24	1,915.83	90.59
Financial Expenses	1,174.32	14.16	284.85	4.77	889.47	38.27	1,398.21	17.70	252.43	4.36	1,145.78	54.18
Depreciation and Amortisation	602.27	7.26	137.05	2.30	465.22	20.02	587.20	7.43	149.20	2.58	438.00	20.71
	1,776.59	21.42	421.90	7.07	1,354.69	58.29	1,985.41	25.14	401.63	6.94	1,583.78	74.89
Profit Before Tax	1,800.02	21.70	1,125.94	18.86	674.08	29.01	1,390.27	17.60	1,058.23	18.30	332.05	15.70
Total Tax Expenses	442.58	5.34	360.04	6.03	82.54	3.56	335.63	4.25	324.40	5.61	11.23	0.53
Profit after Tax	1,357.45	16.36	765.90	12.83	591.54	25.45	1,054.64	13.35	733.83	12.69	320.81	15.17
Less: Minority Interest	(15.57)	(0.19)	-	-	(15.57)	(0.67)	(27.05)	(0.34)	-	-	(27.05)	(1.28)
Profit after Minority Interest	1,341.88	16.18	765.90	12.83	575.97	24.78	1,027.59	13.01	733.83	12.69	293.76	13.89
Profit after Minority Interest (With out MAT Credit)	1,311.23	15.81	765.90	12.83	545.33	23.47	911.87	11.54	733.43	12.68	178.44	8.44

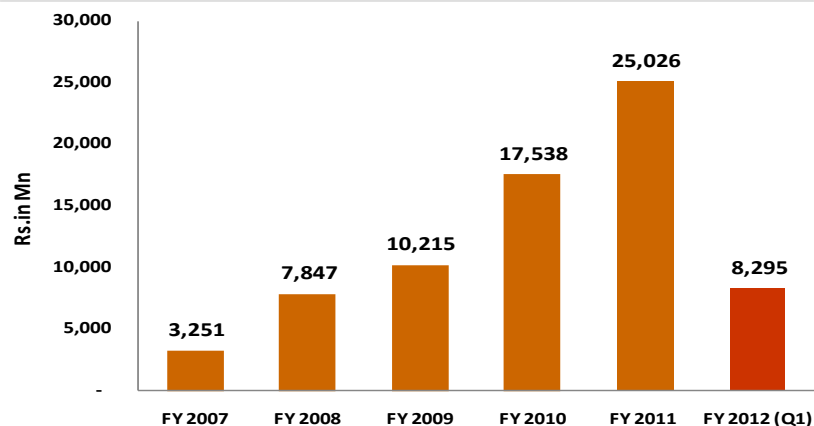


Strong Financial Track Record

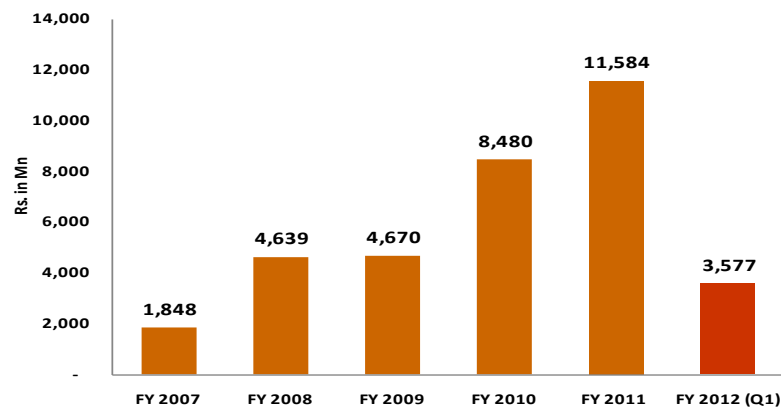
Consolidated Financials



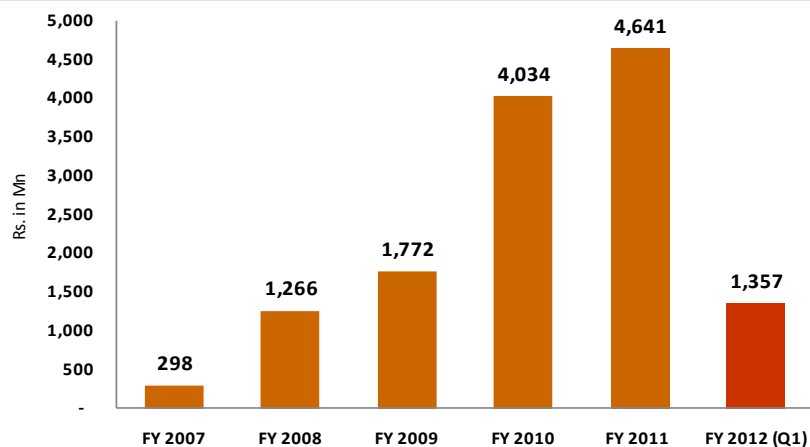
Revenue



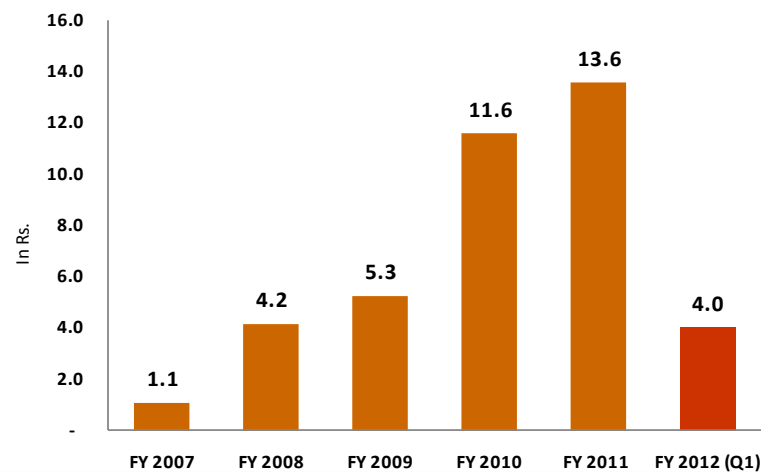
EBITDA



PAT



EPS



Note: FY 2007: Subsidiarization had happened during the year

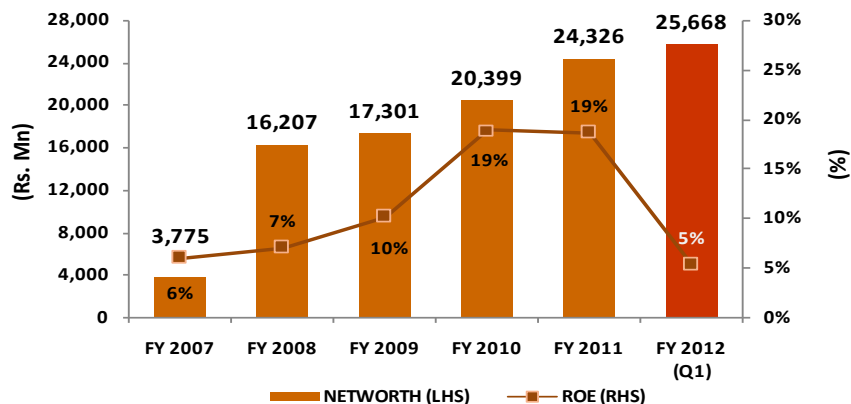


Strong Financial Track Record

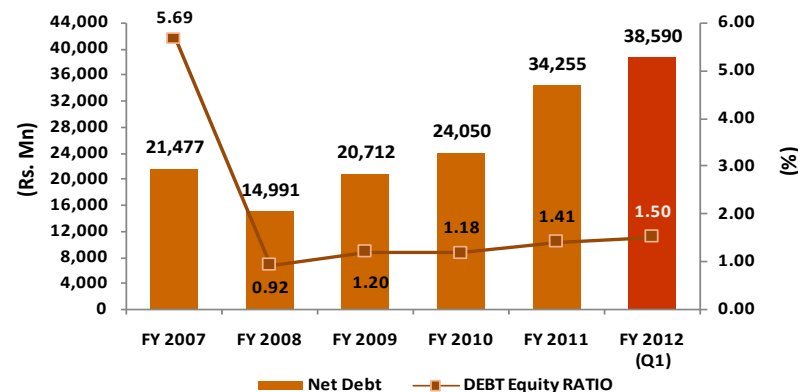
Consolidated Financials



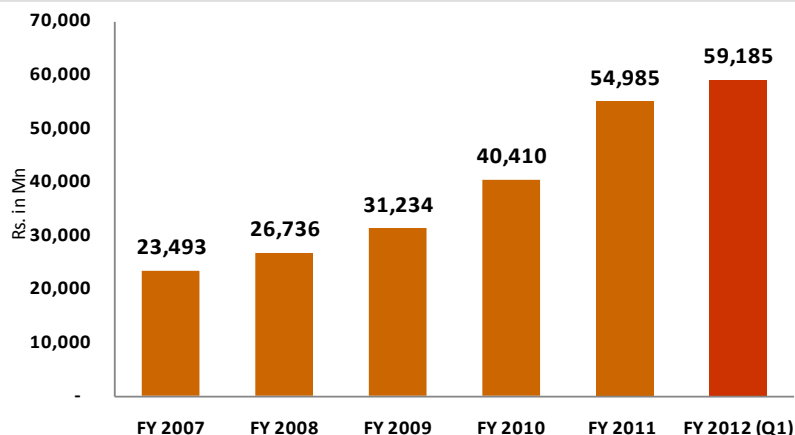
Network & ROE



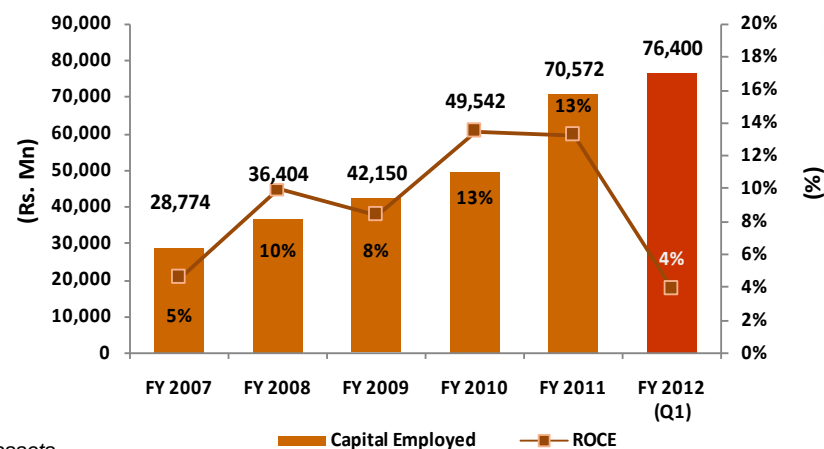
Net Debt & Net Debt Equity Ratio



BOT Assets**



Capital Employed & ROCE



* FY 2007: Subsidiarization had happened during the year ** BOT Assets: Unamortized intangible assets



BOT Toll Revenue Comparative

Comparative Statement showing BOT Toll Revenue

Amount in Rs Mn

Sr. No.	Name of the Project	2007-08	2008-09	2009-10	2010-11	2009-10 Q1 -June 2010	2010-11 Q1 -June 2011
1	Surat Dahisar BOT Project [^]	-	336	3,337	3,647	882	942
2	Mumbai - Pune BOT Project	2,352	2,880	3,063	3,215	802	986
3	Thane Bhiwandi Bypass 4 Lane BOT Project	335	403	472	544	133	156
4	Thane Ghodbunder BOT Project	270	265	277	284	72	70
5	Pune - Nashik BOT Project	160	164	181	212	48	56
6	Pune - Solapur BOT Project	136	127	133	144	36	43
7	Nagar - Karmala - Tembhurni BOT Project	110	113	135	146	38	37
8	Mohol - Mandrup - Kamtee BOT Project	61	65	63	76	17	20
9	Kharpada Bridge BOT Project	75	71	67	74	19	23
10	Bharuch - Surat BOT Project ^{\$}	-	-	663	1,302	298	336
11	Kaman - Paygaon BOT Project ^{**}	36	36	22	-	-	-
12	Khambatki Ghat BOT Project [*]	128	131	12	-	-	-
13	Bhiwandi - Wada BOT Project [#]	30	16	-	-	-	-
14	Tumkur Chitradurga Project [≈]	-	-	-	-	-	114
	Total	3,693	4,607	8,425	9,644	2,345	2,783

* Concession Period of Khambatki Ghat BOT Project ended on May3 , 2009

Concession Period of Bhiwandi Wada BOT Project ended on September 22, 2008

** Kaman - Paygaon BOT Project concession period ended on November 22, 2009

[^] Surat Dahisar Project Commissioned on February 20, 2009

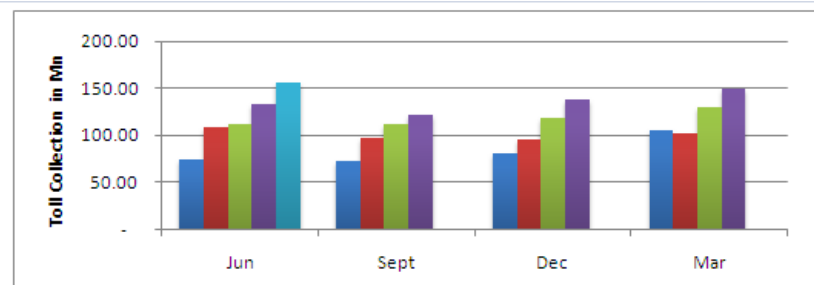
^{\$} Bharuch Surat BOT Project Commissioned on September 25, 2009

[≈] Tumkur Chitradurga Project Commissioned on June 4, 2011

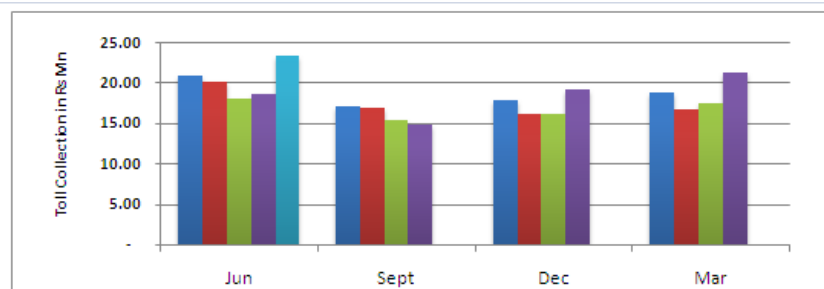
BOT Toll Revenue Comparative

Amount in Rs Mn

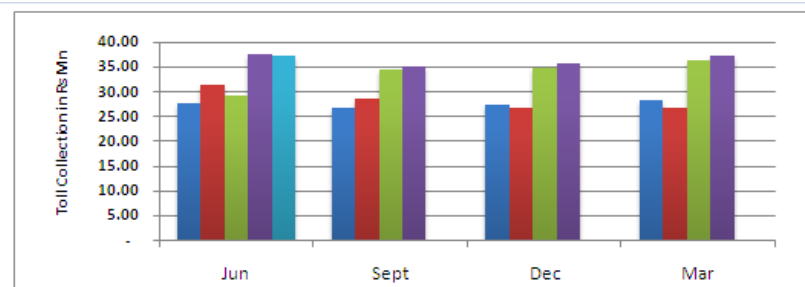
TBB - 4(Mumbra)						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	74.96	108.75	111.52	133.44	156.12	17.00%
Sept	72.67	97.63	111.57	121.85	-	
Dec	80.77	95.66	118.44	138.03	-	
Mar	106.20	101.42	130.50	150.29	-	
Total	334.60	403.46	472.02	543.61	156.12	



KHARPADA						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	21.02	20.28	18.15	18.63	23.51	26.24%
Sept	17.13	17.06	15.45	14.93	-	
Dec	17.92	16.31	16.14	19.26	-	
Mar	18.86	16.86	17.49	21.34	-	
Total	74.93	70.51	67.23	74.15	23.51	



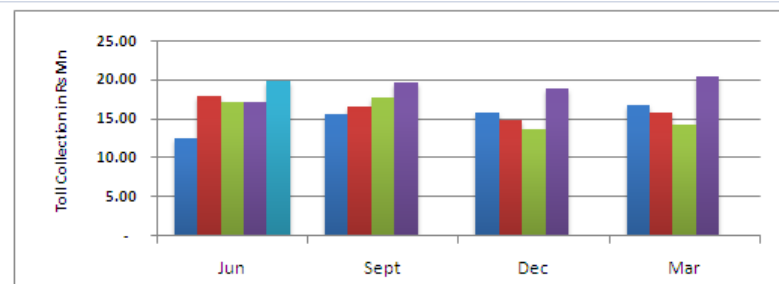
NAGAR KARMALA TEMBHURNI						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	27.59	31.34	29.17	37.73	37.36	-0.97%
Sept	26.71	28.63	34.40	35.28	-	
Dec	27.38	26.71	34.72	35.93	-	
Mar	28.34	26.80	36.31	37.22	-	
Total	110.02	113.48	134.59	146.17	37.36	



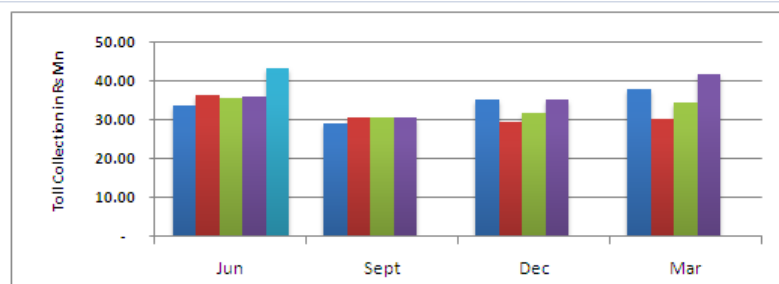
BOT Toll Revenue Comparative

Amount in Rs Mn

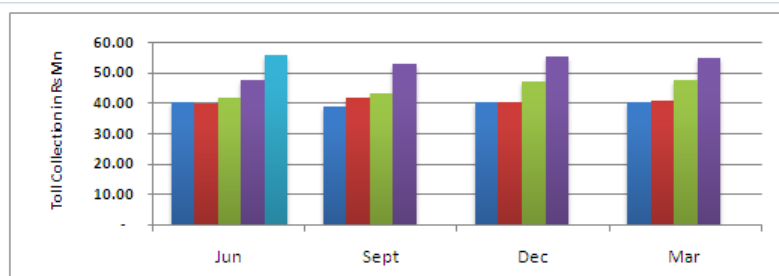
MOHOL MANDRUP KAMPTEE						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	12.59	18.01	17.12	17.22	19.89	15.50%
Sept	15.69	16.69	17.86	19.69	-	
Dec	15.89	14.95	13.80	18.98	-	
Mar	16.76	15.81	14.24	20.47	-	
Total	60.92	65.46	63.02	76.36	19.89	



PUNE - SOLAPUR						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	33.75	36.54	35.58	36.07	43.48	20.54%
Sept	29.36	30.73	30.61	30.87	-	
Dec	35.22	29.51	31.99	35.36	-	
Mar	38.12	30.31	34.79	42.05	-	
Total	136.45	127.09	132.97	144.36	43.48	



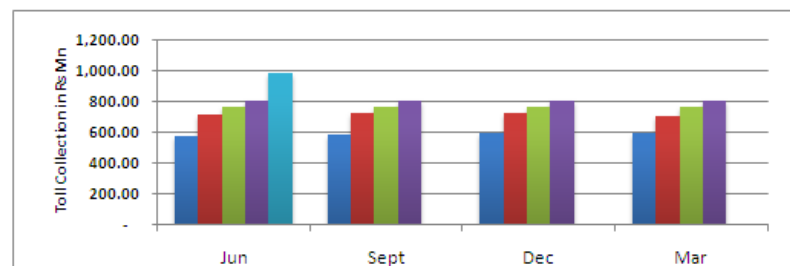
PUNE - NASHIK						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	40.31	40.01	42.04	47.96	55.79	16.32%
Sept	39.05	42.11	43.38	53.18	-	
Dec	40.28	40.64	47.33	55.46	-	
Mar	40.26	41.19	47.90	55.03	-	
Total	159.91	163.94	180.65	211.63	55.79	



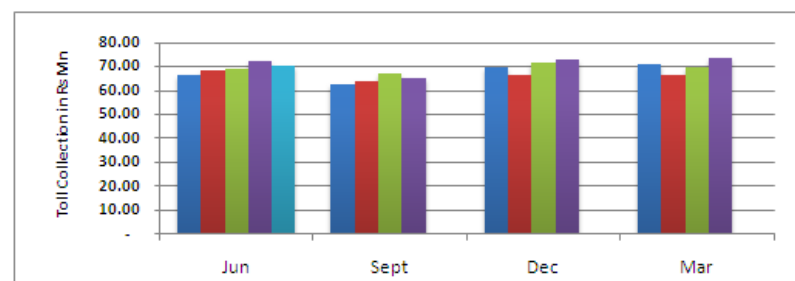
BOT Toll Revenue Comparative

Amount in Rs Mn

MUMBAI - PUNE						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	578.74	721.14	763.97	801.67	985.90	22.98%
Sept	584.38	726.28	766.98	802.58	-	
Dec	594.45	721.74	770.69	808.70	-	
Mar	594.43	710.36	761.22	802.09	-	
Total	2,352.00	2,879.53	3,062.86	3,215.03	985.90	



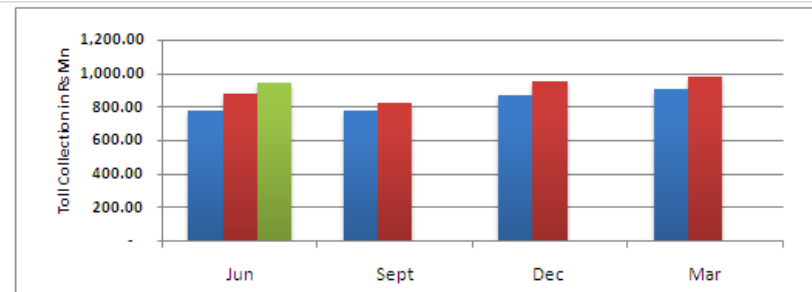
THANE - GHODBUNDER						
Quarter	2007-08	2008-09	2009-10	2010-11	2011-12	% Rise
Jun	66.48	68.09	69.10	72.43	70.04	-3.30%
Sept	62.67	63.88	66.94	64.83	-	
Dec	69.50	66.62	71.73	72.77	-	
Mar	70.86	66.15	69.55	73.84	-	
Total	269.50	264.73	277.32	283.87	70.04	



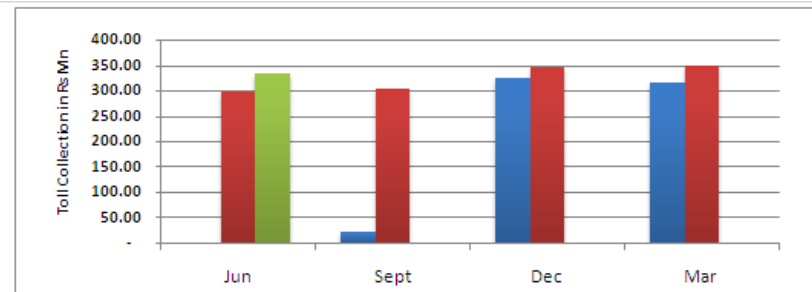
BOT Toll Revenue Comparative

Amount in Rs Mn

SURAT DAHISAR				
Quarter	2009-10	2010-11	2011-12	% Rise
Jun	778.29	882.25	941.65	6.73%
Sept	779.62	828.59	-	
Dec	873.26	954.59	-	
Mar	906.54	981.53	-	
Total	3,337.71	3,646.95	941.65	

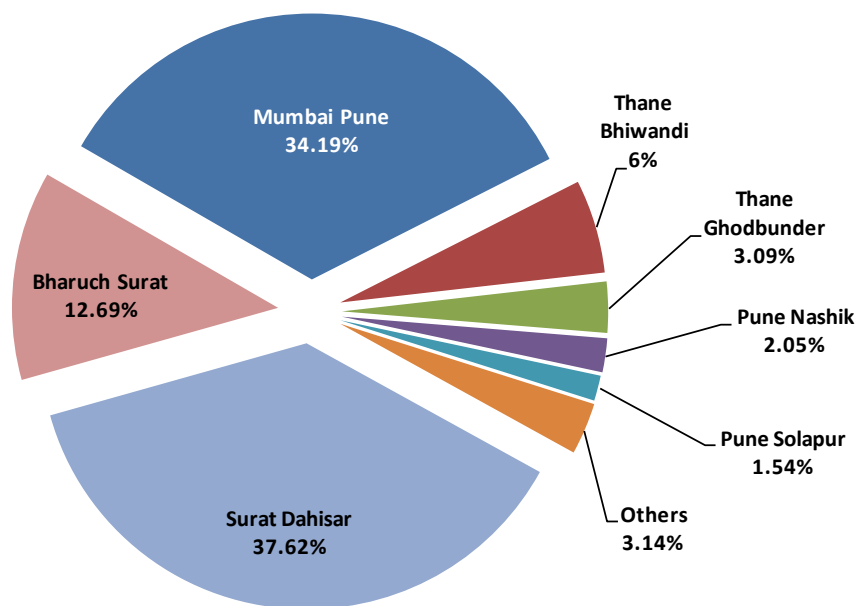


BHARUCH SURAT				
Quarter	2009-10	2010-11	2011-12	% Rise
Jun	-	297.65	335.53	12.73%
Sept	21.13	305.51	-	
Dec	324.06	347.77	-	
Mar	317.41	351.01	-	
Total	662.59	1,301.95	335.53	

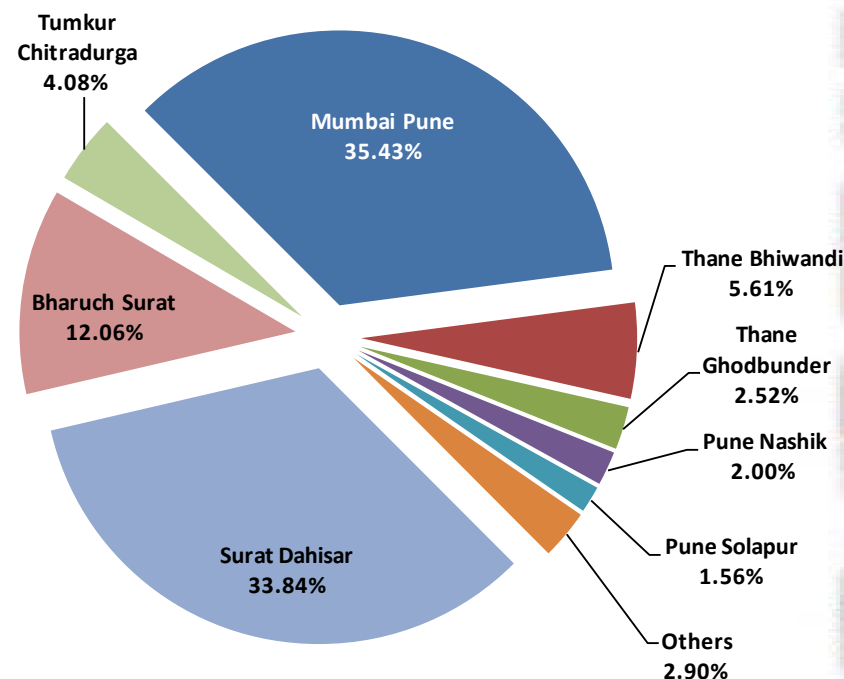


Revenue Dependency on single Project to Reduce Going Forward

During Q4 – March 2010



During Q4 – March 2011



* Concession Period of Khambatki Ghat BOT Project ended on 3rd May 2009

Concession Period of Bhiwandi Wada BOT Project ended on 22nd September 2008

^ Surat Dashisar Project Commissioned on 20th February 2009

\$ Bharuch Surat BOT Project Commissioned on 25th September 2009

≈ Tumkur Chitradurga Project Commissioned on 4th June 2011

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Annexure



Corporate Recognition



IRB has been awarded **CNBC TV 18 Essar Steel Infrastructure Excellence Award** in the Highways & Flyovers category for **Mumbai - Pune section of National Highways (NH-4)**.

This award was in recognition of the high quality work implemented on the development and maintenance of the Mumbai-Pune section of NH-4.

This was the first and biggest Infrastructure Awards concept in India. The Awards have been instituted to recognize and felicitate Infrastructure Companies for excellence and strategic initiatives in the field of construction. A rigorous evaluation program was designed to select the best and the most sustainable value creator amongst infrastructure projects in categories like Highways & Flyovers, Railways, Airports, Ports, Energy & Power, Oil & Gas, Telecom and Urban Infrastructure.

Mr. Virendra D. Mhaikar, CMD of IRB has been honored by “**Navshakti**”, the leading Marathi Free Press Journal Group on their 50th Golden Jubilee year celebration for making **significant contribution to the national life**. The Board of Jury, consisting of many distinguished persons from different walks of life, have nominated name of Mr. Virendra D. Mhaikar, CMD



Corporate Recognition



This is the consecutive year, where **IRB** has been awarded **CNBC TV 18 Essar Steel Infrastructure Excellence Award** in the Highways & Flyovers category.

This award was in recognition of the high quality work implemented on the project of Six Laning of **Bharuch to Surat** section of **NH-8**.

The Awards have been instituted to recognize and felicitate Infrastructure Companies for excellence and strategic initiatives in the field of construction. A rigorous evaluation program was designed to select the best and the most sustainable value creator amongst infrastructure projects in categories like Highways & Flyovers, Railways, Airports, Ports, Energy & Power, Oil & Gas, Telecom and Urban Infrastructure.

Mr. Virendra D. Mhaikar, Chairman & Managing Director of IRB, was chosen as the **"Young Turk of the Year"** at the **6th Edition of CNBCTV18 India Business Leader Awards** presented by **Honorable Finance Minister, Shri Pranab Mukherjee** on **11th December 2010** at Mumbai.

Winners of the India Business Leader Awards were selected after an extensive 3-stage selection process. The first stage involves short-listing of India's best businesses using quantitative techniques. The second stage involves a poll amongst peer-group, senior management in Corporate India and CNBC-TV18 viewers in India. In the third stage, an eminent jury chaired by Mr N. R. Narayana Murthy accompanied by Mr. K.V. Kamath, Ms. Naina Lal Kidwai, Mr. Mukesh Ambani, Mr. Adi Godrej and Mr. Raghav Bahl, has selected the leaders in different award categories.



