

September 09, 2016

|                                                                                                                                                                                                                                                              |                                                                                                                                                                        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>M/s. National Stock Exchange of India Limited</b><br>Regd. Office: "Exchange Plaza"<br>Bandra-Kurla Complex, Bandra (E)<br>MUMBAI – 400 051.<br>Ph : 022-2659 8235 / 36, 2659 8346<br>Fax : 022-6641 8124 / 25 / 26<br>022-2659 8237 / 38, 2659 8347 / 48 | <b>M/s. BSE Limited</b><br>Regd. Office: Floor 25, P J Towers, Dalal Street<br>MUMBAI – 400 001<br>Ph : 022-2272 1234 / 33<br>Fax : 022-2272 3121 / 1278 / 3577 / 1557 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Dear Sir,

**Sub:-** Media Release - Un-audited Financial Results for the Quarter ended 30<sup>th</sup> June, 2016 – Reg.

We send herewith enclosed a copy of the Media Release of the Company being released to the Media with regard to the Un-audited Financial Results of the Company for the Quarter ended 30<sup>th</sup> June, 2016.

This is for your kind information.

Thanking you,

Yours faithfully,  
For LANCO INFRATECH LIMITED



A. VEERENDRA KUMAR  
COMPANY SECRETARY

Encl: As above

**Lanco Infratech Limited**

**Corporate Office:** Lanco House, Plot # 397, Udyog Vihar, Phase -3, Gurgaon- 122 016, New Delhi Region, India.

T + 91 124 474 1000 F +91 124 474 1860/474 1878 E info@lancogroup.com

**Registered Office:** Lanco House, Plot # 4, Software Units Layout, HITEC City, Madhapur, Hyderabad - 500 081, Telangana, India.

T+91 40 4009 0400 F +91 40 2311 6127 E info@lancogroup.com

www.lancogroup.com

Corporate Identity Number: L45200TG1993PLC015545

*Lanco Infratech (LITL) today reported its financial performance for the quarter ended 30th June, 2016.*

*Result for the quarter ended 30th June 2016 are in compliance with Ind-AS notified by the Ministry of Corporate Affairs. Consequently, result for the quarter ended 30th June 2015 has been restated to comply with Ind-AS to make them comparable.*

*Highlights of the un-audited financial results as compared to the previous year are:*

#### CONSOLIDATED FINANCIAL PERFORMANCE

Rs. Mn

| Particulars                         | Q1 FY17 | Q1 FY16 | Change |
|-------------------------------------|---------|---------|--------|
| Gross Revenue*                      | 19,848  | 16,647  | 19%    |
| Reported Revenue                    | 17,280  | 15,695  | 10%    |
| Reported PAT                        | -4,489  | -3,163  | -42%   |
| Profit Eliminated                   | 1,026   | 80      | 1187%  |
| Adj. PAT* (PAT + Profit Eliminated) | -3,463  | -3,083  | -12%   |
| Cash Profit                         | -454    | -1,953  | 77%    |

\*adding back inter-segment elimination & other income to Reported Revenue

#### HIGHLIGHTS OF QUARTER'S PERFORMANCE (Consolidated)

- Gross Revenue before eliminations increased by 19% to Rs.19,848 Mn from Rs.16,647 Mn
- Cash loss of Rs.454 Mn vs. Cash loss of Rs.1,953 Mn.
- Adjusted EBITDA (Excluding Forex) increased by 54% to Rs.5,291 Mn from Rs.3,438 Mn
- Reported loss of Rs.4,489 Mn vs. loss of Rs.3,163 Mn.

#### HIGHLIGHTS OF QUARTER'S PERFORMANCE (Standalone)

- Gross Revenue increased by 39% to Rs.3,600 Mn from Rs.2,586 Mn
- Cash loss of Rs.1,058 Mn vs. Cash loss of Rs.1,037 Mn.
- Adjusted EBITDA (Excluding Forex) increased by 282% to Rs.1359 Mn from Rs.356 Mn
- Reported loss of Rs.1,278 Mn vs. loss of Rs.960 Mn.

#### KEY DEVELOPMENTS SINCE ANNOUNCEMENT OF Q4 FY16 RESULTS

- Kondapalli got Gas allocation of 3.11MMSCMD under reverse E-auction organised by Power ministry for Utilisation of Stranded Gas Based Generation Capacity, which will enable the company to generate 2.8Bn Units during the period Sept'16 to Mar'17.
- EPC order book (Power, Solar & Others) stands of Rs.267,938 Mn
- Both the toll projects (Devihalli & Hoskote) of about 163 km length, for which the Concession Agreements have been signed with the NHAI recorded highest quarterly Toll collection revenue in Q1 FY 17 since start of commercial operation



**Sector Wise Performance:**

Lanco is present in five sectors

1. EPC
2. Power
3. Solar
4. Natural Resources
5. Infrastructure and Property Development

The EPC sector and the power sector together contributed to 86% of the gross revenues.

- EPC & Construction sector contributed to 17% of the gross revenue
- Power sector contributed to 69% of the gross revenues.

**1. Power:**

Rs. Mn

| Particulars           | Q1 FY17 | Q1 FY16 | Change |
|-----------------------|---------|---------|--------|
| Revenue               | 13,778  | 12,560  | 10%    |
| Less: Power Trading   | 713     | 1,008   | -29%   |
| Net Revenue           | 13,065  | 11,552  | 13%    |
| EBITDA                | 4,307   | 3,681   | 17%    |
| Less: Power Trading   | 16      | 26      | -38%   |
| Adjusted EBITDA       | 4,291   | 3,655   | 17%    |
| Adj EBITDA Margin (%) | 33%     | 32%     |        |

- Total Outstanding Receivables of Rs.17,934 Mn from various State Electric Utilities as of June 2016

**Details of Power Projects under Operation for the Quarter**

| Projects      | Capacity | Units Generated | PAF  | PLF | Total Revenue | EBITDA   | PAT      | EBITDA Margin |
|---------------|----------|-----------------|------|-----|---------------|----------|----------|---------------|
|               | (MW)     | (MUs)           | %    | %   | (Rs. Mn)      | (Rs. Mn) | (Rs. Mn) |               |
| Kondapalli 1  | 368      | 113             | 97%  | 14% | 1,959         | 369      | -1,229   | 19%           |
| Kondapalli 2  | 366      | 0               | 100% | 0%  |               |          |          |               |
| Kondapalli 3A | 371      | 356             | 100% | 44% |               |          |          |               |
| Kondapalli 3B | 371      | 27              | 100% | 3%  |               |          |          |               |
| Amarkantak 1  | 300      | 635             | 98%  | 97% | 3,090         | 1,219    | 105      | 39%           |
| Amarkantak 2  | 300      | 624             | 96%  | 95% |               |          |          |               |
| Tanjore       | 120      | 152             | 100% | 58% | 457           | 53       | -3       | 12%           |
| Anpara        | 1200     | 2,317           | 98%  | 88% | 7,505         | 2,619    | 396      | 35%           |
| Total         | 3,396    | 4,224           | 98%  | 57% | 13,010        | 4,260    | -730     | 33%           |

**NETS (Power Trading)**

For the Quarter

- Total 347 MUs traded at an average realization rate of Rs.3.71/Kwh.

**Status of Power Projects under Construction as of June'16**

| Projects       | Capacity     | Cost Incurred   | Debt            | Equity        | % Completion |
|----------------|--------------|-----------------|-----------------|---------------|--------------|
|                | (MW)         | (Rs Mn)         | (Rs Mn)         | (Rs Mn)       | %            |
| Amarkantak 3&4 | 1320         | 86,289          | 71,300          | 15,329        | 78%          |
| Vidarbha       | 1320         | 47,238          | 37,730          | 9,510         | 46%          |
| Babandh        | 1320         | 65,074          | 53,713          | 11,235        | 62%          |
| Teesta         | 500          | 34,663          | 16,609          | 13,670        | 52%          |
| Mandakini      | 76           | 8,994           | 6,782           | 2,212         | 68%          |
| <b>Total</b>   | <b>4,536</b> | <b>2,42,257</b> | <b>1,86,133</b> | <b>51,956</b> |              |

**2. EPC**

| Particulars           | Rs. Mn  |         |        |
|-----------------------|---------|---------|--------|
|                       | Q1 FY17 | Q1 FY16 | Change |
| Revenue               | 3,455   | 2,370   | 46%    |
| Forex (loss)/Gain     | 12      | 334     | -97%   |
| EBITDA                | 1,192   | 557     | 114%   |
| Adjusted EBITDA       | 1,180   | 223     | 430%   |
| Adj EBITDA Margin (%) | 34%     | 9%      |        |

**Order Book:**

- Current EPC order book stands at Rs.231,469 Mn (Excluding Solar EPC)
- Internal Projects constitute ~82% of the Power and Construction EPC Order book

**3. Solar:**

- Solar Generation consists of 46 MW

| Particulars           | Rs. Mn  |         |        |
|-----------------------|---------|---------|--------|
|                       | Q1 FY17 | Q1 FY16 | Change |
| Revenue               | 722     | 577     | 25%    |
| Forex (loss)/Gain     | -25     | -29     | -15%   |
| EBITDA                | 285     | 244     | 17%    |
| Adjusted EBITDA       | 310     | 273     | 13%    |
| Adj EBITDA Margin (%) | 43%     | 47%     |        |

- Solar EPC: Order Book of Rs.36,468 Mn with 60% orders from external parties.

#### 4. Natural Resources:

##### Griffin Coal

Production for quarter was 0.62 MT vs 0.49 MT in Q1FY16. Sales for the quarter was 0.59 MT vs. 0.49 MT in Q1FY16.

- Average realization for the quarter was ~AUD 42.1 per ton vs. ~AUD 41.3 per ton in Q1FY16.

| Particulars           | Rs. Mn  |         |        |
|-----------------------|---------|---------|--------|
|                       | Q1 FY17 | Q1 FY16 | Change |
| Revenue               | 1,230   | 996     | 24%    |
| Forex (Loss)/Gain     | -931    | 75      | -1341% |
| EBITDA                | -764    | -325    | -135%  |
| Adj EBITDA            | 167     | -400    | 142%   |
| Adj EBITDA Margin (%) | 14%     | -40%    |        |

#### 5. Property Development & Infrastructure

Property development consists of the Lanco Hills project at Hyderabad, which is the only Real estate venture of the Group. During the quarter, Lanco Hills recorded revenue of Rs.401 Mn during Q1 FY17 against Rs.102 Mn in Q1 FY 16.

Under infrastructure, Current portfolio consists of highway projects of about 163 km length, for which the Concession Agreements have been signed with the National Highway Authority of India (NHAI):

- Both the toll projects recorded highest quarterly Toll collection revenue in Q1 FY 17 since start of commercial operation

|                                                      | Distance | Status                                                                                |
|------------------------------------------------------|----------|---------------------------------------------------------------------------------------|
| Neelamangla Junction (Bangalore) – Devihalli (NH-48) | 82 km    | Toll collection revenue at Rs.160 Mn during the quarter against Rs.119 Mn in Q1 FY 16 |
| Bangalore – Hoskote – Mulbagal (NH-4)                | 81 Km    | Toll collection revenue at Rs. 167 Mn during the quarter against Rs.149 Mn in Q1 FY16 |

| Particulars       | Rs. Mn  |         |        |
|-------------------|---------|---------|--------|
|                   | Q1 FY17 | Q1 FY16 | Change |
| Revenue           | 745     | 375     | 99%    |
| EBITDA            | 381     | 177     | 116%   |
| EBITDA Margin (%) | 51%     | 47%     |        |



**About Lanco**

Lanco Infratech Limited, one of the India's largest integrated infrastructure developers, is headquartered in New Delhi Region and has employee strength of over 3,500. It has subsidiaries and divisions across a synergistic span of 5 Business verticals. These include EPC, Power, Natural Resources, Solar and Infrastructure.

Lanco Infratech's projects, both operational and under construction & Development, are spread across India. At present, the power portfolio includes an installed capacity of 3,465 MW and another 5,956 MW under various stages of Construction & Development.

The EPC division of the company is executing various orders worth more than Rs.267,930 Mn. A member of UN Global Compact, Lanco Infratech is recognised for its Corporate Social Responsibility initiatives led by the Lanco Foundation.

