

16<sup>th</sup> September, 2016

To,  
The General Manager,  
Department of Corporate Services  
BSE Limited  
1<sup>st</sup> Floor, P. J. towers,  
Dalal Street, Mumbai 400 001

To,  
The Manager,  
Listing Department,  
The National Stock Exchange of India Ltd.  
Bandra- Kurla Complex,  
Mumbai – 400 051

Dear Sir,

**Scrip Code -SUPREMEINFRA/532904**

**Sub: Submission of Investor Presentation**

As per Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we have attached the Investor presentation dated 14<sup>th</sup> September, 2016 in respect of the unaudited financial results for the quarter ended 30<sup>th</sup> June, 2016.

We request you to kindly take above on record and oblige.

Thanking you,

Yours faithfully,

**FOR SUPREME INFRASTRUCTURE INDIA LIMITED**

  
**VIJAY JOSHI**  
**COMPANY SECRETARY**

Encl: As above

**SUPREME INFRASTRUCTURE INDIA LTD.**



***SUPREME INFRASTRUCTURE INDIA LTD.***

***Investor Presentation***

***Q1 FY17***

***September 2016***

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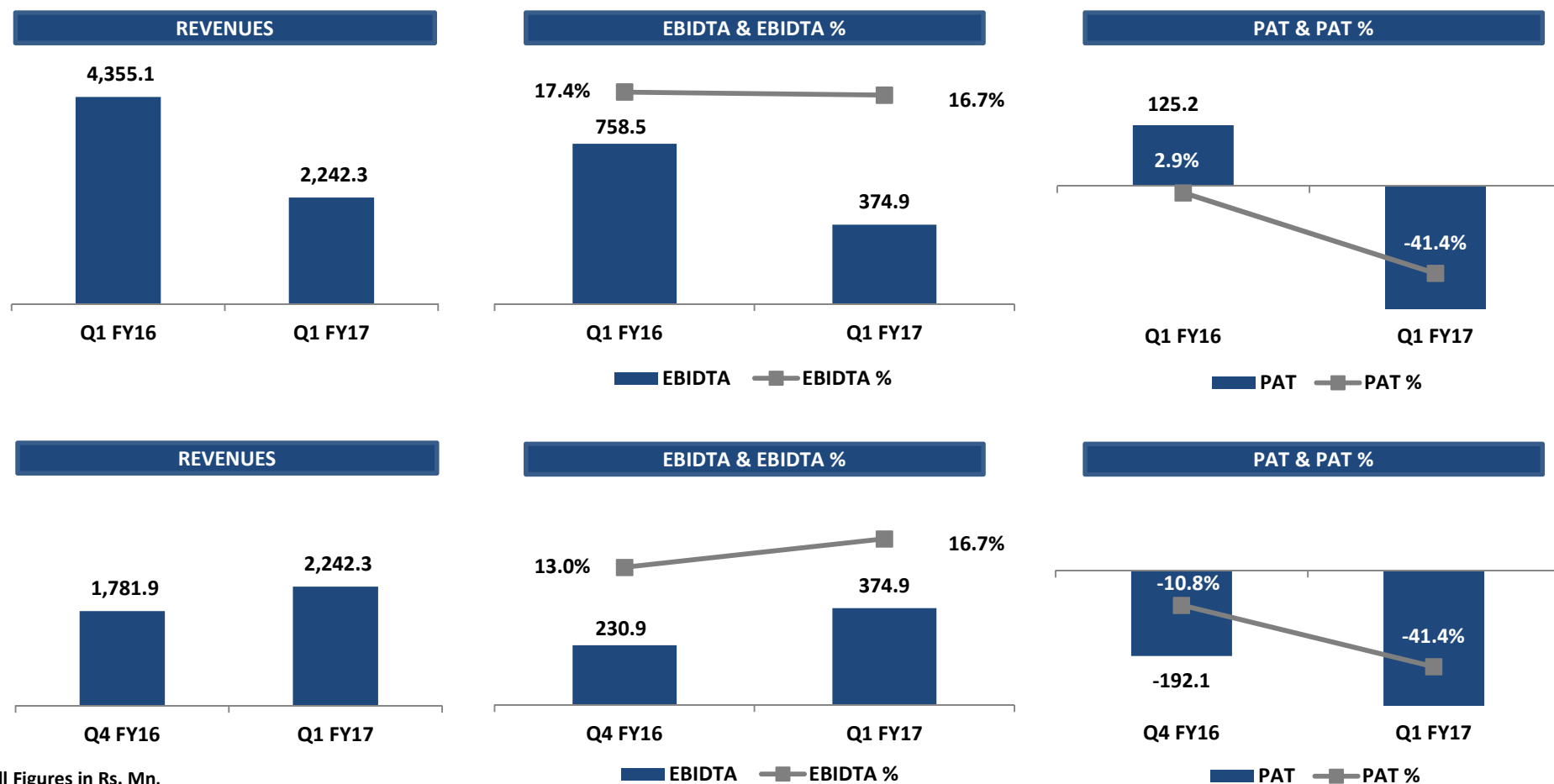
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# DISCUSSION SUMMARY

- Q1 FY-17 RESULT HIGHLIGHTS
- ORDER BOOK ANALYSIS
- BOT PROJECT UPDATE
- DETAILED FINANCIALS
- ANNEXURE
  - COMPANY OVERVIEW
  - PROJECT PROFILE



## Q1FY17 – STANDALONE RESULT HIGHLIGHTS



## Q1 FY17– RESULT HIGHLIGHTS

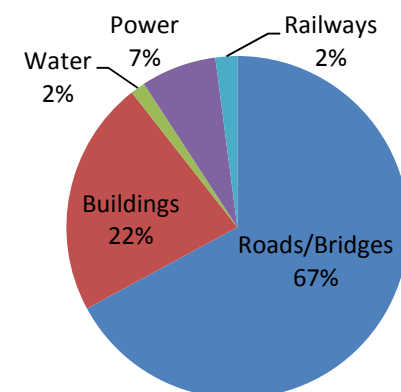
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- For Q1 FY 2017 – Total Revenues from Operations decreased by 48.5 % to Rs. 2242.3 mn on a YoY basis as compared to Rs. 4335.0 mn in Q1 FY2016.
- For Q1 FY 2017 - EBIDTA has decreased by 50.6 % to Rs. 374.9 mn on a YoY basis as compared to Rs. 758.mn in Q1 FY 2016.
- Q1 FY 2017 – EBIDTA Margins % have marginally decreased to 16.7% as compared to 17.4 % in Q1 FY 2016. The company has been able to maintain its EBIDTA margins on a sustainable basis.
- Q1 FY 2017– PAT has declined to Rs. -92.9 crores from Rs. 12.5 crores in Q1 FY 2016

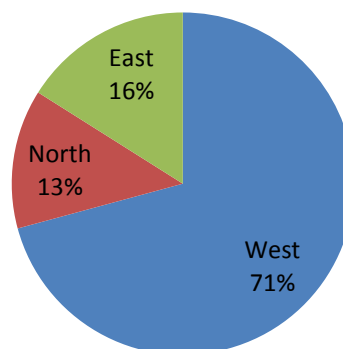
## ORDER BOOK UPDATE – 30<sup>th</sup> June 2016

Order Book (In Rs .million)	Confirmed
Road / Bridges	23,430
Buildings	7,780
Water	480
Power	2,500
Railways	720
<b>Total</b>	<b>34,910</b>

Segmental Breakup



Order Book (Geography wise)



## BOT PORTFOLIO – March 2016

### OPERATIONAL BOT PROJECTS



All Figures in Rs. Mn.

Particulars	MWB	NK	PNM	VB
Project Cost	5,540	2,340	930	2,140
Equity Stake	74%	51%	100%	100%
3i stake	-	49%	-	-
Economic Interest	100%	100%	100%	100%
Sanctioned Debt	4,132	1,490	650	2,340
Debt outstanding	4,059	1,210	580	1503
Supreme Equity (incl.3i)	1,820	590	280	600
Equity Infused (incl 3i)	1,790	590	280	600
Avg Toll Revenue/day for FY16 (Rs. Lakh)	9.19	9.99	3.01	8.27
Concession Period (years)	28.5	8.5	13.0	20.1
Project Road Length (Kms)	70.9	55.0	55.7	26.0
State	Maharashtra	Maharashtra	Punjab	Maharashtra
Awarding Authority	PWD	PWD	PIDB	PWD

All figures in ₹ Mn, unless otherwise mentioned. We estimate a traffic Growth of 5-7% with project and equity IRR of 18% and 21% respectively.

*MWB: Manor Wada Bhiwandi*  
*PNM: Patiala Nabha Malerkotla*  
*VB: Vasai Bhiwandi*

*NK: Ahmednagar Kopargoan*  
*KB: Kasheli bridge*



## BOT PORTFOLIO – March 2016

### UNDER CONSTRUCTION BOT PROJECTS



All Figures in Rs. Mn.

Particulars	PI	JRR	AKT	SS	HM	KM	NK Phase-I
Project Cost	12,060	10,450	6,382	3,840	997	1,030	2,890
Equity Stake	64%	40%	51%	46%	98%	74%	100%
3i Stake	-	-	49%	44%	-	-	-
Economic Interest	90%	40%	100%	90%	100 %	74%	100%
Sanctioned Debt	9,000	7,900	4,726	2,880	600	750	1,910
Debt outstanding	7,750	2,080	4,505	2,676	497	681	1,648
Supreme Equity (incl.3i)	3,060	1,020	1,655	960	397	280	980
Equity Infused (incl 3i)	2,714	1,205	1,630	955	340	300	930
Est. Toll revenue/day (Rs. Lakh)	45	35	18	9	4	4	14
Construction Period (mth)	30	21	36	24	24	18	12
Concession Period (years)	21	28	22.9	22.9	24	18	7.1
Project Road Length (Kms)	84	47	61.1	51	1.2	30	42
State	Maharashtra	Rajasthan	Maharashtra	Maharashtra	Maharashtra	Punjab	Maharashtra
Awarding Authority	NHAI	JDA	PWD	PWD	PWD	PPWD	PWD
EPC work allocation	Supreme/ Mahavir	Supreme	Supreme	Supreme	Supreme	Supreme	Supreme
Commercial operational date	Dec 16 *	Sep 17	Dec 16	Nov 16	Dec 16	Dec 16	Dec 16

All figures in ₹ Mn, unless otherwise mentioned.

PI: Panvel Indapur

Tembhurni SS: Sangli Shirol

JRR: Jaipur Ring Road

HM: Haji Malang

AKT: Ahmednagar Karmala

KM: Kotkapura - Muktsar

## Q1FY17 DETAILED FINANCIALS

### STANDALONE P&L STATEMENT



All Figures in Rs. Mn.

Particulars	Q1 FY17	Q1 FY16	YoY %	Q4 FY16	QoQ %
Income	2,242.3	4,355.1	(48.5)%	1,781.9	25.8%
Expenditure	1,867.4	3,596.6	(48.1)%	1,551.0	20.4%
<b>EBITDA</b>	<b>374.9</b>	<b>758.5</b>	<b>(50.6)%</b>	<b>230.9</b>	<b>162.4%</b>
<b>EBITDA%</b>	<b>16.7%</b>	<b>17.4%</b>		<b>13.0%</b>	
Depreciation	62.0	74.9	(17.1)%	76.8	(19.2)%
PBIT	312.8	683.6	(54.2)%	154.1	103.0%
Interest Cost	633.7	609.2	4.0%	639	(0.8)%
Other Income	180.6	118.6	52.3%	23.4	671.8%
Exceptional Item	(787.7)	0.0		410.1	
<b>PBT</b>	<b>(928.0)</b>	<b>193.0</b>	<b>(580.8)%</b>	<b>(51.3)</b>	<b>1708.9%</b>
Taxes	0.0	67.8	(100.0)%	140.7	(100.0)%
<b>PAT</b>	<b>(928.0)</b>	<b>125.2</b>	<b>(841.4)%</b>	<b>(192.1)</b>	<b>383.1%</b>
<b>PAT %</b>	<b>(41.4)%</b>	<b>2.9%</b>		<b>(10.8)%</b>	
Equity (mn shares)	25.7	25.7		25.7	
<b>EPS</b>	<b>(36.2)</b>	<b>5.0</b>		<b>(7.5)</b>	

# ANNEXURE

## OUR PROJECT PROFILE

### ON-GOING PROJECTS



- **Name – Gumla Road Construction**
- **Location – Gumla, Jharkhand**
- **Segment – Roads**
- **Project Size – Rs. 453.2 mn**
- **Client - Road Construction Division, Gumla.**
- **Project Description - Strengthening and widening of Sisai - Basia Road**



- **Name – IIT Mandi**
- **Location – Mandi, Himachal Pradesh**
- **Segment – Buildings**
- **Project Size – Rs. 1794.8 mn**
- **Client - CPWD.**
- **Project Description – Institute for IIT**

## OUR PROJECT PROFILE

### ON-GOING PROJECTS



- **Name – Mahanadi Institute of Coal Management**
- **Location – Bhubaneswar, Odisha**
- **Segment – Buildings**
- **Project Size – Rs. 1194.9 mn**
- **Client - NBCC**
- **Project Description - Construction of Mahanadi Institute of Coal Management at Bhubaneswar, Odisha.**



- **Name – Chakulia Matihani road**
- **Location - Jharkhand**
- **Segment – Roads**
- **Project Size – Rs. 271.6 mn**
- **Client - Road Construction Division, Ranchi**
- **Project Description - Widening of intermediate lane and Improvement of chakulia matihani road**

## OUR PROJECT PROFILE

### EXHIBITS OF COMPLETED PROJECTS DURING THE YEAR



- **Name – Prafulla Park – Pumping Station**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 193.2 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Construction of booster pumping station**



- **Name – Chetla Pumping Station- water projects**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 159.7 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Construction of 2.0 MG semi-underground reservoir-cum pumping stations.**

## OUR PROJECT PROFILE

### EXHIBITS OF COMPLETED PROJECTS DURING THE YEAR



- **Name – Power Distribution Station – Power Project**
- **Location - Thane**
- **Segment – Power**
- **Project Size – Rs. 1270.6 mn**
- **Client - MSEDCL**
- **Project Description – Construction of Power Sub-stations**



- **Name – Mukundapur – Water Project**
- **Location - Kolkata**
- **Segment – Water Infrastructure**
- **Project Size – Rs. 120.6 mn**
- **Client - Kolkata Municipal Corporation**
- **Project Description - Civil design & construction of 0.5 mg semi-underground reservoir-cum pumping station**



# COMPANY OVERVIEW

## ABOUT US



COMPANY OVERVIEW	<ul style="list-style-type: none"> <li>Supreme Infrastructure India Ltd (SIIL) is a diversified EPC player with presence across multiple EPC segments.</li> <li>Incorporated as Supreme Asphalts Pvt. Ltd in 1983 and started as a supplier of aggregates/asphalt to construction companies later moved up the value chain through forward integration into construction service</li> <li>Promoted by Mr.Bhawanishankar Sharma in 1983;Young and dynamic management team</li> </ul>
BACKWARD INTEGRATED MODEL	<ul style="list-style-type: none"> <li>Fully integrated in terms of raw material availability through ownership of quarries, crusher plants, ready mix concrete (RMC) and wet mix plants.</li> <li>One of the key highlights of the company's operations is its strategy of securing access to key raw materials required for construction—aggregates, RMC and asphalt resulting into Industry above EBIDTA Margins.</li> </ul>
WELL DIVERSIFIED GEOGRAPHIC & BUSINESS VERTICAL PRESENCE	<ul style="list-style-type: none"> <li>Diverse Execution capabilities through our EPC presence in 6 segments (Roads, Bridges, Buildings, Railways, Power and Water Infrastructure)</li> <li>Well diversified Geographic presence across 13 states across India – Projects in Haryana, Maharashtra, UP, Rajasthan, Punjab, WestBengal, Assam, Orrissa, Jharkhand</li> <li>Caters to variety of clientel across Government as well as Private segment ;worked for NHAI, MMRDA, CPWD, PWD, BMC, IndianRailways, Ramprastha Developers, Mundra Port, RNACorp, NBCC,etc</li> </ul>
ROBUST BOT PROJECT PORTFOLIO	<ul style="list-style-type: none"> <li>Current portfolio of 11 BOT project, of which 4 projects are already operational providing a current Toll of ~ Rs. 3.5 mn per day. Additional 4 projects expected to be operational within current year FY16.</li> <li>EPC component of the BOT projects to be executed by the parent company SIIL thus reducing the execution risk.</li> <li>Minimal implementation risk with 80-85% of land acquisition already in place. All the project routes are in key commercial corridors attracting huge industrial traffic with no alternate route available.</li> </ul>

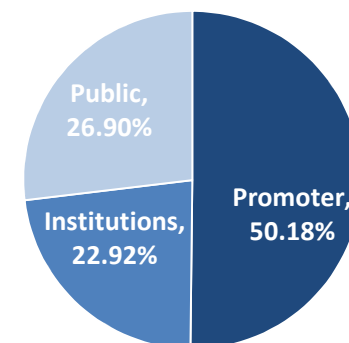


## COMPANY OVERVIEW

### SHAREHOLDING STRUCTURE



Category	Jun-16	Mar-16	Dec-15	Sept-15
Promoters	50.18%	50.68%	50.63%	49.00%
Institutions	22.92%	22.62%	22.56%	21.84%
Public	26.90%	26.70%	26.81%	29.16%
Total	100%	100%	100%	100%
Equity Capital (no. of shares)	25.70mn	25.70mn	25.70mn	25.70mn



Key Institutional Shareholders	% Holding
Kitara PIIN 1101	6.42%
ICICI Prudential	4.90%
Eastspring Investments	2.95%
Kotak Mahindra Ltd	2.78%
Premier Investment Fund	1.83%
Jupiter India Fund	1.17%
<b>Total</b>	<b>20.05%</b>

## COMPANY OVERVIEW

### MAJOR CLIENTELE



**NHAI**



**Punjab  
PWD**



**Airports Authority  
of India**



**MMRDA**



**BMC**



**JDA**



**PWD**



**Indian  
Railways**



**Mumbai  
Port Trust**



**MSEDCL\***



**Ramprastha**



**CPWD**



**Vodafone**



**DSIIDC**



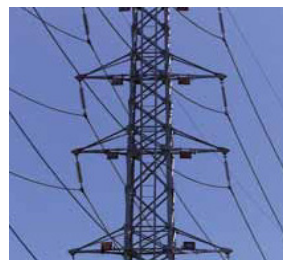
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# UNDERSTANDING OUR BUSINESS MODEL

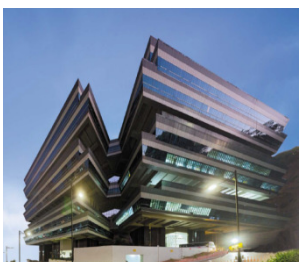
## STRONG EXECUTION CAPABILITIES ACROSS VERTICALS



- Segment – Roads
- Individual Bidding Qualification-Rs. 5,500 mn
- Order Book – Rs. 18,973 mn
- Scope of Work - construction, widening, strengthening, upgrading and maintenance of highways, carriageways and roads



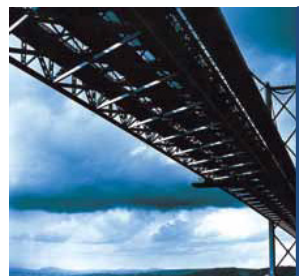
- Segment – Power
- Individual Bidding Qualification - Rs. 1,500 mn
- Order Book – Rs. 2,243 mn
- Scope of work – Power distribution - cable laying and installation of step-down & step-up voltage stabilizers on EPC basis



- Segment – Buildings
- Individual Bidding Qualification-Rs. 3,700 mn
- Order Book – Rs. 18,740 mn
- Scope of Work - Construction of Commercial buildings, Information Technology parks, hospitals, Residential Townships



- Segment – Water Infrastructure
- Individual Bidding Qualification - Rs. 500 mn
- Order Book – Rs. 4,908 mn
- Scope of Work - Design & construction of water pumping stations and water treatment plants. laying of distribution pipeline networks



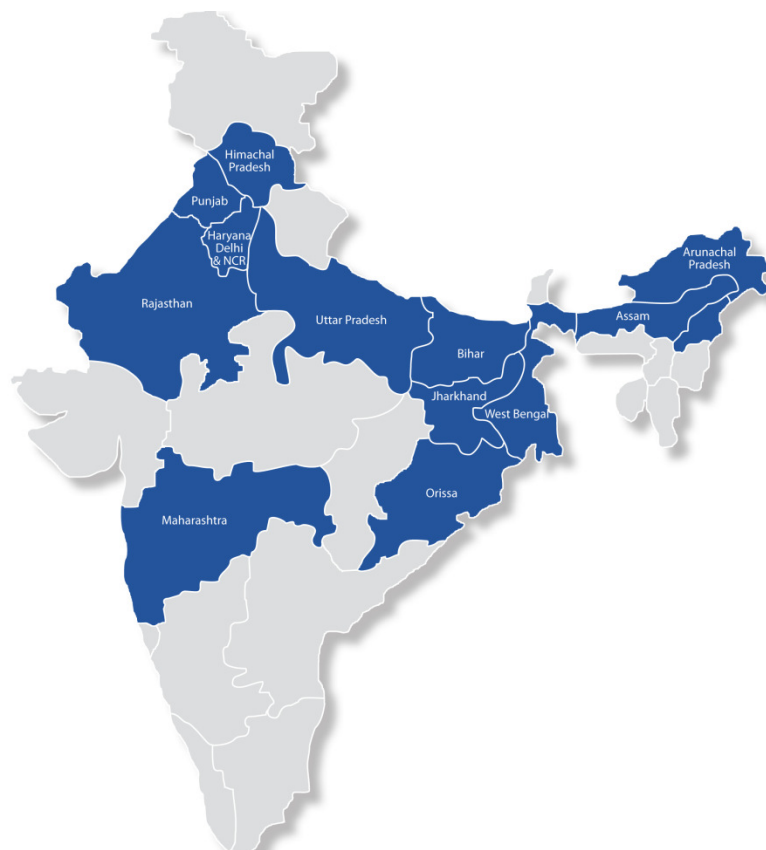
- Segment – Bridges
- Individual Bidding Qualification-Rs. 2,270 mn
- Order Book – Rs. 3,684 mn
- Scope of work – Bridges, Flyovers including Marine structures and Cable Bridges.



- Segment – Railways
- Individual Bidding Qualification - Rs. 1,200 mn
- Order Book – Rs. 413 mn
- Scope of Work - Construction of funicular railway bridges, extension of bridges, extension of platforms and construction of car sheds.

## UNDERSTANDING OUR BUSINESS MODEL

### DIVERSIFIED PRESENCE FOR SUSTAINABLE FUTURE GROWTH



- Evolved as a pan-India player with a presence across 13 states in India.
- Presence across 6 verticals in the EPC segment.
- Entire Raw material capex already set in all the key geographies.
- Best placed for Long term sustainable growth as Infrastructure development takes place across least developed states.

**Upcoming Tenders in next six months in the states where SIIL is present and shall be bidding ; Figures in crores**

State	Roads	Bridges	Water	Power	Total
Maharashtra	2,738	373	339	-	3,450
Rajasthan	2,153	-	538	-	2,691
Uttar Pradesh	3,041	17	-	887	3,945
Punjab	4,328	-	-	-	4,328
Himachal Pradesh	1,703	-	-	-	1,703
Jharkhand	782	-	-	-	782
Odisha	2,196	-	-	-	2,196
Others	249	-	-	-	249
<b>Total in Crores</b>	<b>17,190</b>	<b>389</b>	<b>877</b>	<b>887</b>	<b>19,343</b>

# UNDERSTANDING OUR BUSINESS MODEL

## RAW MATERIAL INTEGRATION

- Backward Integration for raw material availability through ownership of quarries, crusher plants, ready mix concrete (RMC) and wet mix plants.
- Reduces risk with Uninterrupted supply of Raw materials, and ensures Timely Execution of the projects.
- Improving efficiency and Logistic advantage resulting into significant cost saving.

### QUARRIES



- Padgha
- Panvel
- Kothputli
- Bichon
- Mohol
- Sundar Pahadi
- Sohar (Oman)

### CRUSHING PLANTS



• Powai	100 TPH
• Padgha	200 TPH
• Panvel	200 TPH
• Sangli	200 TPH
• Kothputli	250 TPH
• Bichon	250 TPH
• Mohol	250 TPH
• Sundar pahadi	300 TPH
• Sohar (Oman)	300 TPH

### RMC PLANTS



• Powai	75 Cum
• Padgha	75 Cum
• Gurgaon	30 Cum (1 Plant), 70 Cum (1 Plant), 1
• Delhi & NCR	30 Cum (2 Plants), 70 Cum (1 Plant)
• Hissar	30 Cum
• Ludhiana	30 Cum
• Talaja	30 Cum (2 Plants)
• Kolkata	20 Cum (3 Plants), 18 Cum (1 Plant)
• Jaipur	75 Cum
• Babina	30 Cum
• Pali	30 Cum

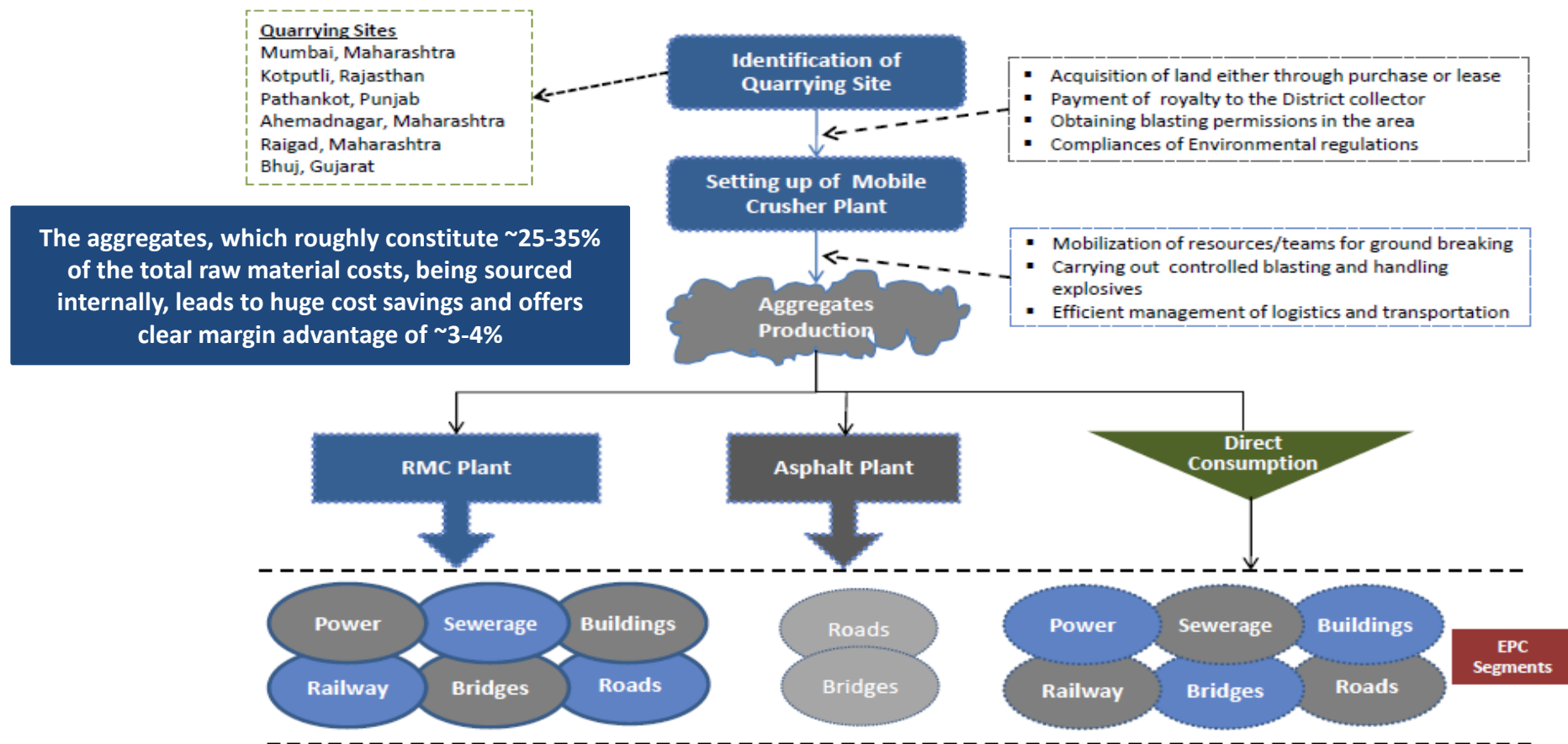
### ASPHALT PLANTS



• Padgha	200 TPH & 50 TPH
• Chakulja	60 TPH
• Panvel	160 TPH
• Karmaja (AKT)	160 TPH
• Sangli-Shiroli	160 TPH

# UNDERSTANDING OUR BUSINESS MODEL

## INTEGRATED EPC MODEL



For further details please contact :



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**Supreme Infrastructure India Ltd.**  
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