



Creating **Highways** to Success



MBL Infrastructures Limited

Investor Presentation

May 2016

Safe Harbor

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MBL Infrastructures Limited: Business Overview



MBL in a Snapshot....

An *Integrated Infrastructure* construction company

Successfully *completed* 2 BOT Toll road projects of *114 kms* & *18 kms* in the state of Madhya Pradesh



Bids for *NHAI* and *State projects* funded by *World Bank* or *ADB*

Currently executing more than *25* projects

Owens large fleet of *construction equipment* and has over *1,700 technical and skilled* personnel



Well diversified orders in hand of ~*Rs. 69,031 mn*



NHAI Prequalification for single PPP (BOT & OMT) project up to *Rs. 6,791 mn.*

Business Overview

Railways & Metro

- Building of High Speed Rail Corridors, ROBs, RUBs
- Civil Work like Viaduct, Depots etc.



EPC & OMT

- Largest contributor to construction sector
- Momentum of investments likely to pick-up during the terminal years of the 5-year plan



Railways & Metro

Highways

MBL

Urban Infrastructure

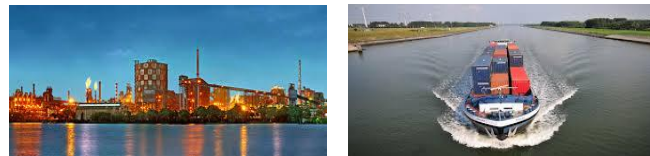
Industrials & Others Infrastructure

Housing Infrastructure



- Rising population has intensified the focus on development of urban infrastructure

BOT



- Industrial based construction investments to be USD 74 bn during 2012-16
- ~Rs. 228 bn Investments over 2014-22 on IWT

Industrial Infrastructure

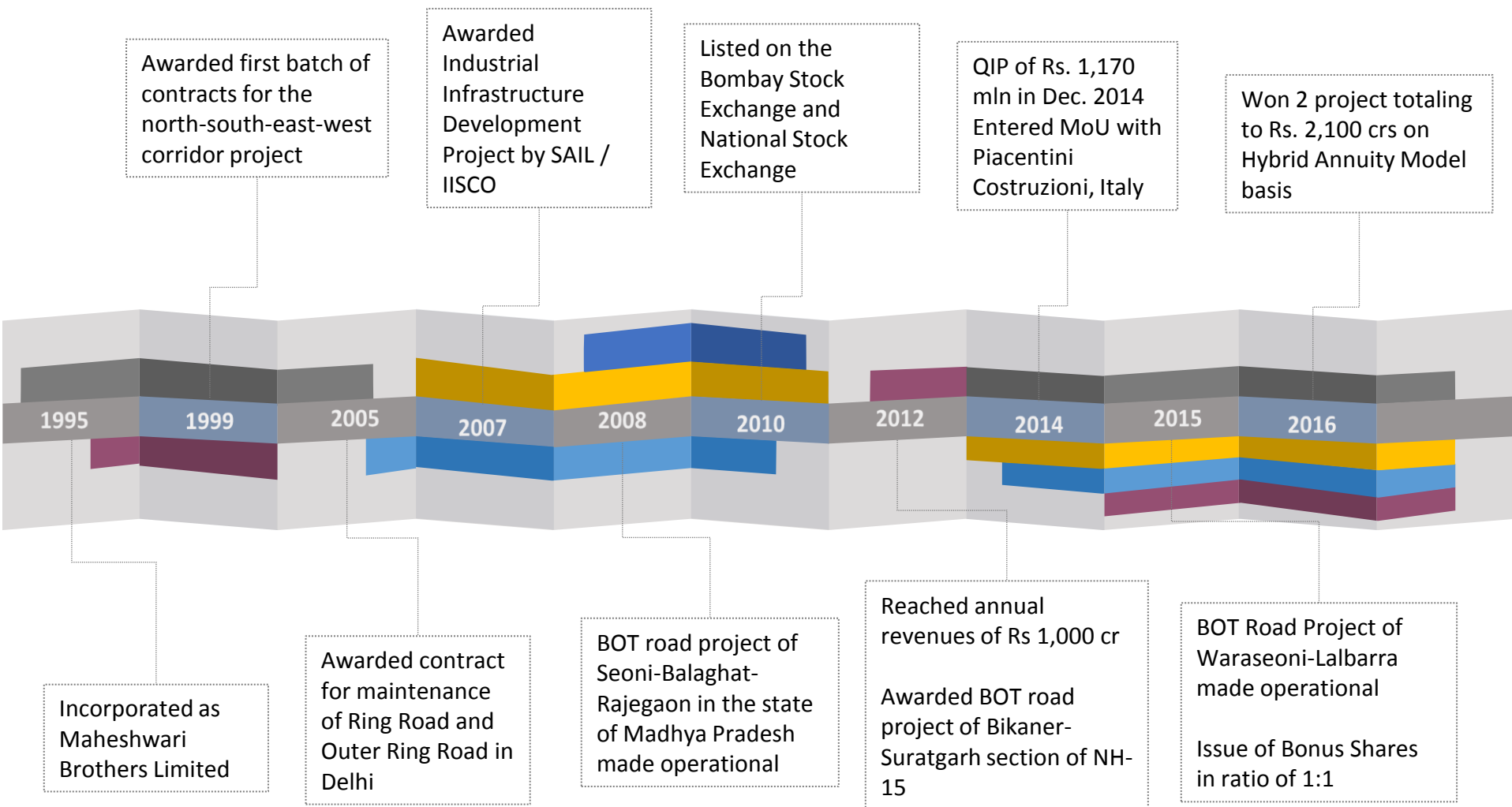
Inland Water Transport IWT

Other Urban Infrastructure

Current Exposure

Areas to Explore

Evolution



Key Strengths

Increasing and diversified Order Book

- Orders in hand of Rs. 69,031 mn
- Diversified projects from government and government agencies – includes roads, highways, railways, buildings

Large fleet of owned machineries

- Own a large fleet of construction equipment such as hot mix plants, sensor pavers, concrete pumps, cranes, etc, which lower cost of execution, enhances technical qualification and reduces time for mobilization

Excellent execution capabilities and technical expertise

- With over 20 years of experience, MBL has built a reputation for efficient and timely completion of projects
- Continuous expansion in our capacity in terms of experience, technical know-how and financial resources

Strong Financial Performance

- Revenues have expanded at a CAGR of 24% from FY 2010-16 whereas PAT has expanded at a CAGR of 16%

Track record of winning government contracts as a prime contractor

- Our business model allows us to enter into competitive bidding, where we demonstrate financial and technical capabilities required to win government contracts as primary contractor

Early Mover Advantage

- Awarded a contract in North South East West Corridor from NHAI under NHDP Phase I in 1999
- Awarded the comprehensive maintenance of the Ring Road and Outer Ring Road in Delhi in 2005

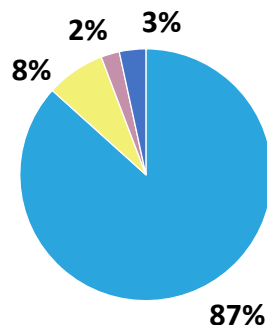
Integrated Business Model

- An experienced team and a fleet of owned equipment allows to integrate the business model
- Various divisions for RMC, quarrying, BOT projects, etc

Order Book

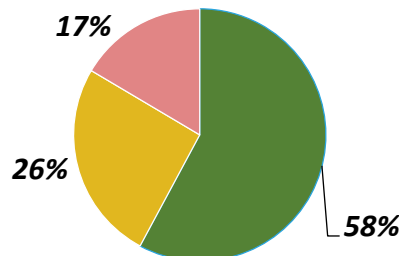
Segments

- **Roads & Highways**
 - Construction
 - Operations & Maintenance
- **Housing & Buildings**
- **Railways incl. Metro**
- **Others**



Geographies

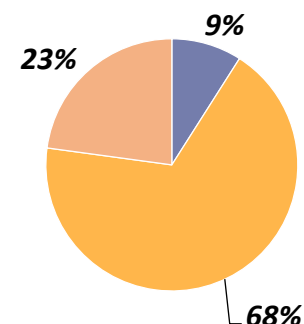
- **North & West**
 - New Delhi / Haryana/ UP/UK#
 - Rajasthan
- **Central**
 - Madhya Pradesh
- **East (incl. others)**
 - Bihar/Assam/Chattisgarh
 - West Bengal / Others



Uttarakhand

Clientele

- **NHAI & MORTH**
- **State Projects**
- **Others**



Total Orders in hand ~Rs. 69,031 mln

Recent Order Wins

Project	Type	Contract Value (Rs. Million)
Four Laning of Gagalheri-Saharanpur-Yamunanagar (UP/Haryana Border) section of NH-73 in the State of Uttar Pradesh under NHDP-IV	DBOT Hybrid Annuity Mode	11,840
Four Laning of Chutmalpur-Ganeshpur Section on NH-72A & Roorkee – Chutmalpur-Gagalheri Section on NH-73 in the state of Uttarakhand and Uttar Pradesh under NHDP-IV	DBOT Hybrid Annuity Mode	9,420
Rehabilitation and upgradation of Goharganj to Bhopal section of NH-12 incl. construction of Obedullaganj bypass in the State of Madhya Pradesh to four – lanes with paved shoulders under NHDP-III	EPC	5,835
Rehabilitation and upgradation from Jabalpur to Hiran River Section of NH-12 to four – lanes with paved shoulders configuration in the State of Madhya Pradesh under NHDP-III	EPC	4,147
Maintenance of Guwahati Bypass on NH-37 from Jalukbari to Koinadhara in the state of Assam	O&M	256
Total		31,498

Key Projects



Project: Four lanning of NSEW corridor of Agra Dholpur section of NH-3

Project: Maintenance contract of New Delhi Ring Road from PWD



Project: Strengthening, widening, up gradation, operation and maintenance of Seoni-Balaghat road MPRDC







Project: Widening & strengthening of existing National Highway NH-37 from Guwahati to Sonapur



Hybrid Annuity Project: Four Laning of Chutmalpur-Ganeshpur section of NH-72A & Roorkee- Chutmalpur-Gagalheri section on NH-73 in the State of Uttarakhand and Uttar Pradesh under NHDP-IV

Hybrid Annuity Project: Four Laning of Gagalheri-Saharanpur- Yamunanagar (UP/Haryana Border) section of NH-73 in the State of Uttar Pradesh under NHDP-IV

Dynamic Board of Independent Directors

	Name	Role	Background
	Mr. Anjanee Kumar Lakhotia	CMD	<ul style="list-style-type: none"> A Chartered Accountant having 20 years of experience in the infrastructure industry
	Mr. Ashwini Kumar Singh	Independent Director	<ul style="list-style-type: none"> Electrical engineer from Jadavpur University , Fellow member of Institute of Engineers, Indian Council of Arbitration, All India Management Association and National HRD 20+ years experience in SAIL and Essar Steel
	Mr. Kumar Singh Baghel	Independent Director	<ul style="list-style-type: none"> Master in English and CAIIB (Part I) Holding a 34+ years experience and retired as a General Manager from the State Bank of Bikaner and Jaipur
	Mr. Ram Dayal Modi	Independent Director	<ul style="list-style-type: none"> Gold Medalist in MA (Pol. Sc) from the University of Udaipur and was associated with State Bank of Bikaner & Jaipur, State Bank of Patiala and State Bank of Mysore
	Mr. Bhagwan Singh Duggal	Independent Director	<ul style="list-style-type: none"> Architecture from School of Planning and Architecture-Delhi, Post Graduate Diploma in Housing, Planning & Building, Netherlands Associated with planning and design, modernization & restorations marquee government
	Ms. Sunita Palita	Independent Director	<ul style="list-style-type: none"> PG in Anthropology from Miranda House, Delhi University and a PG Diploma in Journalism from Indian Institute of Mass Communication, New Delhi Has held academic positions with the World Food Programme and UNICEF on Child Rights Issues

Strong Relationships



National Highways
Authority of India
(NHAI)



Ministry of road
Transport & Highways
(MORTH)



Public Works Department
(PWD),(ADB & WORLD
BANK)



Delhi Metro Rail Corporation
(DMRC)

.....and Others

MBL: BOT Portfolio



Integrated Business Model



Summary of BOT Projects

MBL
Infrastructures Ltd



Operational



Under Construction



Under Implementation

State	Client	Project Length	Concession Period	Project Type	Expected CoD
MP	State Project	114.0	15 yrs	Toll	Operational
MP	State Project	18.3	15 yrs	Toll + Annuity	Operational
MP	State Project	75.6	30 yrs	Toll	March 2017
MP	State Project	46.9	15 yrs	Toll + Annuity	June 2017
Rajasthan	State Project	172.4	16 yrs	Toll	September 2016
UP/Haryana Border	NHAI	51.5	17 yrs	HAM	Agreement signed on 27.05.2016
Uttarakhand & Uttar Pradesh	NHAI	53.3	17 yrs	HAM	Agreement signed on 27.05.2016

Seoni-Balaghat-Rajegaon

100%



Waraseoni-Lalbarra Road

100%



Seoni-Katangji

100%



Garra-Waraseoni

100%



Bikaner-Suratgarh

99.98%



Gagalheri-Saharanpur-Yamunanagar

100%



Chutmalpur-Ganeshpur & Roorkee- Chutmalpur-Gagalheri

100%



Well funded asset portfolio

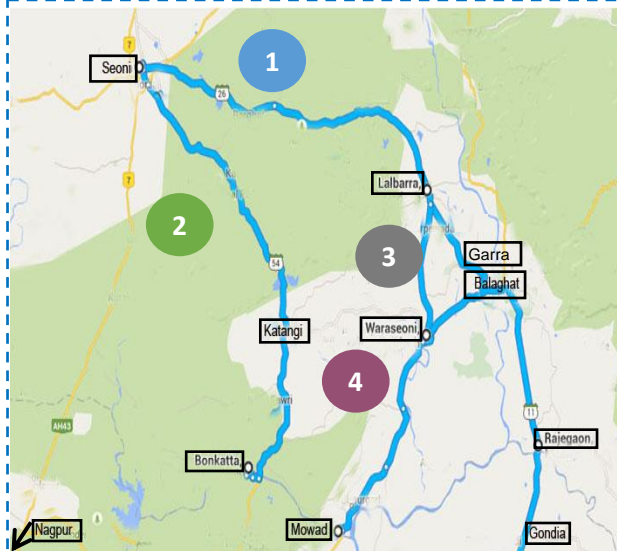
Interlinked BOT Projects in MP

1 Seoni-Balaghat-Rajegaon (Operational)

- SH 26 & 11 connecting Seoni, Balaghat & Rajegaon
- Stretch of 114 kms operational since February, 2008

2 Seoni-Katangji – Maharashtra Border (Under Construction)

- Stretch of 75.6 Kms connecting Seoni Katangi upto Maharashtra Border



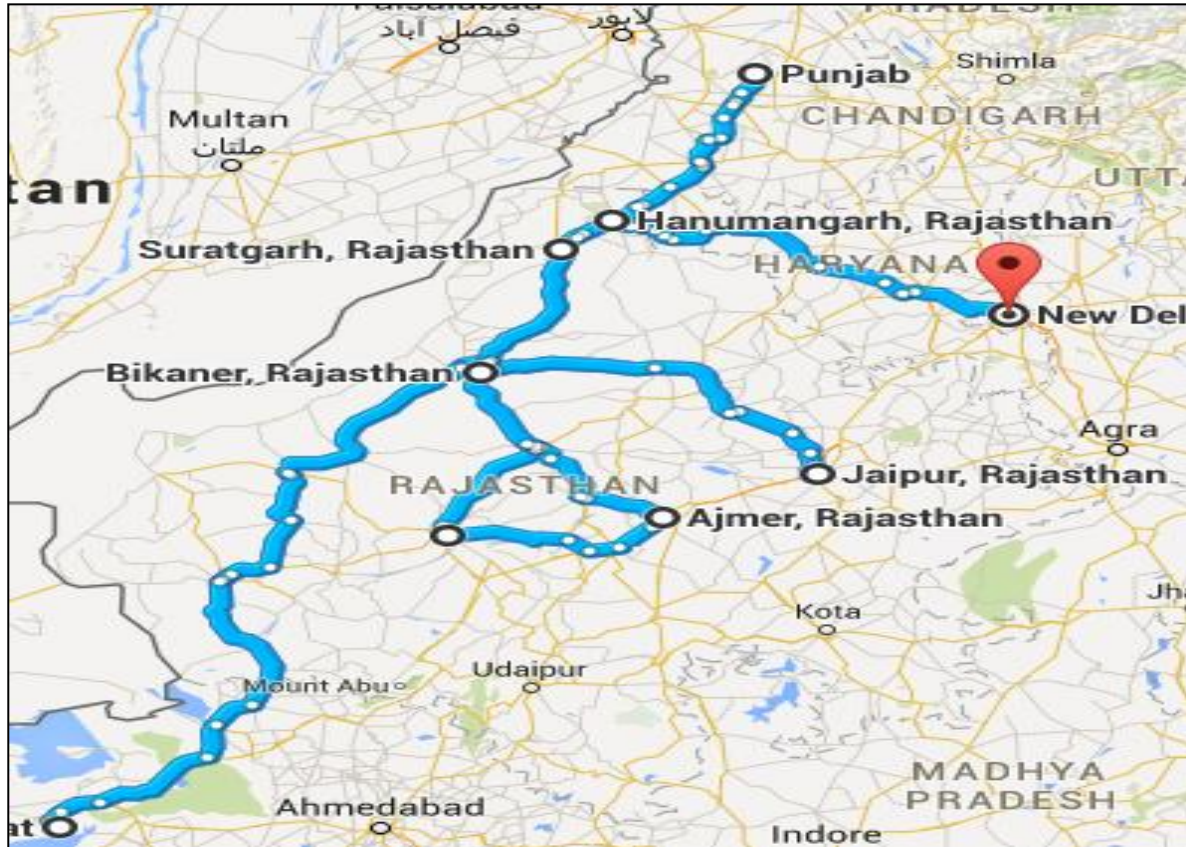
4 Garra – Waraseoni - Maharashtra Border (Under Construction)

- Stretch of 46.9 kms connecting Garra, Waraseoni upto Maharashtra Border

3 Waraseoni-Lalbarra Road (Operational)

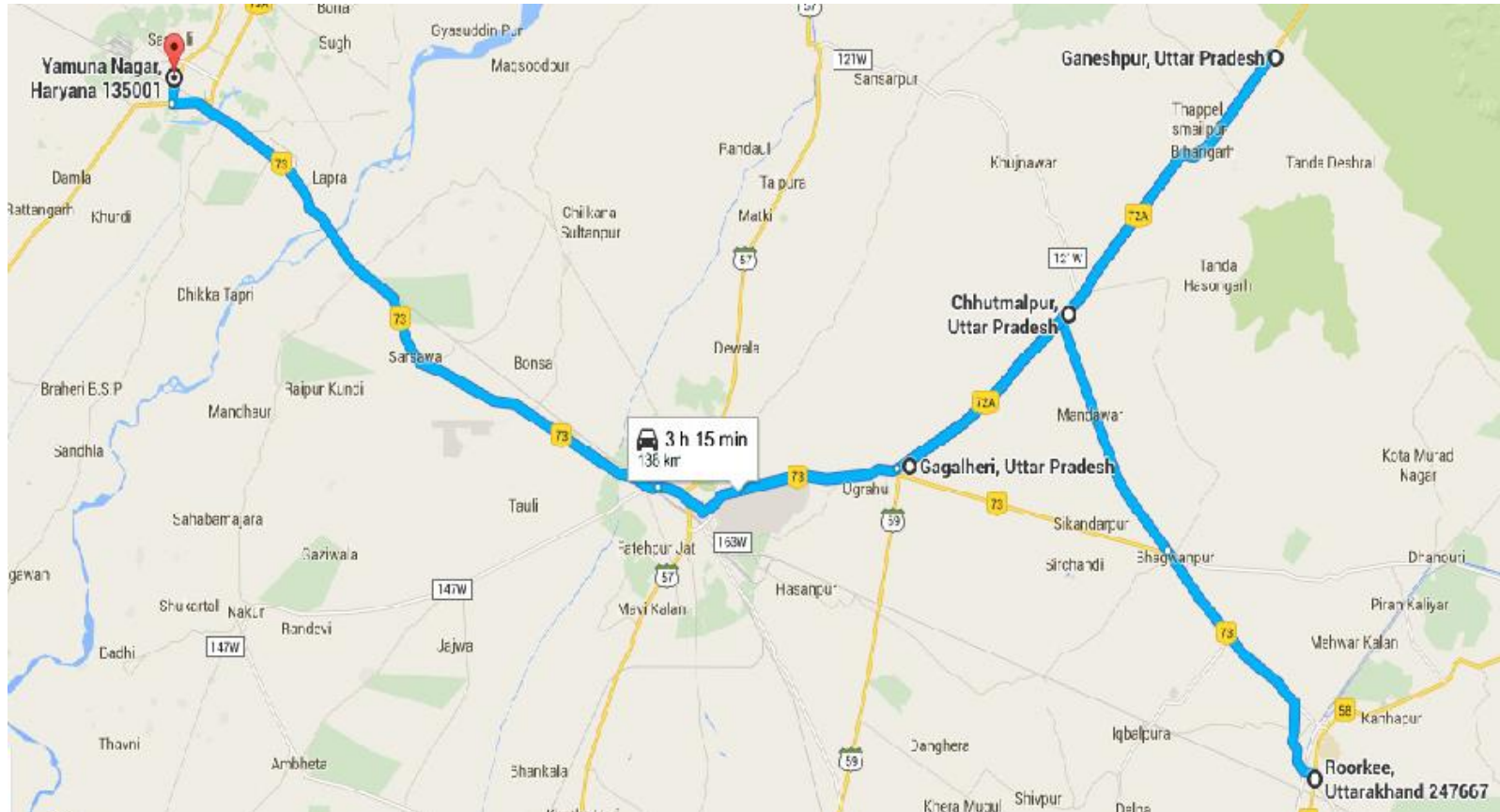
- Connecting Waraseoni and Lalbarra
- Stretch of 18.3 kms, operational since August 2015

Bikaner-Suratgarh Project



Map showing project road matrix

Hybrid Annuity Model (HAM) Projects



- 1- Four Laning of Gagagheri-Saharanpur-Yamunanagar (UP/Haryana Border) section of NH-73 in the State of Uttar Pradesh under NHDP-IV DBOT Hybrid Annuity Mode:- Rs. 11,840 Million
- 2- Four - Laning of Chutmulpur-Ganeshpur Section on NH-72A & Roorkee – Chutmulpur-Gagagheri Section on NH-73 in the state of Uttarakhand and Uttar Pradesh under NHDP-IV DBOT Hybrid Annuity Mode:- Rs. 9,420 Million

MBL: Financial Overview

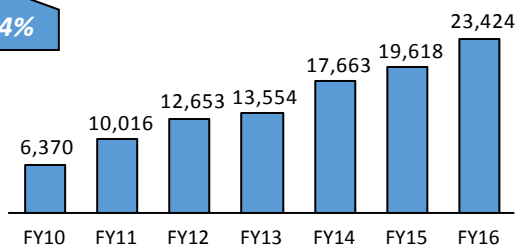


Consolidated Financial Snapshot

Revenue

24%

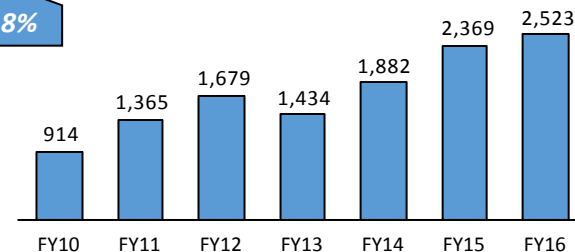
Rs. 23,424mn



EBITDA

18%

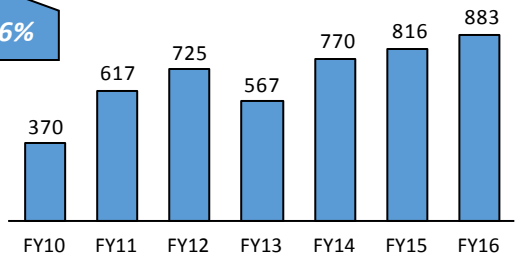
Rs. 2,523 mn



PAT

16%

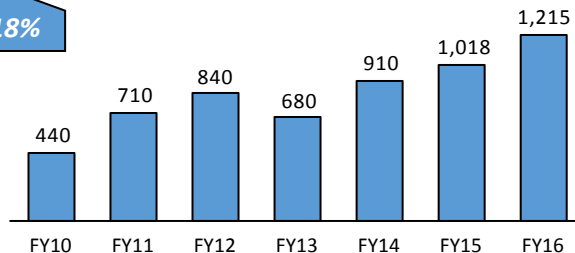
Rs. 883 mn



Cash PAT

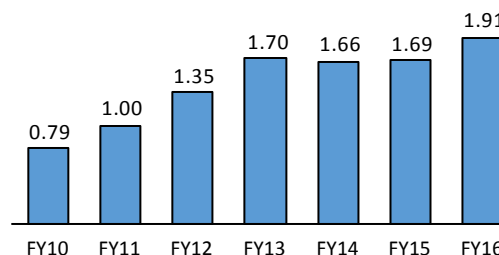
18%

Rs. 1,215 mn



D/E ratio*

1.91 x



* - Equity Includes Minority Interest

^ - Fixed Assets excludes Assets under development

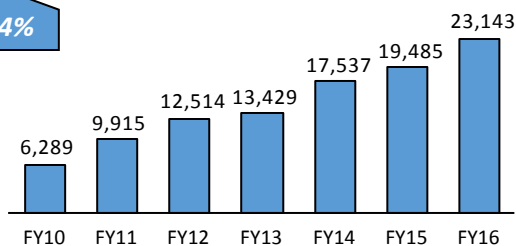
CAGR

Standalone Financial Snapshot

Revenue

24%

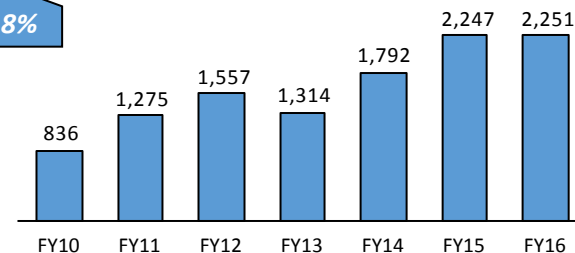
Rs. 23,143mn



EBITDA

18%

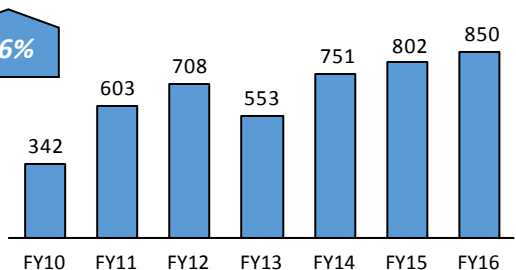
Rs. 2,251 mn



PAT

16%

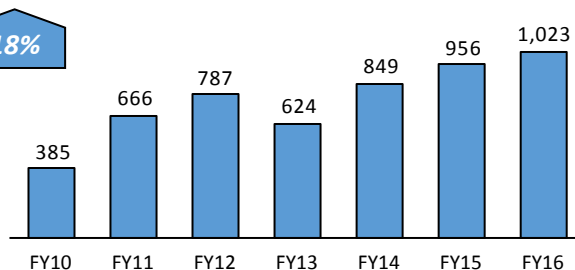
Rs. 850 mn



Cash PAT

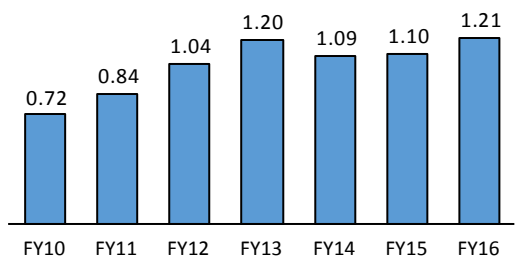
18%

Rs. 1,023 mn



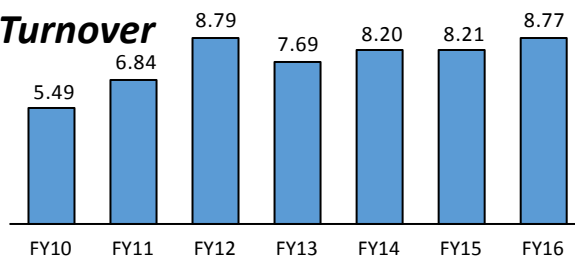
D/E ratio

1.21 x



Fixed Asset Turnover

8.77 x



Annual Profit & Loss Highlights

Rs. mn	FY16			FY15		
	EPC	BOT	Consol.	EPC	BOT	Consol.
REVENUE	23,143	311	23,424	19,485	192	19,618
EBITDA	2,251	273	2,523	2,247	126	2,369
EBITDA margin	9.73%	87.56%	10.77%	11.5%	65.5%	12.08%
Other Income	58	3	62	28	3	31
Interest	1,056	74	1,130	953	58	1,011
Depreciation	172	159	332	154	48	202
PBT	1,080	43	1,123	1,168	23	1,188
Tax	230	10	240	366	5	372
Profit After Tax	850	33	883	802	18	816
PAT Margin	3.67%	10.53%	3.77%	4.1%	9.33%	4.16%
Less: Minority Int. Profit / (Loss)	0	0	0	0	0	0
Add: Associates Profit / (Loss)	0	0	0	0	0	0
PAT after MI & Asso. Profit	850	33	883	802	18	816
Cash Profit	1,023	192	1,215	956	66	1,018

Consolidated Balance Sheet

<i>Rs. mn</i>	<i>Mar-16</i>	<i>Mar-15</i>
<i>Shareholder's Fund</i>	7,372.99	6,564.87
Share capital	414.55	207.27
Reserves & Surplus	6,958.44	6,357.60
<i>Share Application Money</i>	-	-
<i>Minority Interest</i>	0.18	0.18
<i>Non-current liabilities</i>	6,771.26	5,933.13
Long term borrowings	6,174.42	4,724.98
Other non-current liabilities	596.84	1,208.15
<i>Current liabilities</i>	12,163.91	9,687.39
Short term borrowings	7,368.90	5,900.06
Other current liabilities	4,795.01	3,787.33
<i>TOTAL EQUITIES & LIABILITIES</i>	26,308.34	22,185.57
<i>Non-current assets</i>	11,520.07	8,421.84
Fixed assets	10,685.48	7,578.00
Other Non-current assets	834.59	843.84
<i>Current assets</i>	14,788.27	13,763.73
Current Investment	-	-
Inventories	7,378.20	8,105.39
Trade receivables	6,118.14	3,950.19
Cash and bank balances	373.11	759.94
Other current assets	918.82	948.21
<i>TOTAL ASSETS</i>	26,308.34	22,185.57

MBL: Way Forward



New Avenues – Inland Water Transport

Memorandum of Understanding



- Piacentini Costruzioni is an Italian company engaged in the construction and civil engineering business with expertise in major and complex maritime works.
- MBL is looking to enter into civil engineering projects for construction of ports, harbour/ marine structures, water supply/ sanitation, bridges, viaducts and elevated structures and has signed an MoU with Piacentini for the same.



Prospects

- Inland Water Transport (IWT) offers a cost effective, environment friendly and fuel efficient mode, specially for bulk cargo, hazardous goods and over dimensional cargo – so vital for industrial development.
- Currently, inland waterways in India are functioning in an organised manner only in a few areas, such as Goa, Assam, West Bengal and Mumbai, apart from Ganga, Brahmaputra and Champakara and Udyogmandal canals.
- Development of inland waterways can improve vastly the capacity for the transportation of goods.

Announced Investments in Inland Waterways:

- A project on the river Ganga called 'Jal Marg Vikas' (National Waterways-I) will be developed between Allahabad and Haldia to cover a distance of 1,620 kms, which will enable commercial navigation of at least 1,500 tonne vessels. The project will be completed over a period of six years at an estimated cost of Rs 4,200 crore.

Differentiating Factors

- Sufficient investments of Rs. 1,879.03 Million in Fixed Assets as on 31st March 2016
 - Majority investments in Multiple use equipment along with non-common equipment
 - Optimized mix of critical and non critical equipments
- Well Balanced financial model
 - Low long term gearing
 - Balanced investment in Plant & Machinery, BOT projects & Net Margin for working capital
 - Good tie ups for fund based and non fund based working capital
 - Long term relationship with Banks
- Better Asset Turnover
 - Excellent track record, will enhance margins
- Sub-contracting non-critical work
 - Helps us keep Balance Sheet Asset Light

Certifications & Awards

Certifications

- **ISO 9001:2008**
 - In recognition of the Organization's Quality Management System
- **ISO 14001:2004**
 - In recognition of the Organization's Environment Management System
- **OHSAS 18001:2007**
 - In recognition of the Organization's Health and Safety Management System

Awards

- ***2nd Fastest Growing Construction Company (Medium Category) in India and India's Top Challenger at the 13th Construction World Global Awards***
- ***Winner of India's No. 1 Brand Awards 2016 in India's Best Infrastructures Company Category awarded by International Brand Consulting Corporation, USA***
- ***3rd Fastest Growing Construction Company (Medium Category) at 10th, 11th and 12th Annual Construction World Global Awards***