

Ref: SIPL/2015-16/0010

05<sup>th</sup> November, 2015

<b>To</b> <b>The Dy Gen Manager</b> <b>Corporate Relationship Dept</b> <b>BSE Limited</b> <b>PJ Tower, Dalal Street,</b> <b>Mumbai- 400 001</b> <b>Fax: 022-22722037-39</b> <b>Equity Scrip Code: 539346</b>	<b>To</b> <b>National Stock Exchange of India Limited</b> <b>Exchange Plaza,</b> <b>Plot No C/1, G Block</b> <b>Bandra Kurla Complex, Bandra (E)</b> <b>Mumbai- 400 051</b> <b>Fax : 022-26598237-38</b> <b>Equity Scrip Name: SADBHN</b>
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Dear Sirs,

**Subject: Corporate presentation of Sadbhav Infrastructure Project Limited**

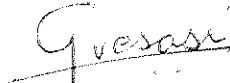
We are pleased to submit Corporate Presentation of Sadbhav Infrastructure Project Limited.

You are requested to take the same on record.

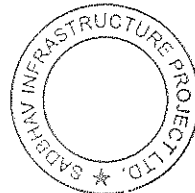
Thanking You

Yours Faithfully,

**For SADBHAV INFRASTRUCTURE PROJECT LIMITED**



**GAURAV VESASI**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**  
**MEMBERSHIP NO.:-F7544**





# Sadbhav Infrastructure Project Limited

November 2015

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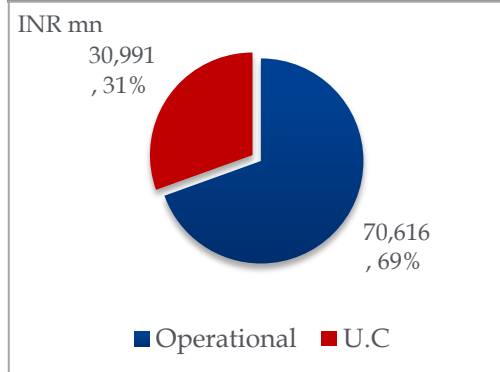
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**SIPL is the only listed Road & Highways BOT company in India with a portfolio of 11 projects**

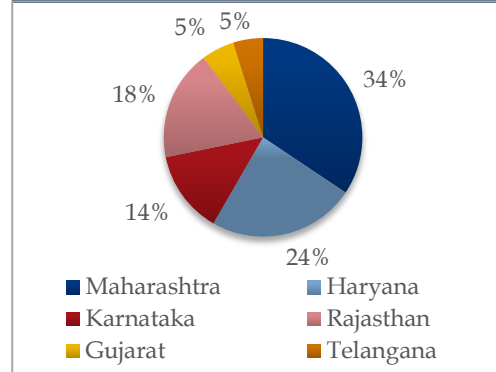
- Promoted by Sadbhav Engineering Limited (SEL) in 2007 to operate Road BOT projects for Sadbhav Group
- Owns a project portfolio consisting of eleven BOT projects of which seven projects are fully operational, one is partially operational and the remaining three projects are in various stages of completion. Acquisition of stake in MBHPL from SEL & JV partner is under process
- Track record of completing four out of six operational projects on time or before scheduled date
- Total project cost for eleven BOT projects is INR 101,608 mn and Equity investment (including subdebt) as on September 2015 is INR 20,004 mn
- Enjoys benefit of an integrated structure with presence across the entire road sector value chain with bidding capabilities for NHAI BOT projects worth INR 26,500 mn with strong finance, execution and toll collection and O&M capabilities
- Successfully raised INR 4,916 mn through listing in BSE & NSE in September 2015 of which fresh issue consisted of INR 4,250 mn. As on 4<sup>th</sup> November 2015 the market capitalization of the company stood at INR 35,575 mn
- Company's total revenue have grown from INR 672 mn in 2011 to INR 5,289 mn in 2015 at a CAGR of 67% (~90% of FY15 revenue came from toll collection)

## Well balanced portfolio of projects reducing execution risk<sup>1</sup>

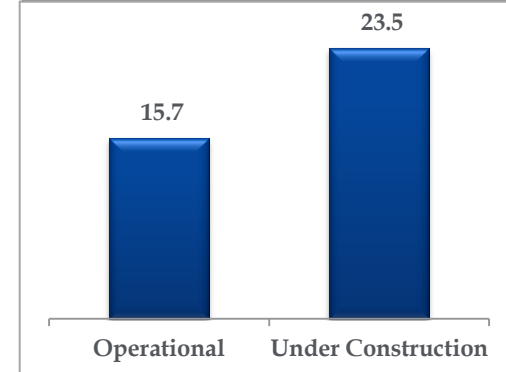


All 3 U.C projects are scheduled to be operational in next 9 months

## Geographically diversified portfolio<sup>1</sup>



## Average residual life of 18 yrs 1 month<sup>2</sup>





## *Board of Directors*

**Mr. Vishnubhai M Patel**  
(Chairman & Non-Executive Director)

**Mr. Vasistha Patel**  
(Managing Director)

**Mr. Shashin V Patel**  
(Non-Independent & Non-Executive Director)

**Mr. Nitin R Patel**  
(Non-Independent & Non-Executive Director)

Mr. Sandip V Patel, Mr. Mirat N Bhadlawala, Mr. Arunbhai S Patel, Mr. Atul N Ruparel, Mrs. Daksha N Shah & Dr. Jagdish P Joshipura act as Independent & Non Executive Directors

## *Experienced Key Management Personnel*

**Mr. Varun Mehta**  
(CFO)

**Mr. Gaurav Vesasi**  
(CS & Compliance Officer)

**Dr. Madhvesh Y S**  
(Sr. General Manager - O&M)

**Mr. R. Viswanathan**  
(President - Finance)

**Mr. Darshan Bhatt**  
(AGM - Accounts)

**Mr. Kunal N. Shah**  
(Manager- Information Technology)





## Shareholding Pattern as on 30<sup>th</sup> September 2015

Category	No. of shares	%
<b>Promoter Group</b>	<b>243,637,647</b>	<b>69.2%</b>
<b>Public Shareholding</b>	<b>108,587,569</b>	<b>30.8%</b>
<b>Institutions</b>	<b>27,516,008</b>	<b>7.8%</b>
DII's	16,511,463	4.7%
FII's	11,004,545	3.1%
<b>Non-Institutions</b>	<b>81,071,561</b>	<b>23.0%</b>
<b>Total Shareholding</b>	<b>352,225,216</b>	<b>100.0%</b>

## Strong Institutional Presence

NORWEST VENTURE PARTNERS

XANDER  
THE XANDER GROUP INC.

TATA  
MUTUAL FUND

HDFC  
MUTUAL FUND

NOMURA

AMANSA  
capital

ICICI PRUDENTIAL  
LIFE INSURANCE

TATA AIA  
LIFE

SBI MUTUAL FUND  
A PARTNER FOR LIFE

Morgan Stanley

kotak  
Life Insurance

Merrill Lynch

Top 5 public shareholders as on 30 <sup>th</sup> September 2015	No. of shares	% holding
Norwest Venture Partners	29,121,860	8.3%
Xander Investment Holding	29,121,860	8.3%
Tata Balanced Fund	8,812,615	2.5%
Amansa Holdings Private Limited	5,988,862	1.7%
HDFC Trustee Company Limited	5,546,729	1.6%



	Particulars	ARRIL	AJTL	NSEL	HYTPL	BHTPL
Project Details	Current Stake	93.99%	99.99%	99.99%	99.99%	76.99%
	Proposed Stake	99.99% <sup>1</sup>	99.99%	99.99%	99.99%	76.99%
	Project Type	Toll	Toll	Annuity	Toll	Toll
	State	Gujarat	Maharashtra	Maha/MP	Telangana	Karnataka
	JV Partner	Patel Infra	N.A	N.A	N.A	Monte Carlo Limited
	Client	AUDA	Govt. of Maharashtra	NHAI	NHAI	NHAI
	Lane kms	305.4	263.2	110.9	142.6	388.8
Terms	Concession Start	Dec-06	Feb-07	Nov-07	July-10	Sep-10
	Concession (yrs)	20	23.5	20	23	20
	PCOD/COD	May-08	Jul-09	May-10	Dec-12	April-12
	Residual Life (Yrs/Months)	11 Y 2 M	14 Y 10 M	12 Y 1 M	17 Y 10 M	14 Y 11 M
	Revenue Sharing	Grant	N.A.	N.A.	Premium	Grant
	Target Traffic (PCUs)	N.A.	N.A.	N.A.	34,897	39,338
	Target Date	N.A.	N.A.	N.A.	01-Oct-19	01-Oct-20
Financials (INR mn)	Project Cost	5,435.1	2,724.0	3,747.9	4,947.1	13,688.7
	Total Equity + Subdebt of SIPL	489.7	829.9	598.2	1,470.9	1,621.2
	Debt Outstanding (30.09.2015)	3,497.4	1,613.9	1,872.8	3,954.1	8,326.4

(1)Balance 6% is under process for transfer from Patel Infrastructure Pvt Ltd (PIPL) to SIPL



# Operating Assets

	Particulars	RPTPL	MBCPNL	DPTL
Project Details	Current Stake	99.99%	77.82%	72.80%
	Proposed Stake	99.99%	78.19% <sup>1</sup>	100.00%
	Project Type	Toll	Service Fee	Toll
	State	Haryana	Maharashtra	Maharashtra
	JV Partner	N.A	SREI Infra and SREI Sahaj e-village Limited	SEL
	Client	NHAI	Govt. of Maha.	NHAI
	Lane km	323.4	22 Border CPs	355.2
Terms	Concession Start	April-11	Diff. for all CPs <sup>2</sup>	Dec-09
	Concession (yrs)	25	24.5	18
	PCOD/COD	Jan-14	Diff. for all CPs	Jan-12
	Residual Life (Yrs/Months)	20 Y 6 M	18 Y 1 M	12 Y 2 M
	Revenue Sharing	Premium	Upfront Premium	Premium
	Target Traffic (PCUs)	23,800	N.A	37,000
	Target Date	01-Sep-19	N.A	01-Oct-20
Financials (INR mn)	Project Cost	11,610.2	14,263.5 <sup>3</sup>	14,200.0 <sup>3</sup>
	Total Equity + Subdebt of SIPL	2,426.8	3,816.6	3,438.8
	Debt Outstanding (30.09.2015)	9,866.4	10,055.3	10,144.5

(1) Entered into Shareholders' and share Purchase Agreement Share Purchase Agreement ("SPA") for sale of 9.93% stake to DTC and acquisition of 10.0% stake from SEL

(2) First check post received COD on April 2013 and 13 check-posts operational as on 30th September 2015

(3) Expected Project cost on completion





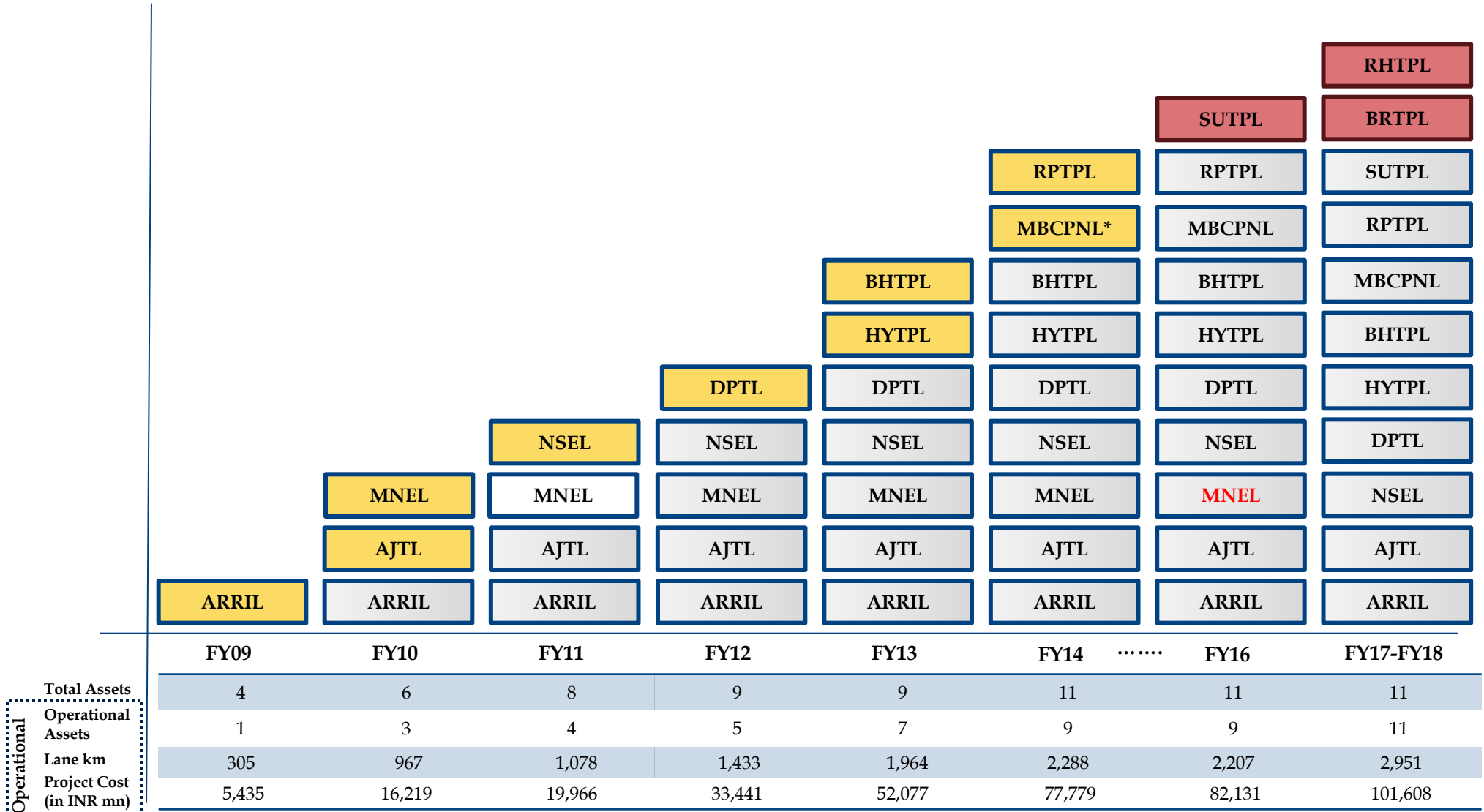
	Particulars	SUTPL	BRTPL	RHTPL
Project Details	Current Stake	99.99%	99.99%	99.99%
	Proposed Stake	99.99%	99.99%	99.99%
	Project Type	Toll	Toll	Toll
	State	Rajasthan	Rajasthan	Haryana
	Client	NHAI	NHAI	NHAI
	Lane kms	317.2	349.0	395.2
Terms	Concession Start	Apr-13	Oct-13	Dec-13
	Concession (yrs)	27	30	22
	Scheduled COD	Oct-15	Apr-16	June-16
	Residual Life (Yrs/Months)	24 Y 6 M	28 Y	20 Y 2 M
	Revenue Sharing	Premium	Grant	Grant
	Target Traffic (PCUs)	24,281	16,209	27,726
	Target Date	01-Apr-22	01-Oct-22	01-Oct-23
	Expected Project Cost	11,514.6	6,761.0	12,715.8
Financials (INR mn)	Total Equity + Subdebt of SIPL	3,115.0	1,333.0	1,108.0
	Total Equity + Subdebt invested by SIPL	2,870.5	1,333.0	1,108.0
	Debt Outstanding (30.09.2015)	8,203.8	2,060.1	6,634.0
	% EPC work complete as on 30.09.2015	98.7%	73.8%	70.2%

As on date Under construction projects are fully funded and fund requirement for acquisition of MBHPL is INR 790 mn



# Sustained Growth in Asset Base

Yearly Operational Assets Addition



\* As on September 2015, 13 check posts are operational & are collecting service fees

  Denotes projects that have become operational in that year

  COD as per schedule date

MNEL Proposed to divest stake in MNEL in FY 16



**1** Sizeable and diverse portfolio with majority projects operational



**2** Integrated structure with presence across the entire road sector value chain



**4** Focused strategy as roads & highways BOT player only



**3** Projects located in high growth states, on important corridors



# Sizeable and Diverse Portfolio with Majority Projects Operational



As of Sept 30 2015, SIPL's projects have an average residual life of 18 years and 1 months<sup>(1)</sup>, thereby ensuring stable revenues and cash flows.  
A diversified portfolio of projects (incl MBCPNL) provides higher growth visibility going forward.

## Competitive Strengths

### 1 Diversified portfolio

7 operational, 1 partially operational (13 check posts),  
3 under development projects

### 2 Traffic mix

Project portfolio covers national and state highways with a high  
proportion of commercial traffic

### 3 Presence in 6 stable growth states

Industrial activity in high economic growth areas to drive traffic

### 4 Average residual life of projects

18 years and 1 month

### 5 Majority projects already operational

Sizeable operational portfolio ensuring cash for growth

### 6 Fully funded portfolio

As on date under construction projects are fully funded and fund  
requirement for acquisition of MBHPL is INR 790 mn

### 7 Differentiated project

MBCPNL is a first-of-its-kind BOT border check project

Revenue  
Stability

Sustained  
Future Cash  
Flows

High Growth  
Potential

## Large part of projects operational with strong pipeline

	Project	Commercial Operation Date (COD) including PCOD
Operational / Partially Operational	MBCPNL	1st check post: Apr 2013 FY14: 8 check posts operational (6 collecting toll) FY15: Additional 5 check posts operational (3 collecting toll) H1 FY16: Additional 4 check-posts start collecting toll Total: 13 operational out of 22 (13 collecting toll)
	RPTPL	Jan 2014
	BHTPL	April 2012
	ARRIL	May 2008
	AJTL	July 2009
	HYTPL	Dec 2012
	DPTL	Jan 2012
	NSEL	May 2010
Under Development	SUTPL	Applied for COD in Oct 2015
	BRTPL	Scheduled COD as per CA- Apr 2016
	RHTPL	Scheduled COD as per CA- June 2016
	MBHPL	Scheduled COD as per CA- June 2017

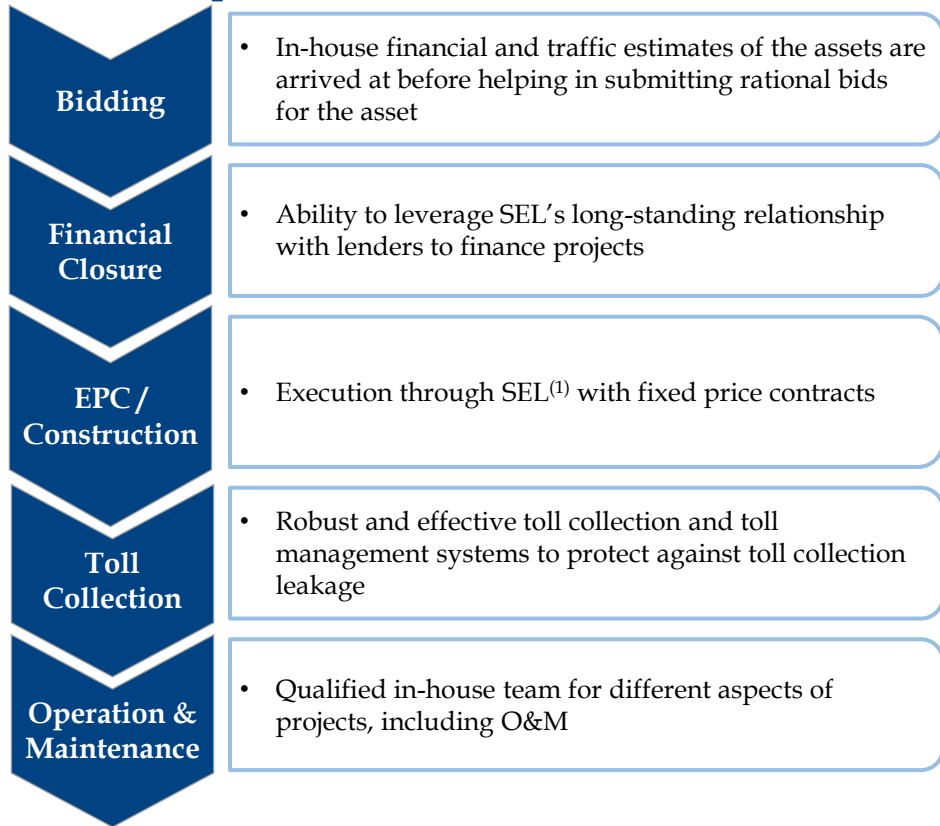
Proposed Acquisition from SEL & JV partners





Strong execution capabilities demonstrated by completion of 4 out of 6 operational projects ahead of scheduled CoD

## In-house Capabilities Across the Roads Value Chain



Timely project completion



Reducing reliance on 3<sup>rd</sup> parties



Decreasing costs

## Efficient IT Infrastructure Ensuring Efficiency in Toll Collection



### Qualified in-house teams

Expertise across project identification, operation and maintenance



### Toll Collection

Manual and Automatic vehicle classification (weight-in-motion technology / AVCC etc.)



### Toll Management Systems<sup>(2)</sup>

Collection monitored using RFID technology & pan-tilt-zoom (PTZ) camera surveillance

**Reduce toll collection leakage thereby improving operating efficiency**

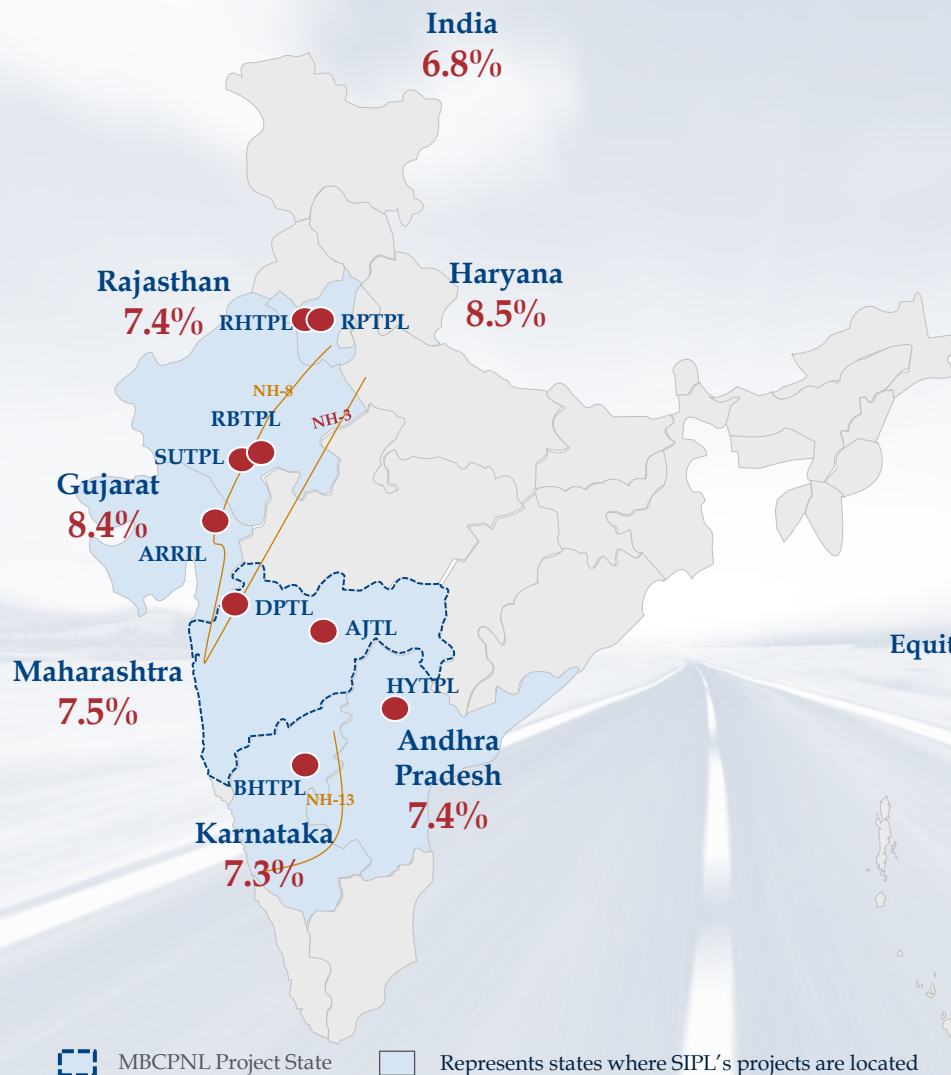
(1) EPC for MBCPNL was jointly executed by SEL and SIPL;

(2) Include electronic toll collection

# Projects Located in High Growth States, on Important Corridors

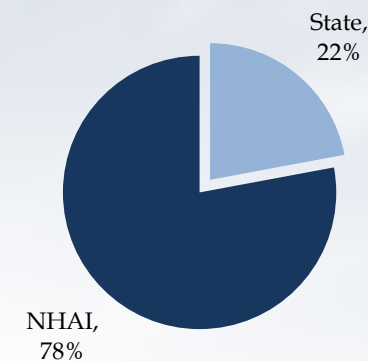


Presence in high growth states where GDP is greater than average India's GDP by 50-170 bps thereby ensuring high industrial growth providing sustainable traffic, high willingness to pay & better administration



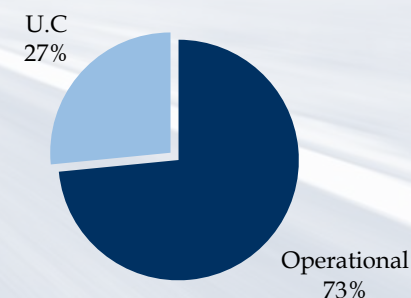
Project Cost by Client

Total: INR 101,608 mn



Equity Invested in 11 projects by Project Status

Total: INR 20.0 bn (incl. sub-debt)



Note: Figures below each state represents the average annual GDP growth between FY94 - FY14.





Single-industry focus combined with a rational bidding strategy has driven growth for SIPL

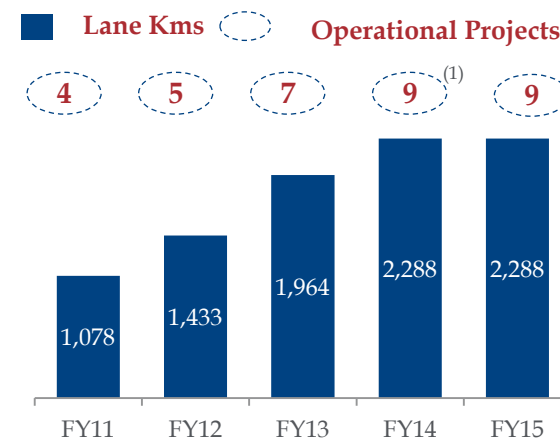
## Focused Strategy

Focus on BOT roads and highways	✓
Integrated structure	✓
Alignment of interests with promoters (e.g. non-compete agreement)	✓
Proven execution track record - 4 of 6 projects completed on or before scheduled completion date	✓
Bidding strategy based on pre-set parameters	✓

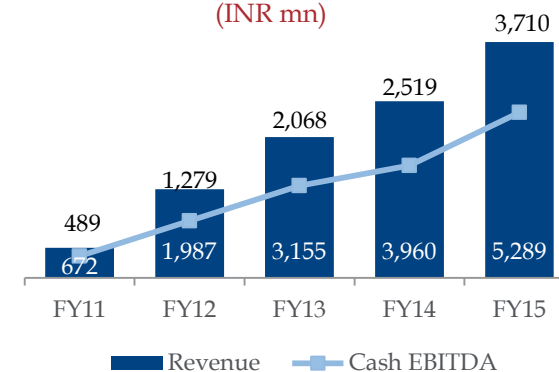
## Parameters Considered For Bidding

Preliminary evaluation of parameters – capex, traffic volume, financing costs	✓
Acceptable return parameters	✓
Geography – Bidding for projects in favorable geographies	✓
Location – Bidding for projects in areas adjoining existing projects	✓
Traffic Profile – High commercial traffic presence	✓
Regulatory Issues – Bidding for projects with minimal issues related to land acquisition, environment, and forest clearances	✓

## Stable Growth Track Record



## Total Revenue & Cash EBITDA (INR mn)



Bidding strategy with focus on returns has led to a sizeable & diverse asset portfolio

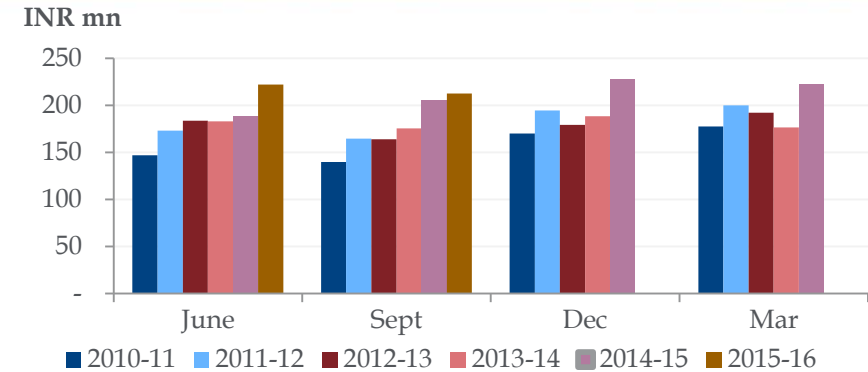
(1) MBCPNL is partly operational



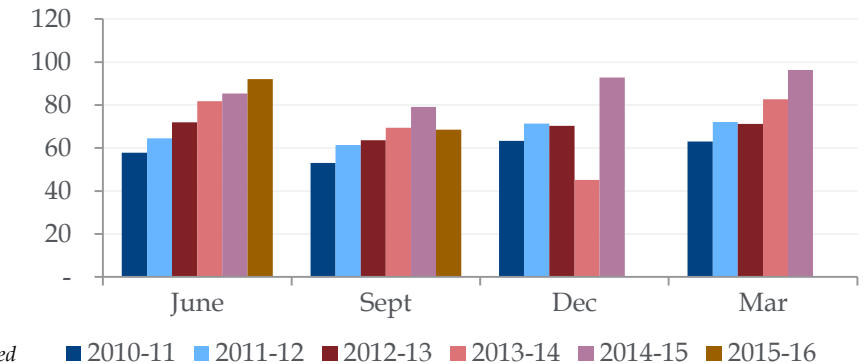
## Toll Collection Trend



Ahmedabad Ring Road Infrastructure Limited (ARRIL) (INR mn)							
Quarter	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June	147.1	173.3	183.6	183.0	188.4	222.2	17.9%
Sept	139.7	164.8	163.9	175.6	202.7	212.5	4.8%
Dec	169.9	194.6	179.3	188.5	223.0		
Mar	177.6	199.8	192.2	176.7	222.7		
<b>Total</b>	<b>634.3</b>	<b>732.5</b>	<b>719.1</b>	<b>723.7</b>	<b>836.8</b>		



Aurangabad Jalna Tollways Limited (AJTL) (INR mn)							
Quarter	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June	57.8	64.5	72.0	81.8	85.4	92.0	7.7%
Sept	53.0	61.4	63.6	69.4	79.1	68.5 <sup>1</sup>	-13.4%
Dec	63.3	71.4	70.3	45.1 <sup>1</sup>	92.8		
Mar	63.0	72.2	71.2	82.6	96.0		
<b>Total</b>	<b>237.1</b>	<b>269.5</b>	<b>277.1</b>	<b>279.1</b>	<b>353.3</b>		

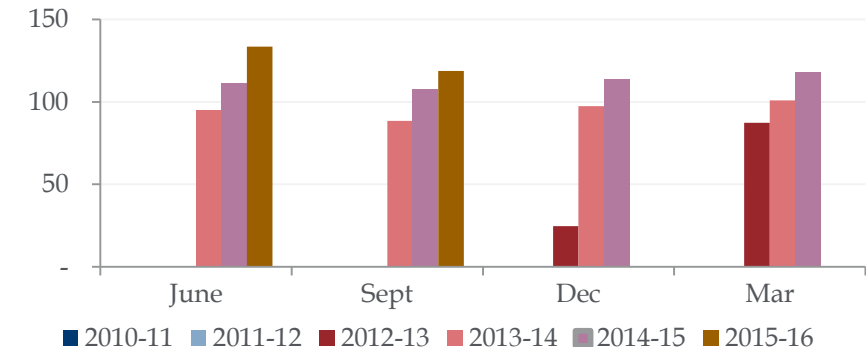


<sup>1</sup> Toll collection was stopped from 5-Nov-13 to 13-Dec-13

<sup>2</sup> As per Govt. of Maharashtra notification dated May26, 2015, toll collection on cars & Maharashtra state buses has been exempted

Hyderabad Yadgiri Tollway Pvt Limited (HYTPL) (INR mn)						
Quarter	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June	-	-	95.0	111.4	133.5	19.8%
Sept	-	-	88.5	106.0	118.7	12.0%
Dec	-	24.6*	97.4	112.7		
Mar	-	87.4	100.9	118.1		
<b>Total</b>	<b>-</b>	<b>112.1</b>	<b>381.7</b>	<b>448.2</b>		

\* Toll collection started from 10<sup>th</sup> Dec, 2012





Bijapur Hungund Tollway Pvt Limited (BHTPL) (INR mn)						
Quarter	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June	-	164.6*	243.6	255.2	284.2	11.4%
Sept	-	232.7	236.3	259.6	281.6	8.5%
Dec	-	227.6	231.0	254.6		
Mar	-	237.6	238.6	273.9		
<b>Total</b>	<b>-</b>	<b>862.5</b>	<b>949.5</b>	<b>1,043.3</b>		

\* Toll collection started from 2<sup>nd</sup> May 2012

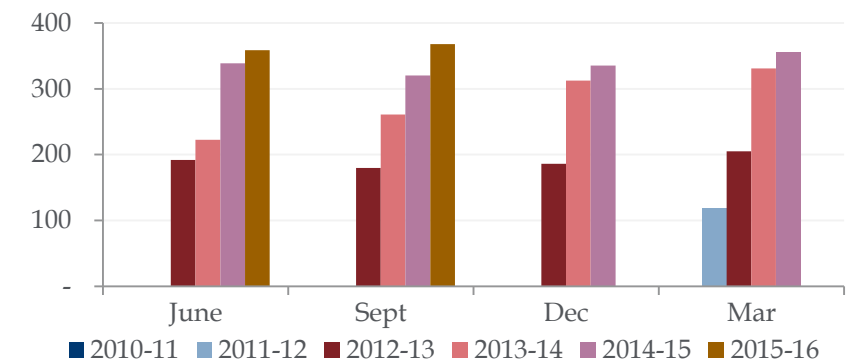
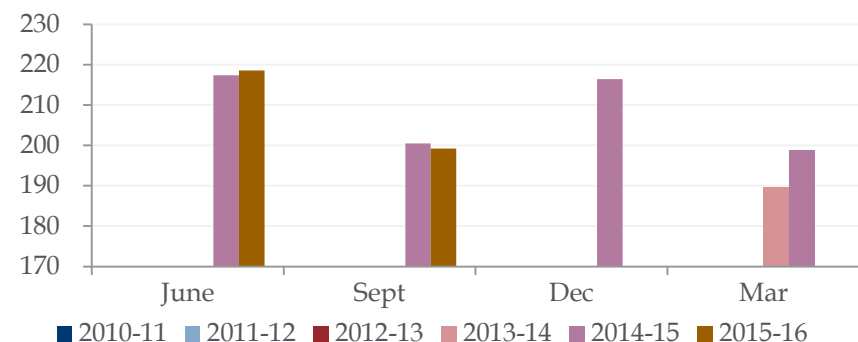
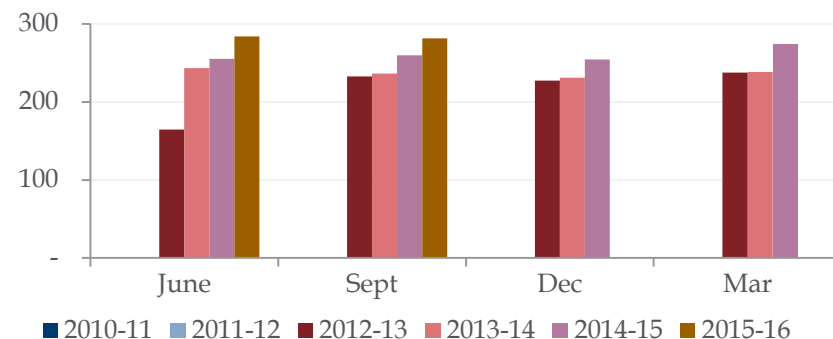
Rohtak Panipat Tollway Pvt Limited (RPTPL) (INR mn)						
Quarter	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June				217.4	218.6	0.6%
Sept				199.2	199.2	0.0%
Dec				210.2		
Mar			189.8*	224.9		
<b>Total</b>			<b>189.8</b>	<b>851.7</b>		

\* Toll collection started from 6 Jan, 2014

Dhule Palesnar Tollway Limited (DPTL) (INR mn)						
Quarter	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June	-	192.0	222.6	338.9	358.4	5.8%
Sept	-	179.9	260.9	317.3	367.7	15.9%
Dec	-	186.0	312.5	335.1		
Mar	118.2*	205.1	330.7	356.2		
<b>Total</b>	<b>118.2</b>	<b>763.0</b>	<b>1,126.6</b>	<b>1,347.5</b>		

\* Toll collection started from 20<sup>th</sup> Feb, 2012

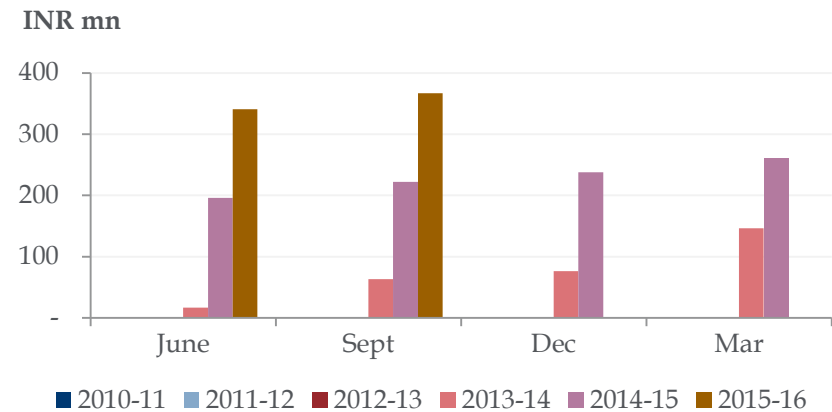
INR mn





Maharashtra Border Check Post (MBCPNL) (INR mn)						
Quarter	2011-12	2012-13	2013-14	2014-15	2015-16	% rise
June			16.7*	196.1	340.7	73.7%
Sept			63.1	222.0	366.9	65.3%
Dec			76.2	237.7		
Mar			146.2	260.6		
<b>Total</b>			<b>302.2</b>	<b>916.4</b>		

\* Toll collection started from 10 Apr, 2013





# Financials





Balance Sheet (INR mn)	H1 FY16	FY15	FY14
Share Capital	3,522.3	3,109.6	282.6
Reserves & Surplus	8,456.7	5,326.3	8,036.0
Net Worth	11,979.0	8,435.9	8,318.6
Long Term Borrowings	6,035.2	7,691.6	2,550.0
Short Term Borrowings	5,598.6	4,887.5	4,163.1
Total Debt	11,633.8	12,579.1	6,713.1
Other Long Term Liabilities	0.9	0.8	0.5
<b>Total Liabilities</b>	<b>23,613.7</b>	<b>21,015.7</b>	<b>15,032.2</b>
Fixed Assets	2.0	12.2	14.1
Loans & Advances	14,529.9	13,528.4	10,416.3
Non Current Investments	4,347.5	4,143.6	3,133.2
Other Long Term Assets	527.9	482.4	329.1
Cash	824.1	36.1	10.8
Net Current Assets	3,382.2	2,813.0	1,128.8
<b>Total Assets</b>	<b>23,613.7</b>	<b>21,015.7</b>	<b>15,032.2</b>

Income Statement (INR mn)	H1 FY16	FY15	FY14
Income from Operations	132.6	701.1	911.8
Other Income	264.7	372.0	246.6
<b>Total Income</b>	<b>397.2</b>	<b>1,073.1</b>	<b>1,158.4</b>
<b>Expenditure</b>			
Operating Expenses	75.0	493.6	461.4
Employee Benefit Expense	22.5	42.3	29.6
Other Expenses	36.4	109.5	128.7
<b>Total expenditure</b>	<b>133.9</b>	<b>645.4</b>	<b>619.8</b>
Depreciation	0.4	1.3	1.1
Finance Cost	737.4	1,037.5	526.8
PBT	(474.4)	(611.1)	10.7
Tax	0.1	21.5	4.6
<b>PAT</b>	<b>(474.5)</b>	<b>(632.7)</b>	<b>6.1</b>



Balance Sheet (INR mn)	H1 FY16	FY15	FY14
Share Capital	3,522.3	3,109.6	282.6
Reserves & Surplus	7,632.8	4,699.5	8,265.9
Net Worth	11,155.1	7,809.1	8,548.5
Minority Interest	493.7	569.6	1,603.6
Long Term Borrowings	60,822.1	57,061.8	45,010.0
Short Term Borrowings	5,449.1	4,977.0	4,007.3
Total Debt	66,271.2	62,038.8	49,017.3
Other Long Term Liabilities	23,774.5	23,326.4	377.2
Net Current Liabilities	2,480.4	3,438.64	3,575.34
<b>Total Liabilities</b>	<b>1,04,174.8</b>	<b>97,182.5</b>	<b>63,121.9</b>
Fixed Assets	97,356.4	89,905.4	55,084.2
Loans & Advances	2,697.5	3,631.8	5,301.1
Non Current Investments	108.6	34.4	23.4
Other Long Term Assets	1,855.4	1,868.1	1,166.3
Cash	2,156.9	1,742.9	1,546.9
<b>Total Assets</b>	<b>1,04,174.8</b>	<b>97,182.5</b>	<b>63,121.9</b>

Income Statement (INR mn)	H1 FY16	FY15	FY14
Income from Operations	2,736.5	5,003.0	3,744.0
Other Income	148.5	285.9	215.9
<b>Total Revenue</b>	<b>2,885.0</b>	<b>5,288.9</b>	<b>3,959.9</b>
<b>Expenditure</b>			
Operating Expenses	703.6	1,635.5	1,187.0
Employee Expenses	140.1	243.0	163.5
Other Expenses	94.6	283.9	499.8
<b>Total Expenses</b>	<b>938.3</b>	<b>2,162.4</b>	<b>1,850.3</b>
Depreciation	781.3	1,417.8	830.9
Finance Cost	2,835.9	5,259.2	3,556.4
Exceptional Items	-	(116.5)	(1,577.5)
PBT	(1,670.5)	(3,433.9)	(699.9)
Tax	0.1	21.5	100.8
<b>PAT</b>	<b>(1,670.6)</b>	<b>(3,455.5)</b>	<b>(800.7)</b>



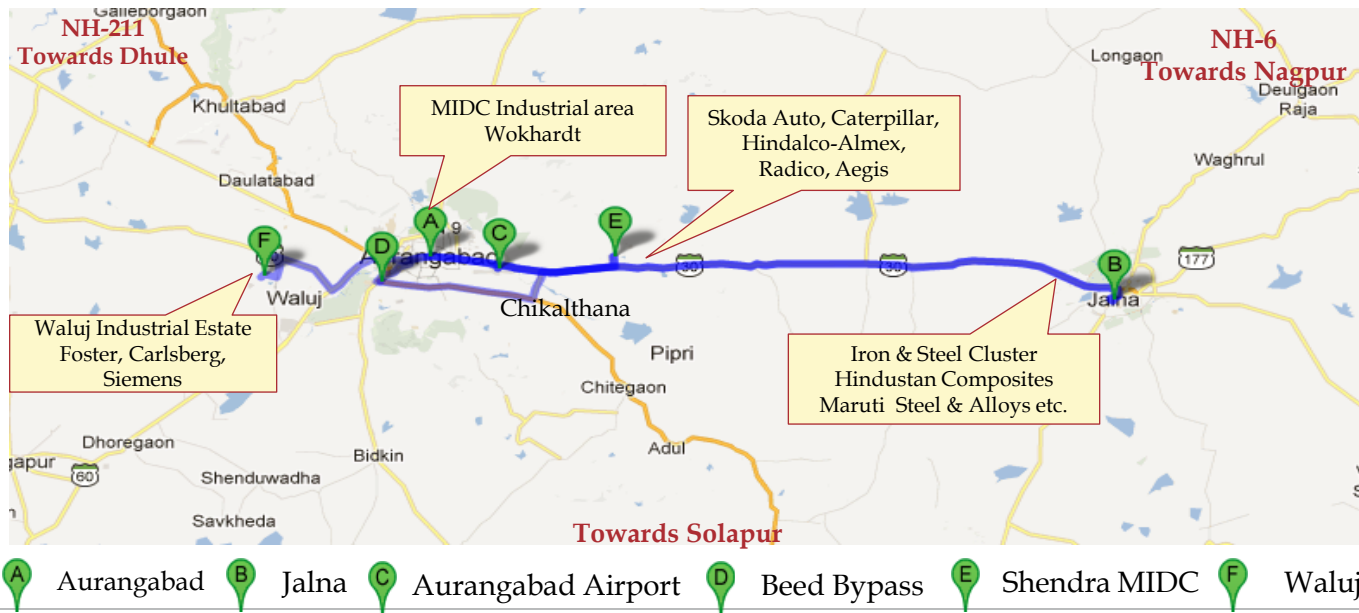
## Annexure

Location	<ul style="list-style-type: none"> <li>Located around Ahmedabad city in circular pattern just 10 kms away from the state capital Gandhinagar</li> <li>It serves as a by-pass road and crosses 19 major radial roads of the city</li> </ul>
Connectivity & Industrial Development	<ul style="list-style-type: none"> <li>Provides interstate connectivity between Gujarat and Maharashtra, Rajasthan and Madhya Pradesh</li> <li>Connects five National Highway (NH) sections namely Ahmedabad-Vadodara (NH-1), Delhi-Mumbai (NH-8), Ahmedabad-Kandla (NH-8A), Sarkhej-Gandhinagar (NH-8C), Ahmedabad-Kapadvanj (NH-59)</li> <li>Connects fourteen State Highway/ Major District Roads: SH- 17/41/4/142/3/58/43</li> <li>Connecting highways to Kandla &amp; Mundra ports in Gujarat</li> <li>Around 38% (564 km) of length of dedicated freight corridor will pass through Gujarat</li> <li>62% of total area of Gujarat is within the influence area of DMIC - including Ahmedabad and Vadodara</li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>100% of WPI, every September</li> </ul>



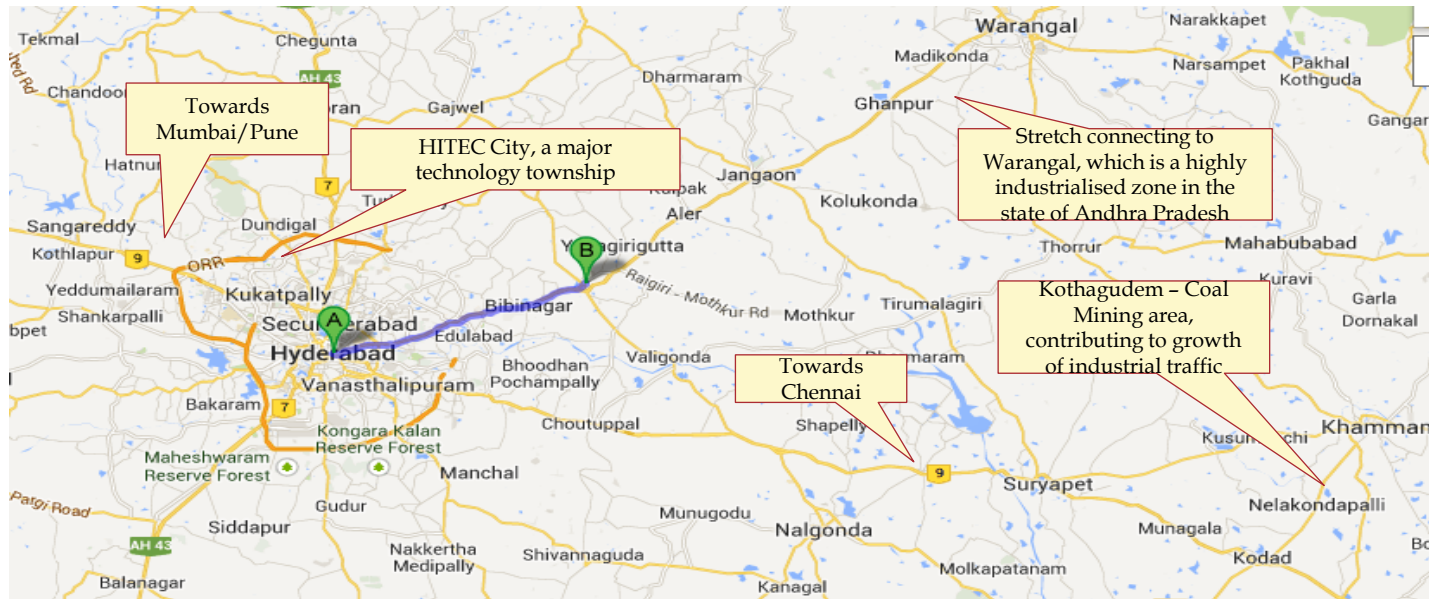
Traffic Data	FY15	FY14
Avg. PCU's/day	23,141	21,834
Total Revenue (INR mn)	863	773

Location	<ul style="list-style-type: none"> <li>Project road is located in the heart of Maharashtra wherein Section-I (50 kms) starts from Aurangabad airport and ends at Jalna by-pass. Section II of the project (16 kms) starts from Zalta by-pass and ends at Beed by-pass</li> </ul>
Connectivity & Industrial Development	<ul style="list-style-type: none"> <li>Connectivity to vast industry hinterland area viz, Aurangabad City, Chikalthana, Shendra, Karmad, Badnapur, Selgaon, Silod, Waluj, Jalna, Ambad, etc</li> <li>Aurangabad has been included in the DMIC Early Bird project which includes development of Shendra-Bidkin industrial park covering 8,340 hectares</li> <li>Many firms, both domestic &amp; international in the sectors of automotive and auto components, pharmaceuticals, aluminum processing, handicrafts, agriculture and biotech, have their manufacturing bases in Aurangabad</li> <li>Major companies having presence around the project stretch are Skoda, Siemens, Wockhardt, Glenmark, Hindalco-Almex, Kingfisher, Caterpillar etc.</li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>18% revision in April, every 3 years (starts from FY14)</li> </ul>



Traffic Data	FY15	FY14
Avg. PCU's/day	13,565	12,044
Total Revenue (INR mn)	354	281

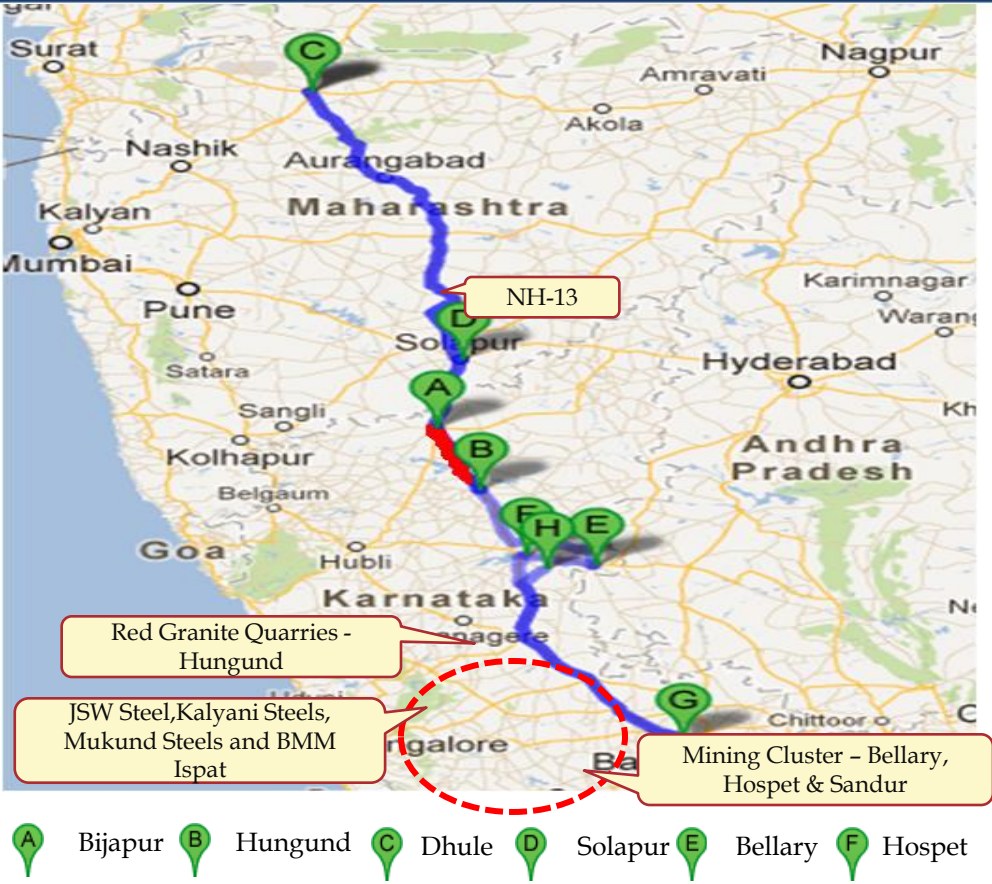
Location	<ul style="list-style-type: none"> <li>Starts at Hyderabad and ends near Raigiri at the junction of Yadagirigutta Road</li> <li>It is on of the busiest sections of NH-202, carries both local and inter-state traffic</li> </ul>
Connectivity	<ul style="list-style-type: none"> <li>An important link connecting highly industrialized cities Hyderabad &amp; Warangal which attracted most of the traffic, other potential zones in the project area are Yadgirigutta and Bhongir</li> <li>Hyderabad city is the hub for film industry, and has world-class research institutions and information technology industry (HITEC City)</li> <li>The project is strategically located because of its connectivity to major pilgrimage destination like Yadgirigutta, popularly known as Second Tirupathi, which attracts lakhs of pilgrims every year</li> <li>Telangana is rich in water resources and coal mines. The Government of Telangana is in the process of establishing a single window clearance system for its industrial policy for faster clearances and approvals which is likely to accelerate industrial growth within the state.</li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>Every April - 3% fixed+ 40% of WPI</li> </ul>
Premium Rescheduling	<ul style="list-style-type: none"> <li>Deferment of Premium approved by NHAI from FY 15</li> </ul>



Traffic Data	FY15	FY14
Avg. PCU's/day	15,650	13,857
Total Revenue (INR mn)	451	385

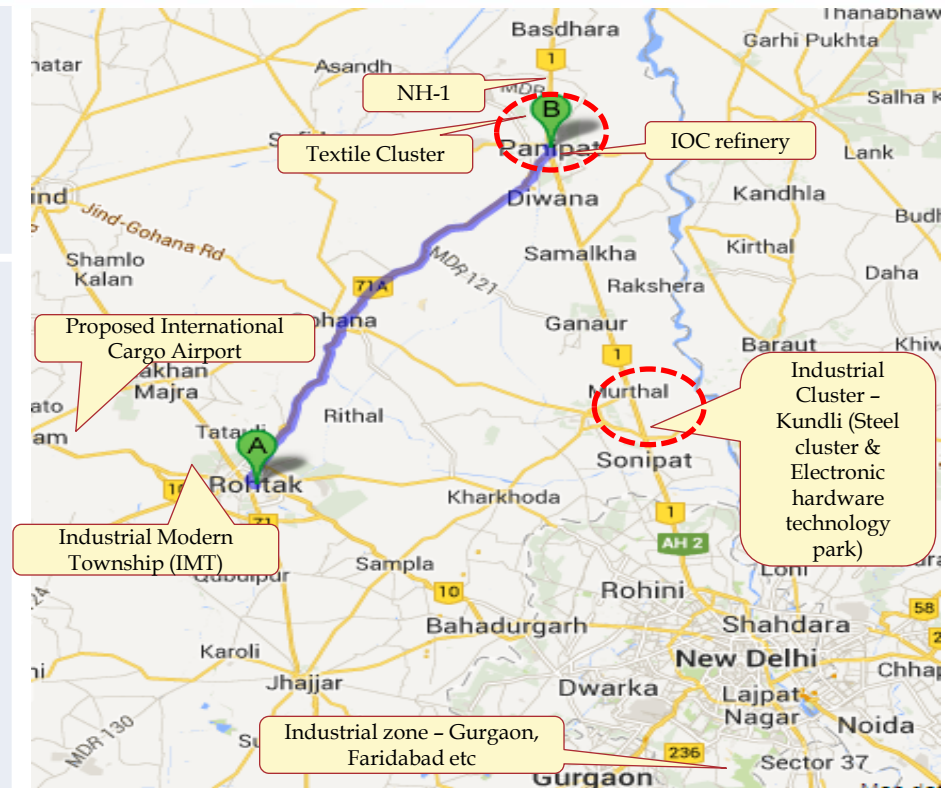


Location	<ul style="list-style-type: none"><li>Project is part of the Bijapur-Hungund section of NH-13. The entire project is located in the state of Karnataka</li><li>It caters to North-South traffic, originating from Bengaluru to Delhi</li><li>On project highway about 90% of the traffic is single journey mainly long distance through traffic</li><li>It connects Chitradurga the industrial area of Karnataka to Solapur in Maharashtra</li></ul>
Industrial Area	<ul style="list-style-type: none"><li>Significant traffic especially commercial, comes from various industrial active areas viz. Bellary, Hospet and Sandur (BHS) mines that are located in close proximity of the project</li><li>JSW Steel Limited is the largest steel maker in Bellary district with an annual capacity of 10 mn tonnes, followed by Kalyani Steels, Mukund Steels and BMM Ispat, all with two million tonnes each</li><li>Bellary district has 48 cotton-based industries and 45 oil extraction units</li><li>With the recent lifting on mining ban in the Bellary region, a lot of industrial development is envisaged around the area</li></ul>
Increase in Toll Rate	<ul style="list-style-type: none"><li>Every April - 3% fixed+ 40% of WPI</li></ul>



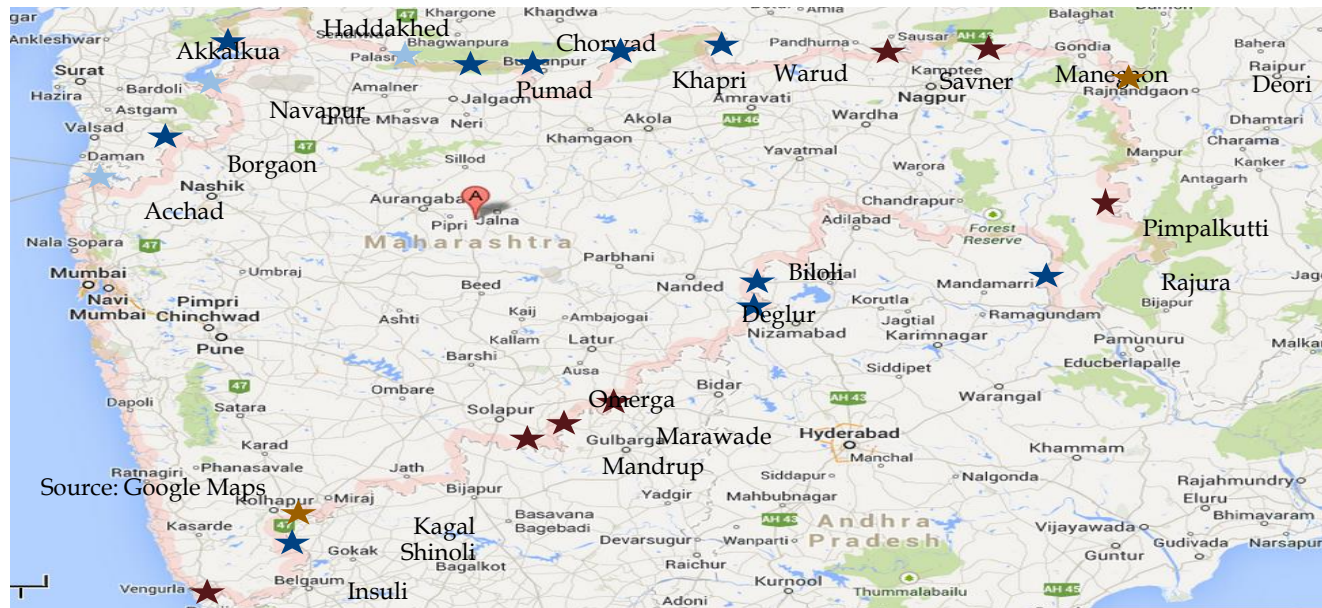
Traffic Data	FY15	FY14
Avg. PCU's/day	17,689	17,105
Total Revenue (INR mn)	1,092	981

Location	<ul style="list-style-type: none"> <li>Project is part of the Rohtak-Panipat section of NH-71A. The entire project is located in the state of Haryana</li> <li>It caters to long distance traffic, originating from Rajasthan, Maharashtra, Gujarat to Northern states like Punjab, J &amp; K, Haryana and vice versa</li> </ul>
Connectivity & Industrial Development	<ul style="list-style-type: none"> <li>Through the intersection of 3 major highways i.e. NH-1, NH-10, NH-71A, project connects to all the development zones in Haryana <ul style="list-style-type: none"> <li>Gurgaon Zone (through NH-10) - Industrial and financial centre of Haryana</li> <li>Faridabad Zone (through NH-10) - Home of hundreds of large-scale companies</li> <li>Hisar Zone (through NH-10) - India's largest galvanized iron manufacturing city</li> </ul> </li> <li>Development in the proximity of project - <ul style="list-style-type: none"> <li>International Cargo Airport at Meham</li> <li>Industrial Model Townships at Rohtak</li> <li>Industrial Clusters at Kundli, Bhadurgarh, Panipat &amp; Barhi</li> </ul> </li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>Every April - 3% fixed+ 40% of WPI</li> </ul>
Premium Rescheduling	<ul style="list-style-type: none"> <li>Deferment of Premium approved by NHAI from FY15.</li> </ul>



Traffic Data	FY15	FY14
Total Revenue (INR mn)	896	194

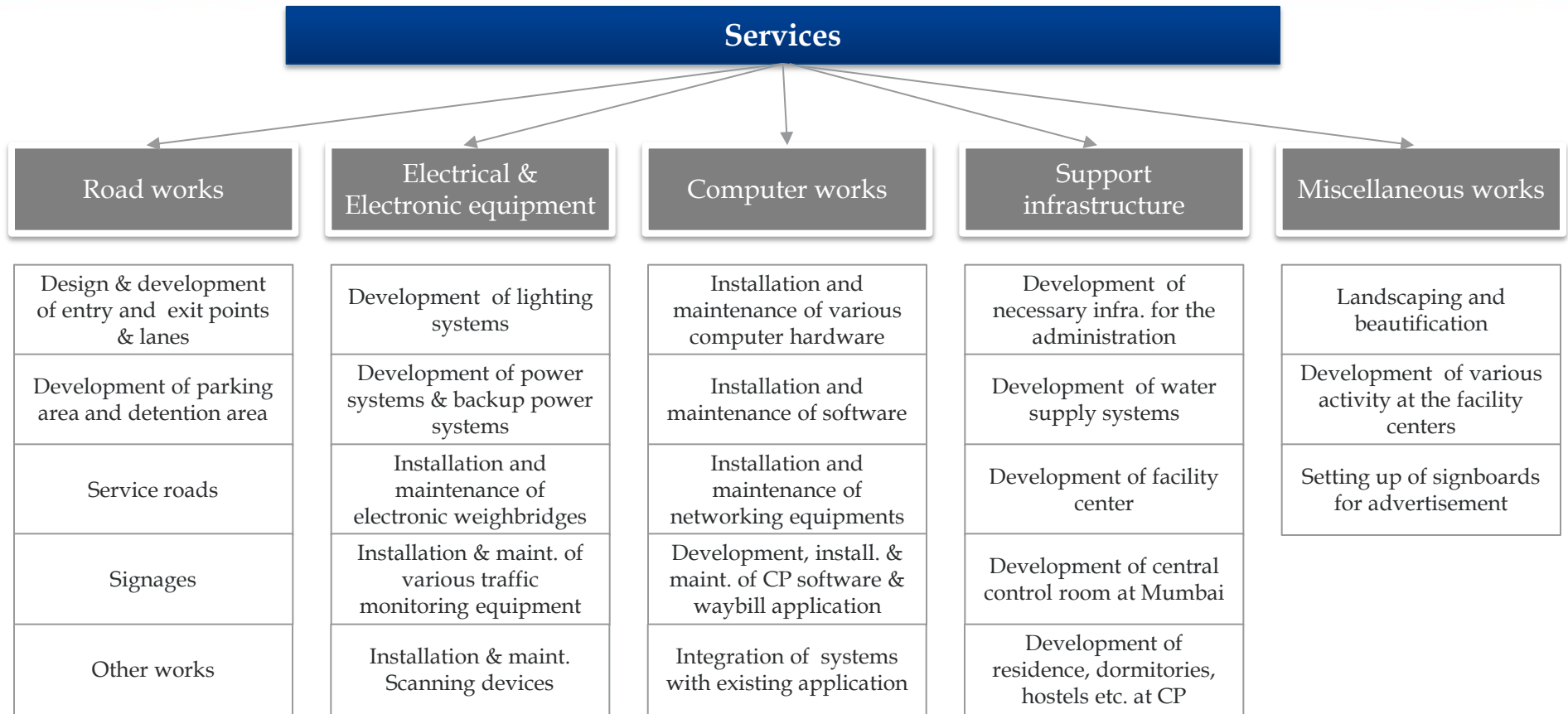
Location	<ul style="list-style-type: none"> <li>MBCPNL, first of its kind project in India has 22 Border check post located around Maharashtra state with a objective to facilitates RTO checks, sales tax and excise clearances, weighment of vehicles and IT support to ensure that there are no delays or tax leakages</li> </ul>
Connectivity & Industrial Development	<ul style="list-style-type: none"> <li>Out of the 22 check posts, 12 are situated on National Highways (NH-3, NH-4, NH-6, NH-7, NH-8, NH-9, NH-13, NH-17, NH-69) and 10 are situated on State Highways attracting larger share of interstate movement</li> <li>Connectivity with the adjoining states like Gujarat, Madhya Pradesh, Chhattisgarh, Andhra Pradesh, Karnataka and Goa</li> <li>Multi-Model International Passenger and Cargo Hub Airport (MIHAN) has been proposed in the Nagpur region</li> <li>Igatpuri-Nashik-Sinnar and Pithampur-Dhar-Mhow investment region and Aurangabad have been identified for development in the DMIC Early Bird project that will accelerate industrial activity in the region</li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>18% revision in April, every 3 years (starts from FY14)</li> </ul>
Revenue stream	In addition to service fee, MBCPNL may also lease commercial space available and earns revenue from advertising along the project site, loading & unloading and parking charges



Traffic Data	FY15	FY14
Total Revenue (INR mn)	847	303

★ Major (03) ★ Big (02) ★ Medium (07) ★ Small (10)

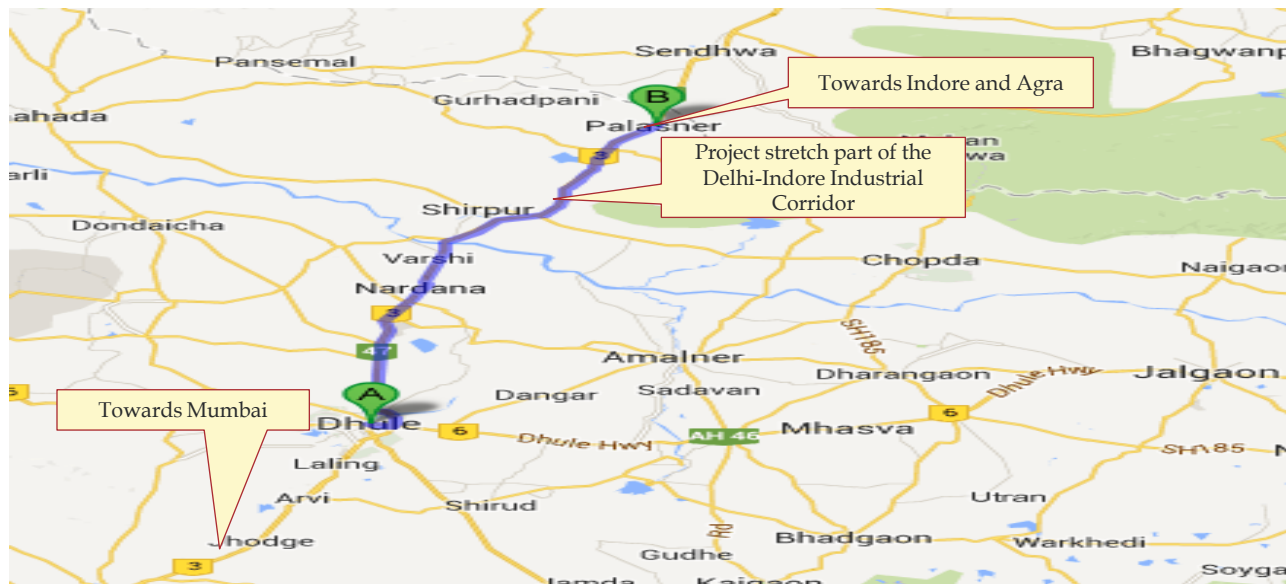




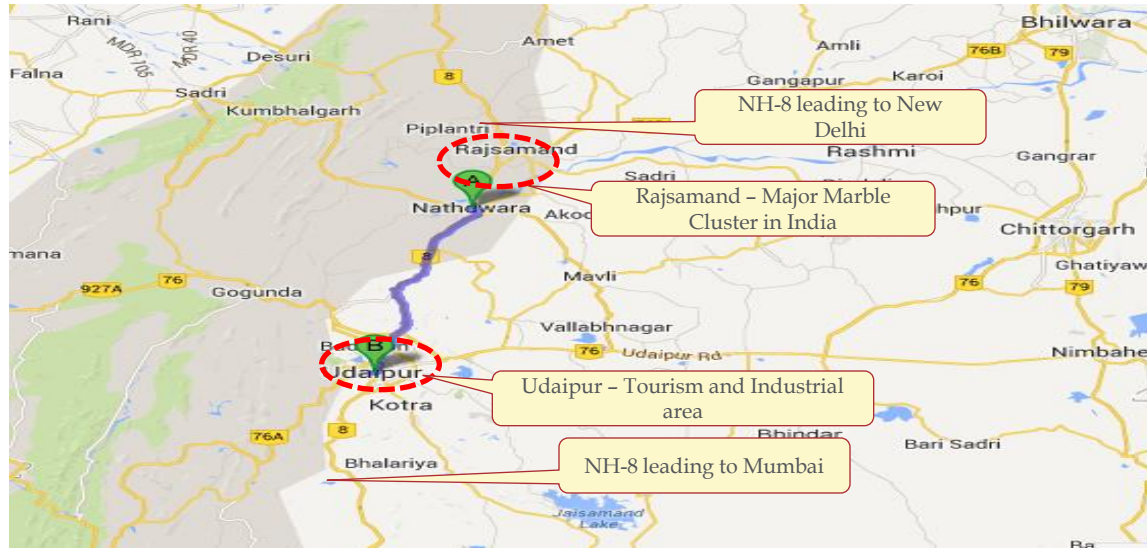
## Facilities

- Each check post would have facilities for RTO checks including weighing, sales tax & excise clearances
- Entire process will be computerized & the data will be transmitted to the central monitoring station in Mumbai on a real time basis
- Process of inspection is mechanized by online electronic weighbridges, video cameras, scanners, RFID readers & computers
- Apart from service fee, Project would also earn revenue from parking, advertisement and rental services

Location	<ul style="list-style-type: none"> <li>The project road starts from MP/MH Border &amp; ends at Dhule. It is a part of NH-3 (AB Road) which connects Agra to Mumbai. Major towns/cities enroute in DPTL area are Palasner, Sangvi, Shirpur, Varshi, Nardana, Songir and Dhule</li> </ul>
Connectivity & Industrial Development	<ul style="list-style-type: none"> <li>Major highways NH-3 and NH-6 intersect at Dhule. NH-6 serves as the connect between the major states of West Bengal and Gujarat</li> <li>NH-3 runs through the states of Uttar Pradesh, Rajasthan, Madhya Pradesh and Maharashtra. DPTL caters to the traffic originating from these states</li> <li>Major Development in the project influence area <ul style="list-style-type: none"> <li>Nashik - Third most industrialized city in Maharashtra, home for many domestic &amp; global manufacturers. It is also a home for textile industries &amp; world class wineries</li> <li>India Bulls is setting up a Multipurpose SEZ at Sinnar, first and largest multipurpose SEZ in Maharashtra</li> </ul> </li> </ul>
Increase in Toll Rate	<ul style="list-style-type: none"> <li>Every April - 3% fixed+ 40% of WPI</li> </ul>
Revenue sharing	<ul style="list-style-type: none"> <li>1% of revenue after 2610 days from CoD which will increase by 1% p.a. every year</li> </ul>



Traffic Data	FY15	FY14
Avg. PCU's/day	23,547	23,485
Total Revenue (INR mn)	1,341	1,120



### Key Description of the Project Stretch

Project	<ul style="list-style-type: none"> <li>Project is part of the Shrinathji-Udaipur section of NH-8. The entire project is located in the state of Rajasthan. Length of the project is ~79 kms</li> </ul>
Location	<ul style="list-style-type: none"> <li>The project is located at ~14 kms of ghat section due to which heavy commercial traffic could not pass through the road. Once this stretch will develop potential traffic from NH-79 is expected to divert on this road</li> </ul>

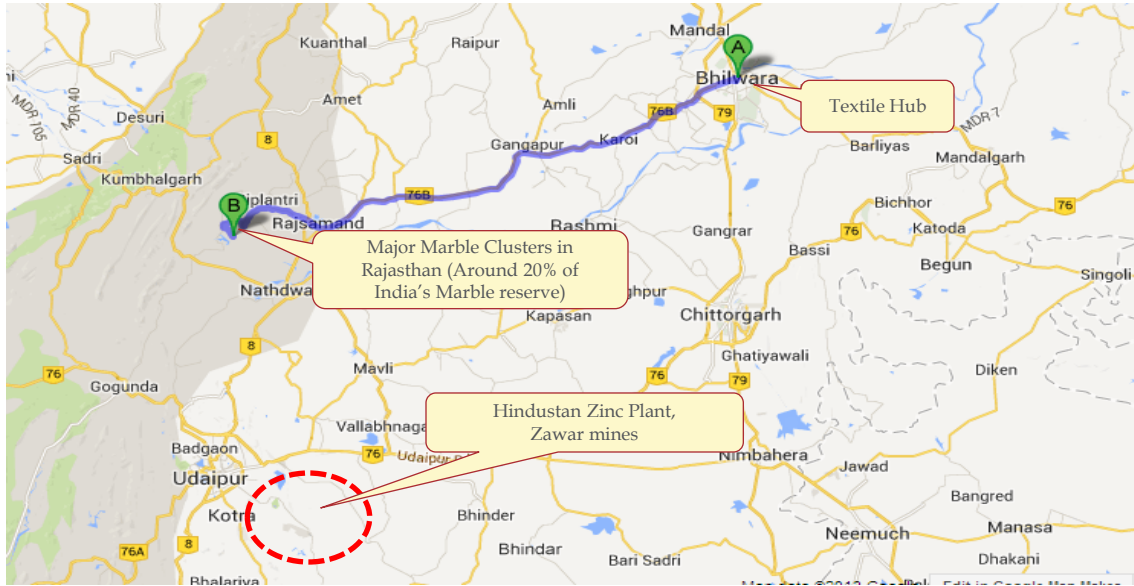
### Location & Connectivity

- The project caters to North-West traffic, originating from Delhi to Mumbai
- Project stretch is part of NH-8 which is one the busiest highways which passes through the State capitals of Gandhinagar and Jaipur, as well as important cities like Gurgaon, Ahmedabad, Surat and Vadodara
- NH-8 is expected to benefit from the creation of tunnels & realignment. The marble industry is also likely to grow from such road improvements
- The project caters to long distance traffic, originating from Ahmedabad to Kishangarh
  - ~50,000 PCUs travel between Kishangarh and Ahmedabad section
  - As the project road lies in the vicinity of this stretch, once operational, a lot of traffic diversion is expected onto the project stretch thus helping industrial and commercial traffic growth

### Industrial & Tourism Area

- Udaipur is known for its many tourist locations which attracts a lot of tourism traffic thus contributing to significant growth of passenger traffic along the stretch
- Udaipur is also a major industrial hub and a big exporter of Zinc, Marble, Rock Phosphate, Granite, Wolestonites and Soapstone, major & minor minerals non-ferrous metal and other industrial products





## Key Description of the Project Stretch

### Project / Location

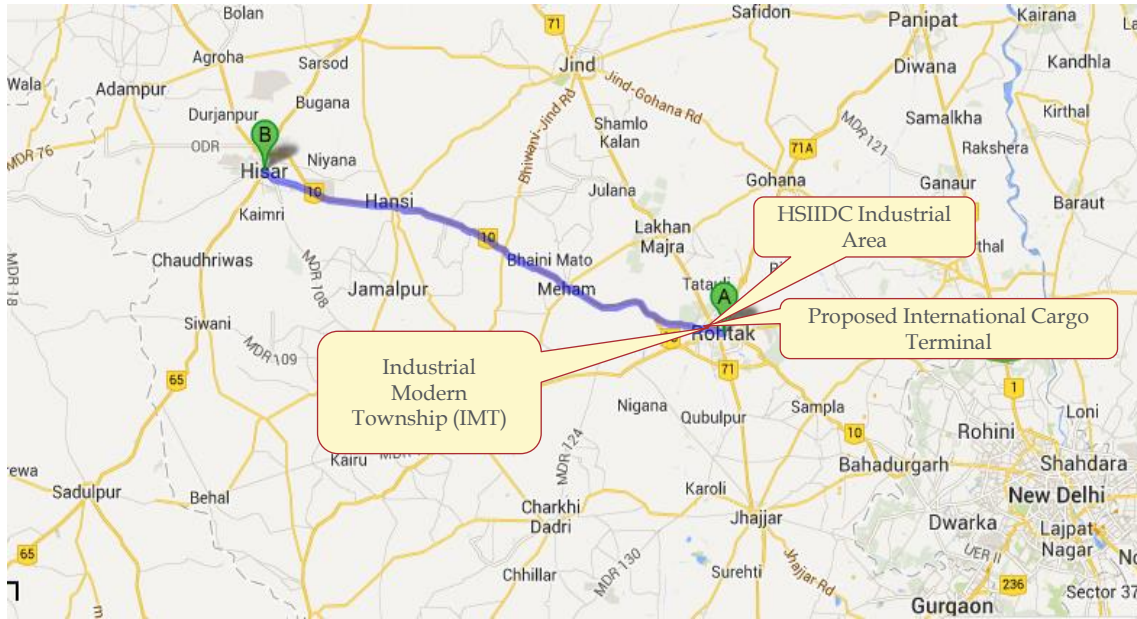
- Project is part of the Bhilwara-Rajsamand section of NH-758. The entire project is located in the state of Rajasthan
- The total length of the stretch is ~87 km

## Location & Connectivity

- This section of NH-758 connects all the major cities in Rajasthan
- NH-768 is expected to benefit from the creation of tunnels & realignment. The marble industry is also likely to grow from such road improvements
- The project caters to long distance traffic originating from Ahmedabad to Kishangarh
  - ~50,000 PCUs travel between Kishangarh and Ahmedabad section
  - As the project road lies in the vicinity of this stretch, and once operational, a lot of traffic diversion is expected onto the project stretch thus helping industrial and commercial traffic growth

## Industrial Area

- Project Road passes through the Rajsamand which is one of the major Marble Clusters in Rajasthan (Around 20% of India's Marble reserve)
  - Deposits of a variety of white & greyish white marble like Morwar, Agaria, Dholikhan, Arna, Jhanjhar, Dharmeta etc
  - About 500 mines and 250 modern gangsaw mills
  - Cluster spread over a stretch of 40 km square from Nathdwara to Kelwa and Amet
- Zawar mines and Dariba mines in close vicinity to the project are principal sources of minerals like zinc, silver and manganese in India



## Key Description of the Project Stretch

### Project / Location

- Project is part of the Rohtak-Hissar section of NH-10. The entire project is located in the state of Haryana
- The total length of the stretch is 83 km

## Location & Connectivity

- Project stretch lies on the important NH-10 which runs through Delhi, Haryana and Punjab states in India
  - The highway passes through the cities of Delhi, Rohtak, Hisar, Sirsa and Fazilka contributing to the growth of commercial traffic along the stretch
  - Long-distance traffic originating from Haryana going into Delhi will pass through the project stretch
  - NH-10 is one of the most important link and strategic important national highway of the country and it is officially listed as running over 403 km

## Industrial Area

- **Government investments to boost industrial growth surrounding the project stretch**
  - The Haryana State Industrial and Infrastructure Development Corporation (“HSIIDC”) has developed an Industrial Model Township (“IMT”) at NH-10 near Rohtak where several heavy industries are developing their production and commercial plants
  - The Haryana government has recently decided to set up a international air cargo terminal in Rohtak which will help in significant growth of freight traffic along the stretch



# Thank You