

15<sup>th</sup> January, 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 13<sup>th</sup> February, 2016 in respect of the unaudited financial results for the quarter ended 31<sup>st</sup> December, 2015.

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.***  
***Quarterly Investor Presentation***  
***Q3 & 9M FY16***  
***FEBRUARY 2016***

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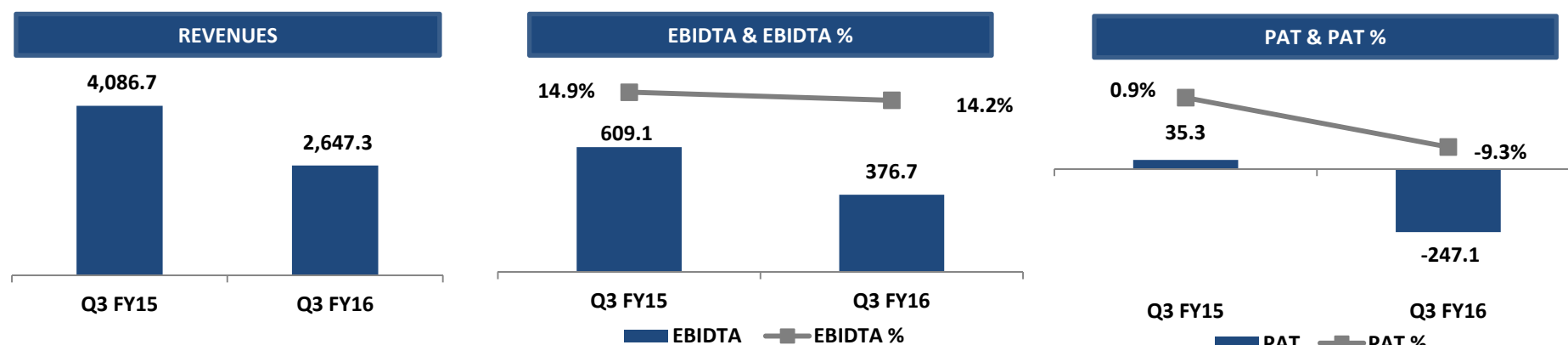
# DISCUSSION SUMMARY

- Q3 FY16 RESULT HIGHLIGHTS
- ORDER BOOK ANALYSIS
- BOT PROJECT UPDATE
- DETAILED FINANCIALS
- ANNEXURE
  - COMPANY OVERVIEW
  - PROJECT PROFILE

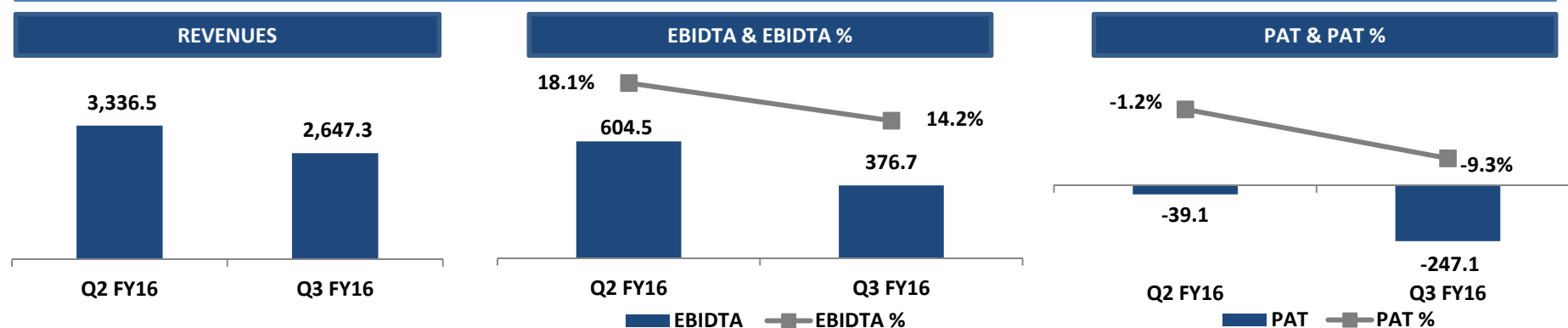


## Q3 FY16 – STANDALONE RESULT HIGHLIGHTS

### Q3 FY16 v/s Q3 FY15 (Fig in Rs. mn)



### Q3 FY16 v/s Q2 FY16



## Q3 FY16 – RESULT HIGHLIGHTS

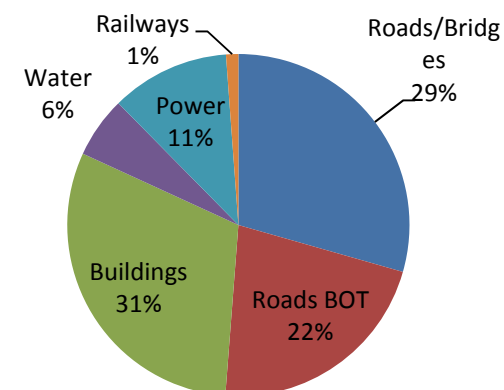


- For Q3 FY16 – Total Revenues from Operations decreased by 35.2% on a YoY basis and by 20.7% on a QoQ basis to Rs. 2,647.3 mn.
  - Decrease in revenue was mainly because during the current quarter execution of work remained slow due to temporary liquidity issue from certain clients
  - and also there was a slow progress in few of the major BOT projects.
- For Q3 FY16 – EBIDTA has decreased by 38.2 % on a YoY basis and 37.7% on a QoQ basis to Rs. 376.7 mn. EBIDTA Margins declined 67 bps on a YoY basis and 389 bps on a QoQ basis to 14.2%.
  - EBITDA Margins declined primarily because of no major claims materialized during the quarter and also on account of significant increase in other expenses on a QOQ basis
- For Q3 FY16 – Company has reported a PAT Loss of Rs. 247.1 mn mainly due to provisioning for the interest expenses.
- The PWD department has released compensation(of last 6 months) for the toll exemptions of cars.
- The company has bagged new orders worth 170 crores in Roads and Bridges.

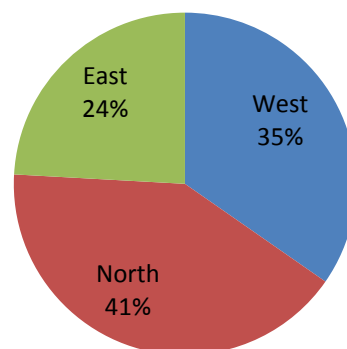
## ORDER BOOK UPDATE – 31<sup>st</sup> DECEMBER 2015

Order Book (In Rs. mn)	Total
Road / Bridges	12,740
Roads BOT	9,440
Buildings	13,270
Water	2,500
Power	4,860
Railways	500
<b>Total</b>	<b>43,310</b>

**Segmental Breakup**



**Order Book (Geography wise)**



## BOT PORTFOLIO - DECEMBER 2015

### OPERATIONAL BOT PROJECTS



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	1,890
Debt outstanding	3,936	1,271	599	1,730
Supreme Equity (incl.3i)	1,820	590	280	600
Equity Infused (incl 3i)	1,790	590	280	600
Avg Toll Revenue/day for Q3 FY16 (Rs. Lakh)	8.21	9.10	2.85	6.80
(includes compensation received from PWD)				
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 – DECEMBER 2015

### UNDER CONSTRUCTION BOT PROJECTS



Particulars	PI	JRR	AKT	SS	HM	KM	NK Phase-I
Project Cost	12,060	10,450	6,382	3,300	800	1,080	2,360
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	500	800	1,560
Debt outstanding	7,250	1,890	4,300	2,270	500	550	1,560
Supreme Equity (incl.3i)	3,060	1,020	1,655	960	300	280	800
Equity Infused (incl 3i)	2,600	1,240	1,630	900	330	280	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	June 16 *	Sept 17	May 16	Mar 16	June 16	Mar 16	Mar 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*

## DETAILED FINANCIALS

### STANDALONE P&L STATEMENT



Particulars	Q3 FY16	Q3 FY15	YoY %	Q2FY16	QoQ%	9MFY16	9MFY15	YoY %
Income	2,647.3	4,086.7	-35.2%	3,336.5	-20.7%	10,338.9	10,967.8	-5.7%
Expenditure	2,270.6	3,477.6	-34.7%	2,732.0	-16.9%	8,596.9	9,216.4	-6.7%
<b>EBITDA</b>	<b>376.7</b>	<b>609.1</b>	<b>-38.2%</b>	<b>604.5</b>	<b>-37.7%</b>	<b>1,742.0</b>	<b>1,751.4</b>	<b>-0.5%</b>
<b>EBITDA%</b>	<b>14.2%</b>	<b>14.9%</b>	<b>-67 bps</b>	<b>18.1%</b>	<b>-389 bps</b>	<b>16.8%</b>	<b>16.0%</b>	<b>88 bps</b>
Depreciation	76.7	92.1	-16.8%	77.7	-1.3%	229.2	283.7	-19.2%
PBIT	300.1	517.0	-42.0%	526.8	-43.0%	1,512.8	1,467.7	3.1%
Interest Cost	629.4	494.2	27.4%	609.8	3.2%	1,833.9	1,286.8	42.5%
Other Income	10.4	29.5	-64.8%	23.2	-55.2%	49.8	78.3	-36.3%
PBT	-319.0	52.3	-709.9%	-59.8	433.4%	-271.3	259.2	-204.7%
Tax	-71.8	17.0	-554.3%	-20.7	272.5%	-60.6	84.1	-172.1%
<b>PAT</b>	<b>-247.1</b>	<b>35.3</b>	<b>-784.6%</b>	<b>-39.1</b>	<b>-518.6%</b>	<b>-210.7</b>	<b>175.1</b>	<b>-220.3%</b>
<b>PAT %</b>	<b>-9.3%</b>	<b>0.9%</b>	<b>-1,000 bps</b>	<b>-1.2%</b>	<b>-797 bps</b>	<b>-2.0%</b>	<b>1.6%</b>	<b>-363 bps</b>
Equity (mn shares)	25.7	20.1	5.6	25.7	0.00	25.7	20.1	5.6
<b>EPS</b>	<b>-9.6</b>	<b>1.7</b>	<b>-647.2%</b>	<b>-1.5</b>	<b>518.6%</b>	<b>-8.2</b>	<b>8.7</b>	<b>-194.1%</b>

## DETAILED FINANCIALS FY15

### STANDALONE B/S STATEMENT



Particulars	FY 14	FY 15
<b>EQUITIES &amp; LIABILITIES</b>		
<b>Shareholder Funds</b>		
(A) Equity Share Capital	225.9	282.0
(B) Convertible Warrants	92.5	0.0
(C) Reserves & Surplus	6026.7	7442.6
<b>Total - Shareholder Funds</b>	<b>6345.1</b>	<b>7724.6</b>
<b>Non Current Liabilities</b>		
(A) Long Term Borrowings	1578.2	9442.6
(B) Deferred Tax Liabilities (Net)	0.0	0.0
(C) Long Term Provisions	49.0	55.3
<b>Total - Non – Current Liabilities</b>	<b>1627.2</b>	<b>9497.9</b>
<b>Current Liabilities</b>		
(A) Short term Borrowings	7551.0	6131.3
(B) Trade Payables	2173.3	1125.7
(C) Other Current Liabilities	4461.7	3607.6
(D) Short Term Provisions	458.2	362.5
<b>Total – Current Liabilities</b>	<b>14644.2</b>	<b>11227.0</b>
<b>GRAND TOTAL – EQUITIES &amp; LIABILITIES</b>	<b>22616.6</b>	<b>28449.5</b>

Particulars	FY 14	FY 15
<b>ASSETS</b>		
<b>Non Current Assets</b>		
(A) Fixed Assets	2,883.7	2,965.8
(B) Non-Current Investments	2,935.5	7,025.5
(C) Long Term Loans & Advances	4,843.3	3,893.8
(D) Other Non-Current Assets	1.6	0.0
(E) Deferred Tax Assets (Net)	14.8	85.4
<b>Total - Non – Current Assets</b>	<b>10,678.8</b>	<b>13,970.5</b>
<b>Current Assets</b>		
(A) Current Investments	17.0	23.5
(B) Inventories	870.0	854.6
(C) Trade Receivables	7,795.9	9,333.4
(D) Cash and Bank Balances	1,032.6	712.0
(E) Short Term Loans and Advances	1,225.6	1,919.2
(F) Other Current Assets	996.5	1,636.2
<b>Total – Current Assets</b>	<b>11,937.7</b>	<b>14,478.9</b>
<b>GRAND TOTAL – ASSETS</b>	<b>22,616.6</b>	<b>28,449.5</b>

# ANNEXURE

# COMPANY OVERVIEW

## ABOUT US



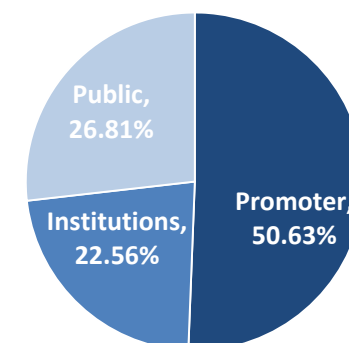
COMPANY OVERVIEW	<ul style="list-style-type: none"> <li>Supreme Infrastructure India Ltd (SIIL) is a diversified EPC player with presence across multiple EPC segments.</li> <li>Incorporated as Supreme Asphalts Pvt. Ltd in 1983 and started as a supplier of aggregates/asphalt to construction companies 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, West Bengal, Assam, Orissa, Jharkhand</li> <li>Caters to variety of clientele 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	Dec-15	Sept-15	Jun-15	Mar-15	Jan-15
Promoters	50.63%	49.00%	48.98%	50.76%	50.76%
Institutions	22.56%	21.84%	23.48%	24.76%	27.27%
Public	26.81%	29.16%	27.54%	24.48%	21.97%
Total	100%	100%	100%	100%	100%
Equity Capital (no. of shares)	25.69mn	25.69mn	25.69mn	25.69mn	25.69mn



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	1.67%
Jupiter India Fund	1.17%
Total	19.89%

# 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



Rolta

# UNDERSTANDING OUR BUSINESS MODEL

## STRONG EXECUTION CAPABILITIES ACROSS VERTICALS



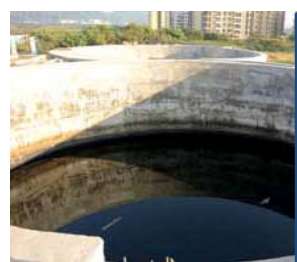
- Segment – Roads
- Individual Bidding Qualification-Rs, 5,500 mn
- Order Book – Rs. 18,973 mn
- Scope of Work - construction, widening, strengthening, upgrading and maintenance of highways, carriageways and roads



- 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.

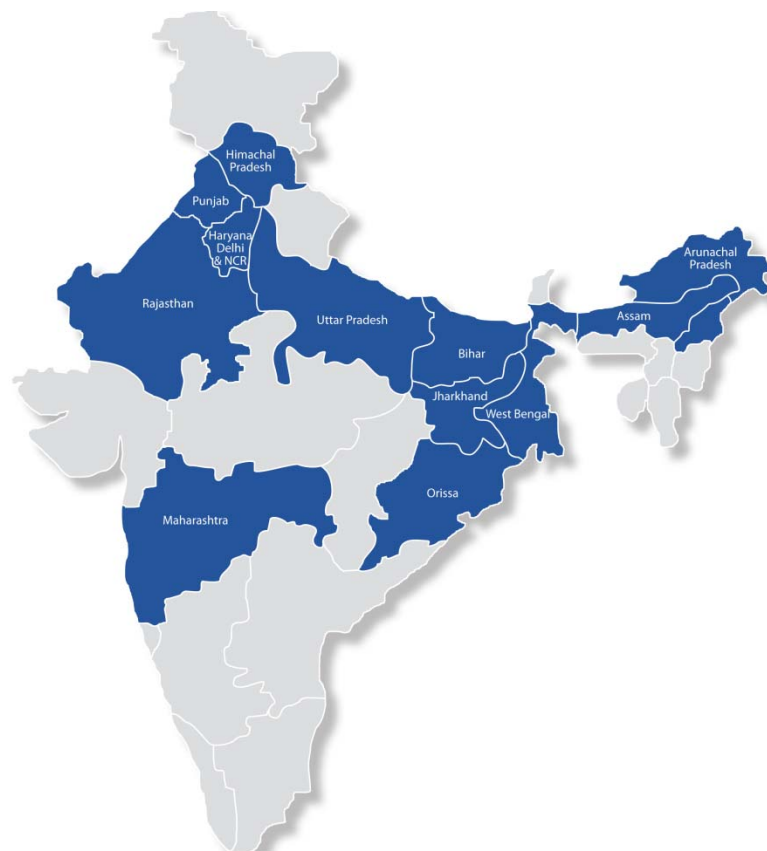


- Segment – Railways
- Individual Bidding Qualification - Rs. 1,200 mn
- Order Book – Rs. 413 mn
- Scope of Work - Construction of funicular railway bridges, extension of bridges, extension of platforms and construction of car sheds.



## 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.

#### Case study – Road segment

Recently, The Government has approved a Road Requirement Plan (RRP) for improvement of road connectivity in Left Wing Extremism (LWE) affected areas of 34 Districts in 8 States covering 5477 km length (1126 km NHs & 4351 km State Roads).

S. No.	State	No.	Length (in km)	Revised Cost (Rs. crore)
1	Andhra Pradesh	29	620	1245
2	Bihar	41	674	616
3	Chhattisgarh	53	2019	3045
4	Jharkhand	32	760	1213
5	Madhya Pradesh	7	237	237
6	Maharashtra	29	470	996
7	Orissa	14	615	949
8	Uttar Pradesh	3	74	131
<b>Total</b>		<b>208</b>	<b>5469</b>	<b>8432</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

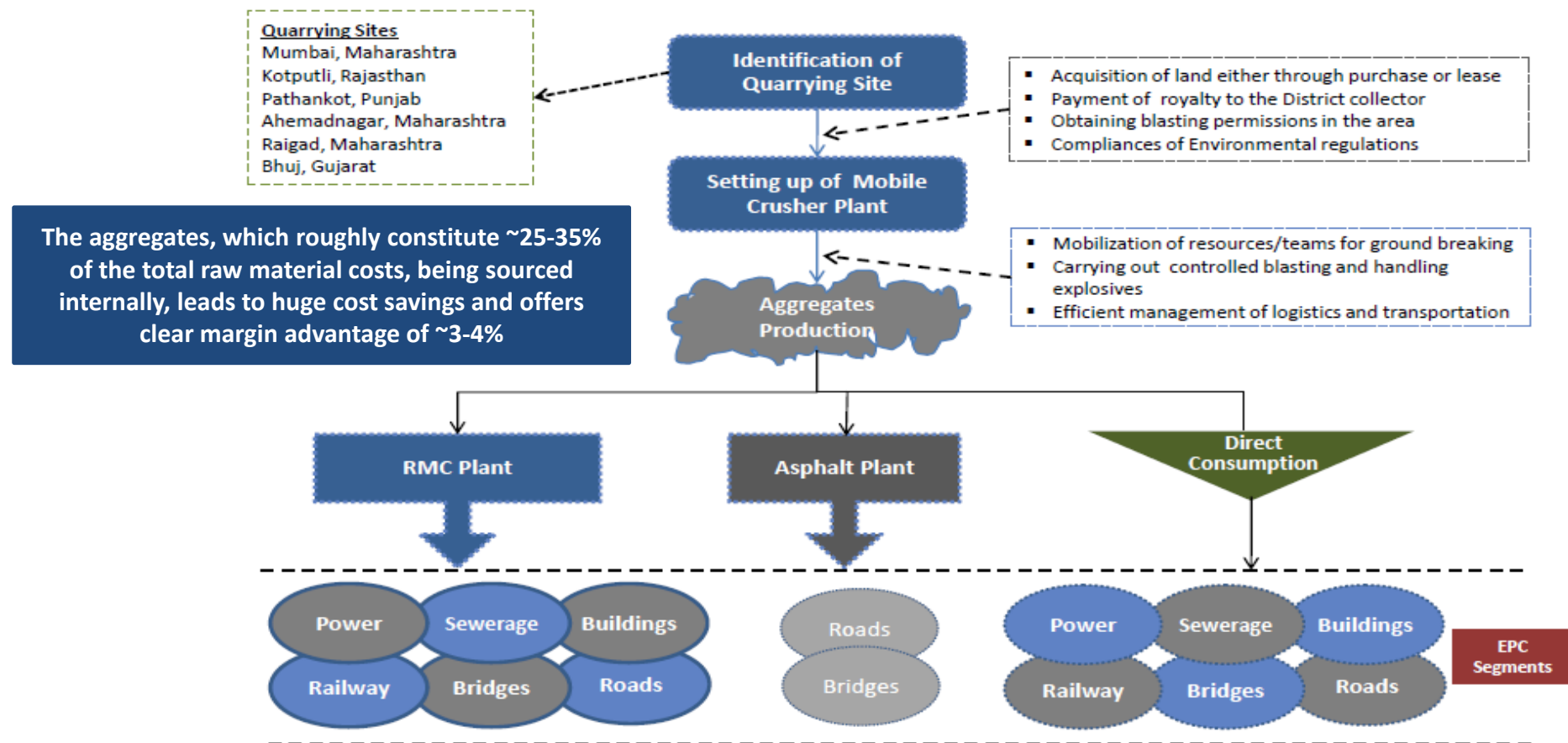
### ASPHALT PLANTS



• 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



## 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

### 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 – Saran to Gopalkanj Road project**
- **Location – Siwan, Bihar**
- **Segment – Roads**
- **Project Size – Rs. 713.0 mn**
- **Client - Saran Canal Division, Gopalganj Bihar**
- **Project Description - Construction of Pucca Road on Service Road of Saran Main Canal**