



## MEP INFRASTRUCTURE DEVELOPERS LIMITED

Q2 & H1 FY16 Results Update

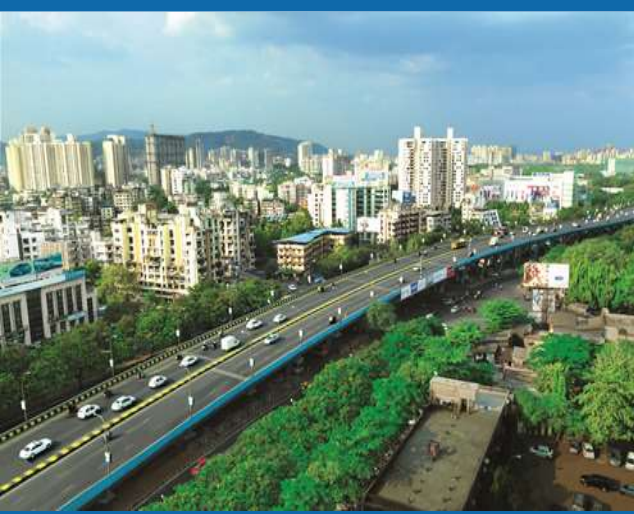
9 November 2015

*This presentation and the following discussion may contain “forward looking statements” by MEP Infrastructure Developers Limited (“MEPIDL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of MEPIDL about the business, industry and markets in which MEPIDL operates.*

*These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond MEPIDL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.*

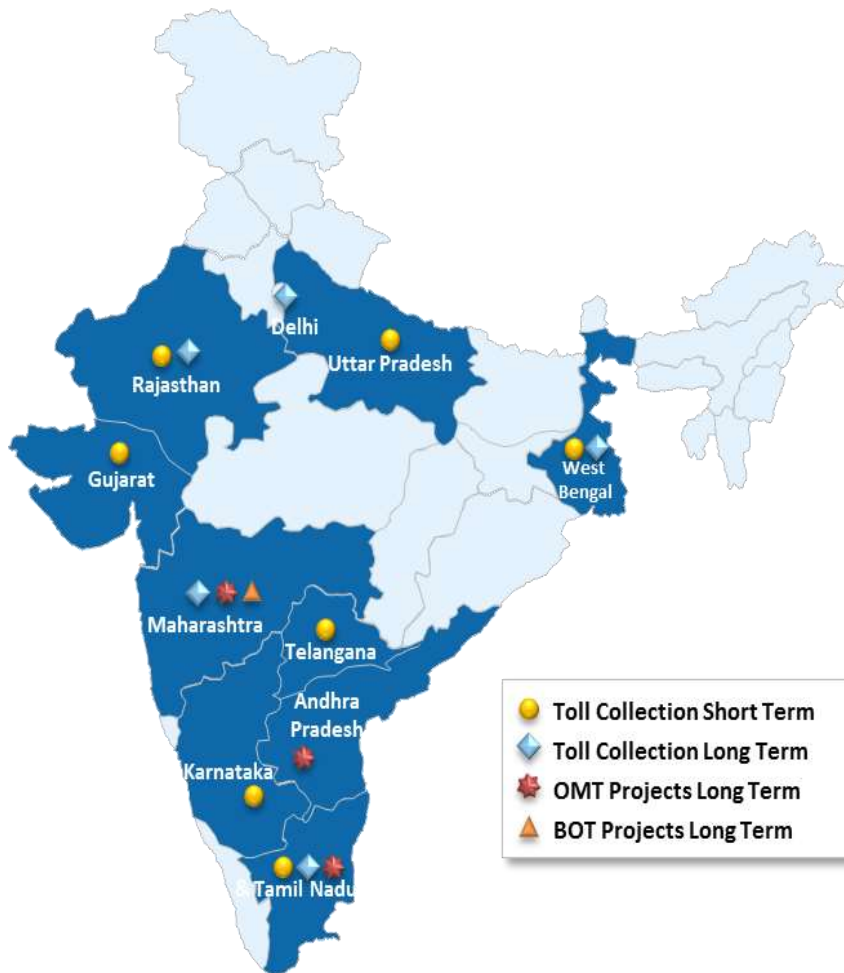
*Such statements are not and should not be construed as a representation as to future performance or achievements of MEPDIL. In particular, such statements should not be regarded as a projection of future performance of MEPIDL. It should be noted that the actual performance or achievements of MEPIDL may vary significantly from such statements.*

- Business Overview – Our Presence and Projects Update**
- Q2 & H1 FY16 Results Update**
- Company Overview**
- Sustainable Competitive Advantages**



**Business Overview – Our Presence and Projects Update**

## Current Portfolio Across Ten States In India



## Project Mix as on 30<sup>th</sup> September 2015

Location	OMT	Long Term Toll	Short Term Toll	BOT	Total
Maharashtra	2	3	-	1	6
Tamil Nadu	2	1	1	-	4
Telangana	-	-	1	-	1
Karnataka	-	-	1	-	1
Rajasthan	-	1*	1	-	2
Gujarat	-	-	1	-	1
Uttar Pradesh	-	-	1	-	1
West Bengal	-	1	1	-	2
Andhra Pradesh	1	-	-	-	1
Delhi	-	1	-	-	1
<b>Total</b>	<b>5</b>	<b>7</b>	<b>7</b>	<b>1</b>	<b>20</b>

Company's ability to manage multiple projects across different geographies provides a significant advantage to efficiently manage its growth and expansion

\* Phalodi Ramji Project was re-awarded as short term toll collection project on 17<sup>th</sup> September 2015.

## Project Additions

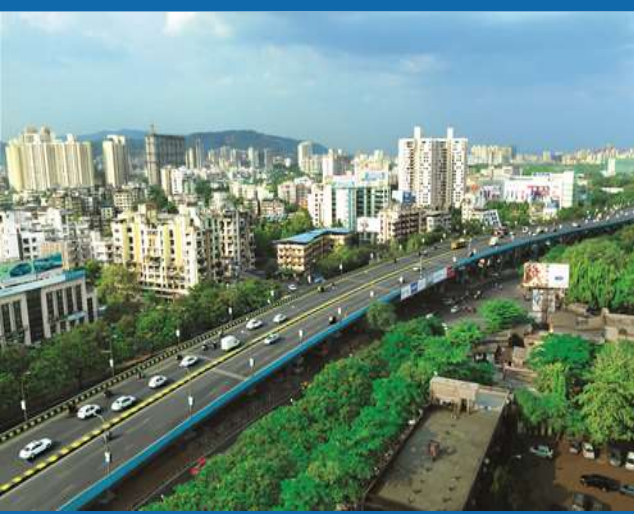
Sr. No	Name of Project	State	Name of Authority	Type	COD	Tenor	Payment to Authority (Rs Mn)
1	Gurav	Uttar Pradesh	NHAI	Short Term toll Collection	22 <sup>nd</sup> July 2015	1 year	594.0
2	Phalodi to Ramji Toll Plaza*	Rajasthan	RIDCOR	Short Term toll Collection	17 <sup>th</sup> September 2015	1 year	437.9
3	Surajbari Toll Plaza	Gujarat	NHAI	Short Term Toll Collection	12 <sup>th</sup> October 2015	1 year	740.7
4	Semri Toll Plaza	Gujarat	NHAI	Short Term Toll Collection	28 <sup>th</sup> October 2015	1 year	400.0

## Projects Exited

Sr. No	Name of Project	State	Name of Authority	Type	COD	Tenor	Payment to Authority (Rs Mn)
1	Chameri	Uttar Pradesh	NHAI	Short Term Toll Collection (Exited on 27 July 2015)	28 <sup>th</sup> January 2014	1 year	406.8

\* Phalodi Ramji Project , previously a long term project was re-awarded as short term toll collection project on 17<sup>th</sup> September

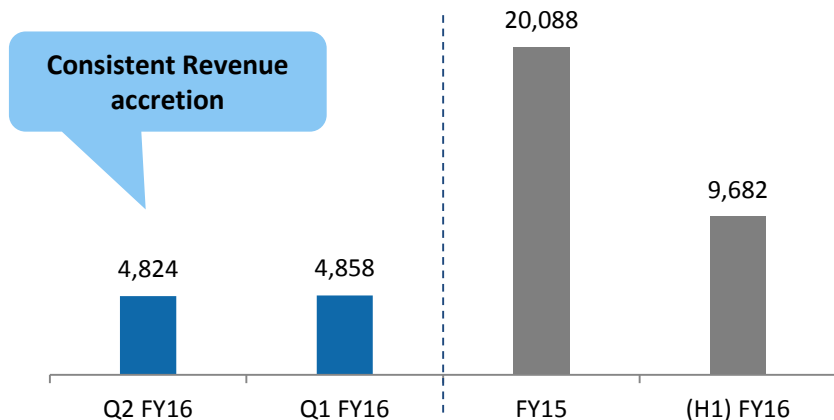




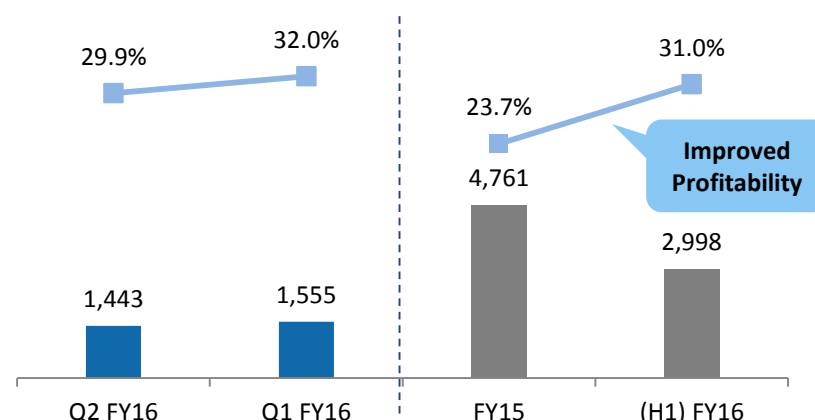
Q2 & H1 FY16 Results Update

In Rs Mn

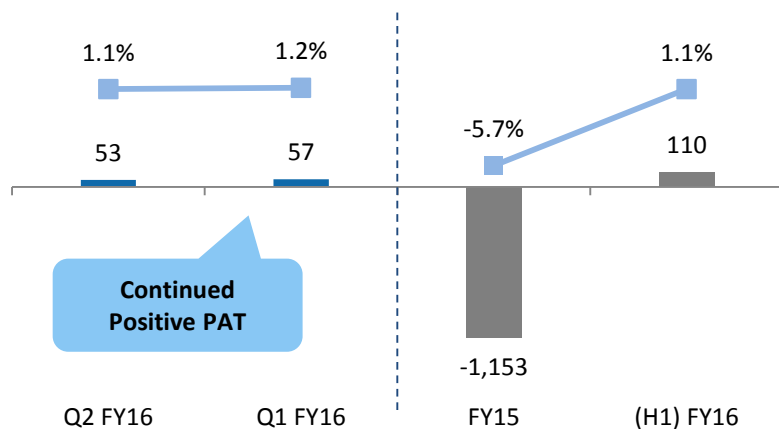
## REVENUE FROM OPERATIONS



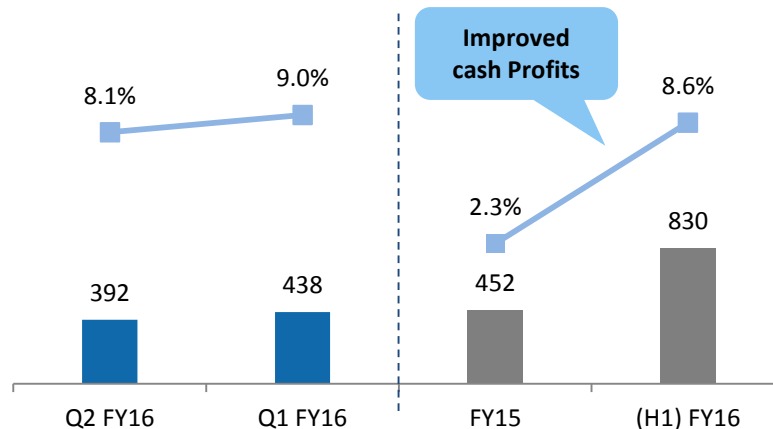
## EBITDA & EBITDA MARGIN



## PAT & PAT MARGIN

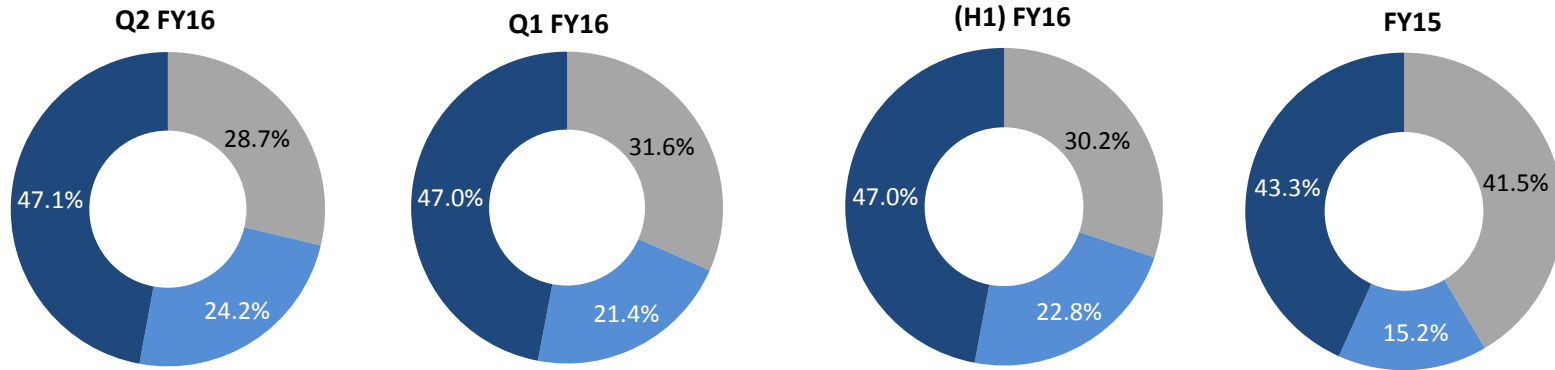


## CASH PROFIT & CASH PROFIT MARGIN



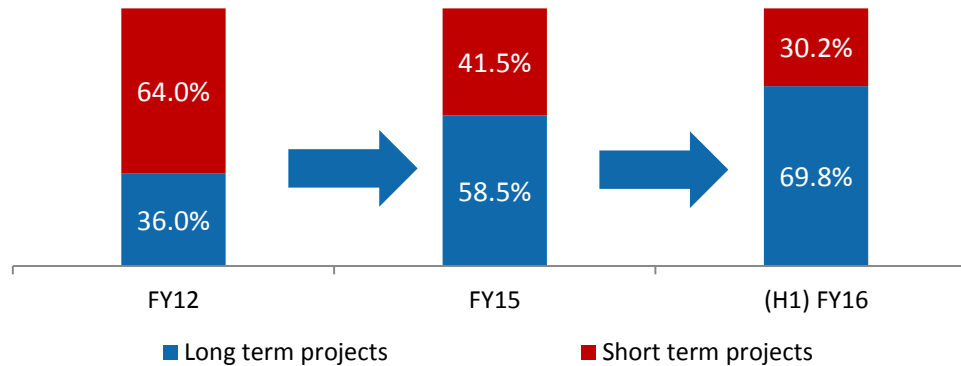


## REVENUE BREAKUP



■ Long Term - OMT    
 ■ Long Term – Toll Collection    
 ■ Short Term – Toll Collection

## Focus On Increasing Revenue Contribution From Long Term Projects



# Long Term Projects Details



In Rs Mn

Key Long Term Projects	Type	Q2 FY16		Q1 FY16		(H1) FY16		FY15	
		Revenues	% Contribution to revenues	Revenues	% Contribution to revenues	Revenues	% Contribution to revenues	Revenues	% Contribution to revenues
MEPIPL	OMT	1,003	20.80%	1,010	20.79%	2,013	20.79%	3,798	19.14%
Madurai – Kanyakumari	OMT	401	8.32%	404	8.32%	805	8.31%	1,591	7.92%
Kini Tasawade	Toll Collection	391	8.11%	391	8.05%	782	8.08%	1,226	6.18%
Hyderabad – Bangalore	OMT	351	7.27%	326	6.71%	677	6.99%	1,298	6.54%
Delhi Entry Point (SMYR)	Toll Collection	348	7.21%	186	3.83%	534	5.52%	0	0.00%
Rajiv Gandhi Sea link	OMT	278	5.77%	270	5.56%	548	5.66%	897	4.52%
Chennai Bypass	OMT	223	4.62%	259	5.33%	482	4.98%	1,041	5.25%
Phalodi Ramji (RIDCOR)	Toll Collection	183	3.79%	190	3.91%	373	3.85%	677	3.41%
Vidyasagar Setu	Toll Collection	163	3.39%	157	3.23%	321	3.32%	647	3.26%
Kalyan Shilphata*	Toll Collection	49	1.01%	83	1.71%	132	1.36%	370	1.86%
IRDP Solapur	Toll Collection	31	0.64%	32	0.66%	63	0.65%	103	0.52%
BTPL	BOT	16	0.34%	15	0.31%	32	0.33%	59	0.30%
Nagzari	Toll Collection	-	-	-	-	-	-	38	0.20%
<b>TOTAL</b>		<b>3,438</b>	<b>71.26%</b>	<b>3,323</b>	<b>68.41%</b>	<b>6,762</b>	<b>69.84%</b>	<b>11,746</b>	<b>58.47%</b>

\*The revenue has reduced on account of exemption to cars for which the compensation to the tune of Rs 38 mn has been set off against concession fees to the authority.

# Consolidated P&L Statement



Particulars (Rs. Mn)	Q2 FY16	Q1 FY16	QoQ %	(H1) FY16	FY15
<b>Total Revenues from Operations</b>	<b>4,824</b>	<b>4,858</b>	<b>-0.7%</b>	<b>9,682</b>	<b>20,088</b>
Other Income	97	93	4.4%	189	325
Operating and Maintaining Expenses	3,207	3,137	2.2%	6,344	14,570
Employee Expenses	179	171	4.9%	350	716
Other Expenses	92	88	5.0%	179	366
<b>EBITDA</b>	<b>1,443</b>	<b>1,555</b>	<b>-7.2%</b>	<b>2,998</b>	<b>4,761</b>
<b>EBITDA Margin (%)</b>	<b>29.9%</b>	<b>32.0%</b>	<b>-209 bps</b>	<b>31.0%</b>	<b>23.7%</b>
Depreciation	427	437	-2.3%	865	1,799
Finance Costs	942	973	-3.2%	1,914	4,036
<b>PBT</b>	<b>74</b>	<b>145</b>	<b>-48.8%</b>	<b>219</b>	<b>-1,075</b>
Taxes	21	88	-75.9%	109	78.67
<b>PAT before Minority Interest</b>	<b>53</b>	<b>57</b>	<b>-7.0%</b>	<b>110</b>	<b>-1,153</b>
Minority Interest	0	0	-	0	0
<b>PAT</b>	<b>53</b>	<b>57</b>	<b>-7.0%</b>	<b>110</b>	<b>-1,153</b>
<b>PAT Margin (%)</b>	<b>1.1%</b>	<b>1.2%</b>	<b>-7 bps</b>	<b>1.1%</b>	<b>-5.7%</b>

# Consolidated Balance Sheet



Particulars (Rs. Mn)	(H1) FY16	FY15
<b>Equities &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	1,626	1,115
Reserves & Surplus	-727	-3,379
<b>Total Shareholder's Funds</b>	<b>899</b>	<b>-2,264</b>
Share Application Money	-	-
Minority Interest	-	-
<b>Non-Current Liabilities</b>		
Long-term Borrowings	27,478	29,568
Other Long-term Liabilities	1,044	1,044
Long-term Provisions	27	23
<b>Current Liabilities</b>		
Short-term Borrowings	1,960	2,072
Trade Payables	2,850	2,663
Other Current Liabilities	2,502	3,247
Short-term Provisions	5	5
<b>Total Equity &amp; Liabilities</b>	<b>36,764</b>	<b>36,356</b>

Particulars (Rs. Mn)	(H1) FY16	FY15
<b>Assets</b>		
<b>Non-Current Assets</b>		
Fixed Assets	20,964	21,723
Non-Current Investments	216	216
Deferred Tax Assets (net)	1,069	942
Long-term Loans & Advances	9,781	8,934
Other Non-Current Assets	412	387
<b>Current Assets</b>		
Current Investments	-	106
Trade Receivables	215	258
Cash & Bank Balance	1,392	1,348
Short-term Loans & Advances	1,962	1,812
Other Current Assets	752	630
<b>Total Assets</b>	<b>36,764</b>	<b>36,356</b>

### FINANCIAL UPDATE:

- Q2 FY16 Revenues remained flat at Rs 4,824 mn compared to Rs 4,858 mn in Q1 FY16 due to
  - Monsoon.
  - Reduction in short term toll collection due to completion of 2 short term tolling projects.
  - Revenue contribution from SMYR being relatively lower, owing to traffic restrictions for Independence day celebrations and festivities.
- Q2 FY16 EBITDA margin compressed to 29.9% from 32.0% in Q1 FY16 due to –
  - Negative impact of WPI, affecting toll rates.
  - Monsoons impacting the O&M costs.
- EBITDA margins in H1FY16 stood higher at 31.0% compared to 23.7% in FY15 (up 730 bps) largely due to toll rate hike on MIPL, implementation of weight based tolling and increase in overall traffic.
- Q2 FY16 PAT was flat at Rs 53 mn compared to Rs 57 mn in Q1 FY16.
- The Company continued to generate cash profit of Rs 391 mn during Q2 FY16 and cumulative cash profit of Rs 830 mn during H1 FY16.
- The Company announced a dividend of 1% per share.

## Short Term Toll Collection Projects

Sr. No	Name of Authority	Annual Potential Toll Collection (Rs Mn)	Tenor	Number of Projects Currently Available
1	NHAI	5,379.9	1 year	16
2	RSRDC	31.5	1 year	1
	<b>Total</b>	<b>5,411.4</b>		<b>17</b>

## Long Term Toll Collection Projects

Sr. No	Name of Authority	Annual Potential Toll Collection (Rs Mn)	Tenor	Number of Projects Currently Available
1	RSRDC	154.5	2 years	1
2	MSRDC	178.0	3 years	1
	<b>Total</b>	<b>332.5</b>		<b>2</b>



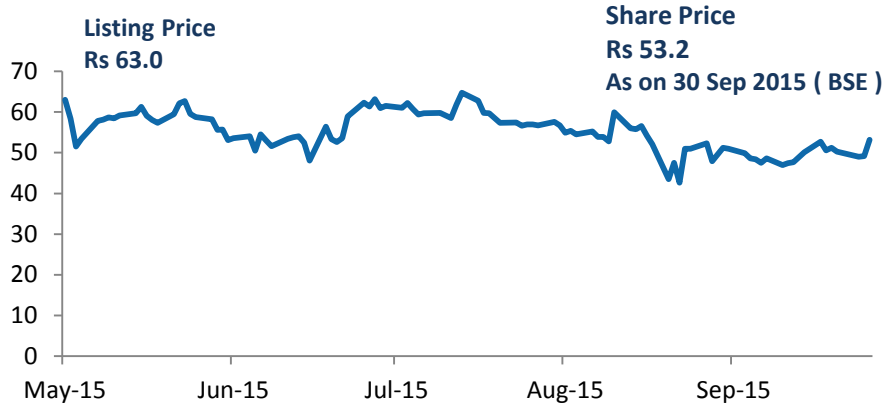
### Monetisation of fresh / new road assets:

- The NHAI along with MORTH plans to award fresh projects of ~ 15,000 km worth Rs 3 trillion during FY16 and FY17 through the BOT, EPC and Hybrid Annuity.
- Over 80% of the future projects are proposed to be under EPC and Hybrid Annuity routes.
  - During FY16, the NHAI has identified 12 road projects having length of ~ 576 km and requiring an investment of ~ Rs 159 bn across Delhi, Uttar Pradesh, Himachal Pradesh, Jharkhand and Maharashtra.
  - For FY17, the NHAI has identified additional 15 road projects having length of ~ 1,105 km and requiring an investment ~ Rs 122 bn.
- \*Further, to support the funding requirement of Rs 1,500 bn for investing into the road sector, the Government through the MORTH and NHAI are planning to monetise their existing road assets, through securitization of long term tolling contracts. The Government envisages to raise ~ Rs 500 – 600 bn through this monetisation process.
- Hence, this shall provide a significant opportunity for specialised OMT and Tolling operators.

\*(Refer Link to [Investment Opportunities in Indian Highways Sector – Monetisation of Public Funded National Highway Projects - MoRTH website](#))

# Shareholding Structure

## Share Price Performance



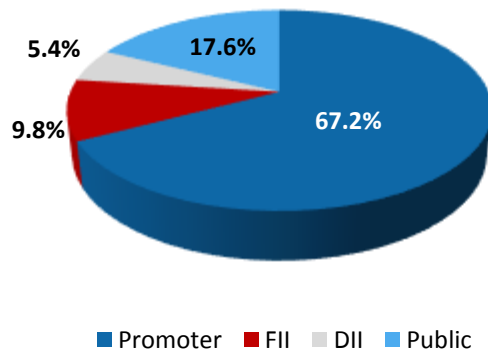
## Market Data

As on 30.09.2015 (BSE)

Market Capitalization (Rs mn)	8,591.8
No. of shares outstanding (mn)	162.6
Face Value (Rs)	10.0
52 week High-Low (Rs)	41.2 - 67.0

Source – BSE

## % Shareholding – 30.09.2015



Source – BSE

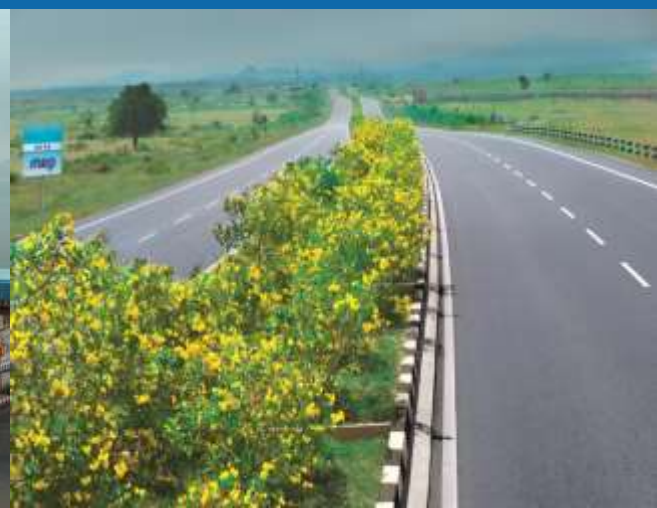
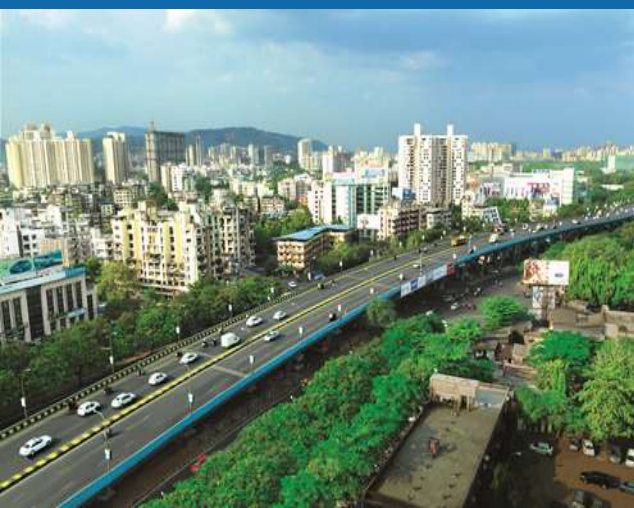
## Key Institutional Investors – 30.09.2015

% Holding

EM Resurgent Fund	7.52%
HDFC MF*	4.25%
Reliance Small Cap Fund	1.12%
Prime India Opportunity Ltd	1.08%
Sunidhi Capital Pvt Ltd	1.13%
Orange Mauritius Investments	1.16%

Source – BSE

\* HFDC MF share has increased to 8.86% from 14<sup>th</sup> October 2015



## Company Overview

## Leading Player In Toll Collection & OMT Projects

- MEPIDL is the leading player in OMT and Toll Collection in India <sup>(1)</sup>.
- Commenced operations in 2002 - toll collection at the five Mumbai Entry Points for 8 years.
- Progressed into winning one of the largest OMT contracts at the Mumbai Entry Points – toll collection at the five Mumbai Entry Points and maintenance of 27 flyovers and certain allied structures in Mumbai for a period of 16 years until 2026.

## Strong Execution Experience

- Successful operational experience of over 13 years.
- Pan India presence across 10 states.
- Executed more than 100 projects.
- Completed 85 projects including 147 toll plazas and 943 lanes.
- 20 projects are operational as on 30<sup>th</sup> September 2015 –
  - 13 long term and short term toll collection projects (25 toll plazas) in 10 states.
  - 1 long term toll collection project of Delhi Entry Points with 124 toll plazas (Company operating 22 plazas).
  - 5 long term OMT projects (covering 2,530 lane kms and 15 toll plazas).
  - 1 long term BOT project (covering 42 lane kms and 5 toll plazas).
  - Phalodi Ramji Project was re-awarded as short term toll collection project on 17<sup>th</sup> September 2015.

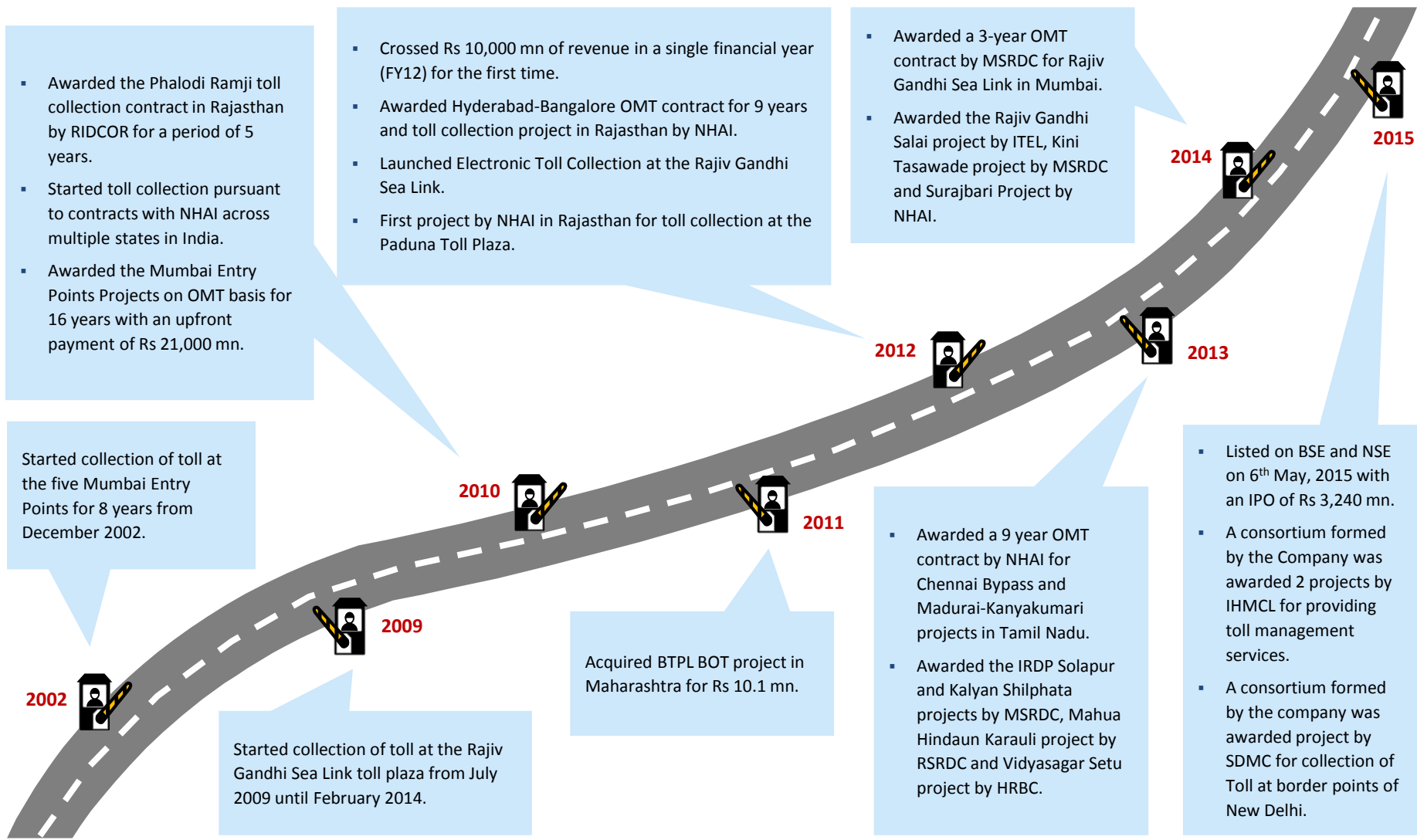


## Strong Qualifications & Capabilities

- Pre-qualified by NHAI and various statutory corporations and government companies for Bidding in Tolling and OMT Space.
- Strong relationships with various statutory and government companies, primarily NHAI, MSRDC, RSRDC, RIDCOR, MJPRCL and HRBC.
- Strong promoter and management team capabilities.
- Strong workforce as on 30<sup>th</sup> September 2015 –
  - ~ 3,307 employees in Tolling and Maintenance activities.
  - ~ 1,076 contract workforce at various toll plazas.

(1) Source: Assessment of Operate-Maintain-Transfer (OMT) and Toll Collection Market for Road Projects in India” dated June 2014, by CRISIL Limited.

# Company Overview: Key Milestones



# Company Overview: Long Term OMT Projects



	Madurai – Kanyakumari	Hyderabad - Bangalore	Chennai Bypass	Rajiv Gandhi Sea link	Mumbai Entry Points
<b>Description</b>	Four lane carriage way located on NH-7, which is a major highway running through U.P, M.P, Maharashtra, Andhra Pradesh, Karnataka & Tamil Nadu	Four lane carriage way located on NH-7, passes through industrial districts such as Kurnool and Anantapur in Andhra Pradesh	Six lane carriageway that links NH-45, NH-4, NH-205, NH-5 & provides connectivity to the two ports of Chennai i.e. Chennai port & Ennore port	Links Bandra in the Western Suburbs of Mumbai with Worli in South Mumbai	Five entry points located on <ul style="list-style-type: none"> <li>▪ Sion–Panvel Highway,</li> <li>▪ Western Express Highway</li> <li>▪ Eastern Express Highway,</li> <li>▪ LBS Marg and</li> <li>▪ Airoli Bridge corridor in Mumbai</li> </ul>
<b>SPV</b>	RTRPL	MEP HB	MEP CB	MEP RGSL	MIPL
<b>Authority</b>	NHAI	NHAI	NHAI	MSRDC	MSRDC
<b>Company's stake</b>	100.00%	98.90%	100.00%	100.00%	99.99%
<b>State</b>	Tamil Nadu	Andhra Pradesh	Tamil Nadu	Maharashtra	Maharashtra
<b>COD</b>	22 <sup>nd</sup> September 2013	16 <sup>th</sup> May 2013	14 <sup>th</sup> May 2013	6 <sup>th</sup> February 2014	20 <sup>th</sup> November 2010
<b>Tenor</b>	9 years	9 years	9 years	3 years	16 years
<b>No. of Toll plazas</b>	Four	Three	Two	One	Five
<b>Amount Paid to Authority</b>	Rs 1,108.7 mn for the first year of the concession period with 10% escalation every year to be paid in 12 equal monthly instalments	Rs 1,059.3 mn for the first year of the concession period with 10% escalation every year to be paid in 12 equal monthly instalments	Rs 1,530 mn for the first year of the concession period with 10% escalation every year to be paid in 12 equal monthly instalments	Rs 690 mn for first year of concession period along with an additional one time payment of Rs 5 mn. The annual payment is subject to 10% escalation for second year & 20% for third year, to be paid in 12 equal monthly instalments	Upfront Payment of Rs 21,000 mn

Projects are located in major cities or on the road connecting major metropolitan cities of India



# Company Overview: Long Term Toll Collection Projects



	Phalodi Ramji *	IRDP Solapur	Vidyasagar Setu	Kini Tasawade	Rajiv Gandhi Salai <sup>(1)</sup>	Kalyan Shilphata <sup>(1)</sup>	Delhi Entry Points
<b>Description</b>	Project is a 229 km long corridor that passes through Jodhpur and Barmer, connects to Kandla port	Located in Solapur district	18 lane toll plaza at Vidyasagar Setu, links Howrah to Kolkata	Located on Satara – Kolhapur section of NH-4	Previously known as the IT corridor	Connecting Mumbai Pune Highway (NH-4) at Shilphata & Mumbai - Nashik Highway (NH-3) at Bhiwandi	124 Entry Points of Delhi
<b>SPV</b>	RVPL	MEP Solapur	RTBPL	RTIPL	NA	NA	SMYR Consortium
<b>Authority</b>	RIDCOR	MSRDC	HRBC	MSRDC	ITEL	MSRDC	SDMC
<b>Stake</b>	100.0%	100.0%	100.0%	100.0%	NA <sup>(1)</sup>	NA <sup>(1)</sup>	25.0%
<b>State</b>	Rajasthan	Maharashtra	West Bengal	Maharashtra	Tamil Nadu	Maharashtra	New Delhi
<b>COD</b>	17 <sup>th</sup> September 2010	2 <sup>nd</sup> January 2013	1 <sup>st</sup> September 2013	29 <sup>th</sup> May 2014	8 <sup>th</sup> March 2014	27 <sup>th</sup> September 2013	16 <sup>th</sup> May 2015
<b>Tenor</b>	5 years	3 years	5 years	2 years	3 years	3 years	3 years
<b>No. of Toll plazas</b>	Four	Four	One	Two	Five	Two	124 Entry Points
<b>Amount paid to Authority</b>	Rs 2,035.07 mn consisting of upfront payment of Rs 1,500 mn and payment of Rs 535.07 mn in 60 monthly instalments	Rs 208 mn, to be paid in three equal annual instalments	Rs 2,610 mn to be paid in five equal annual instalments consisting of upfront payment of Rs 522 mn and payment of remaining amount in four equal instalments in advance	Rs 2,270.7 mn, to be paid in upfront monthly instalments	Rs 14.62 mn for the first year with escalation of 5% per annum during each subsequent year for a period of two years	Rs 633.6 mn, to be paid in upfront monthly instalments	Rs.105.99 mn , to be paid on weekly Basis

\* Phalodi Ramji Project was re-awarded as short term toll collection project on 17<sup>th</sup> September 2015.

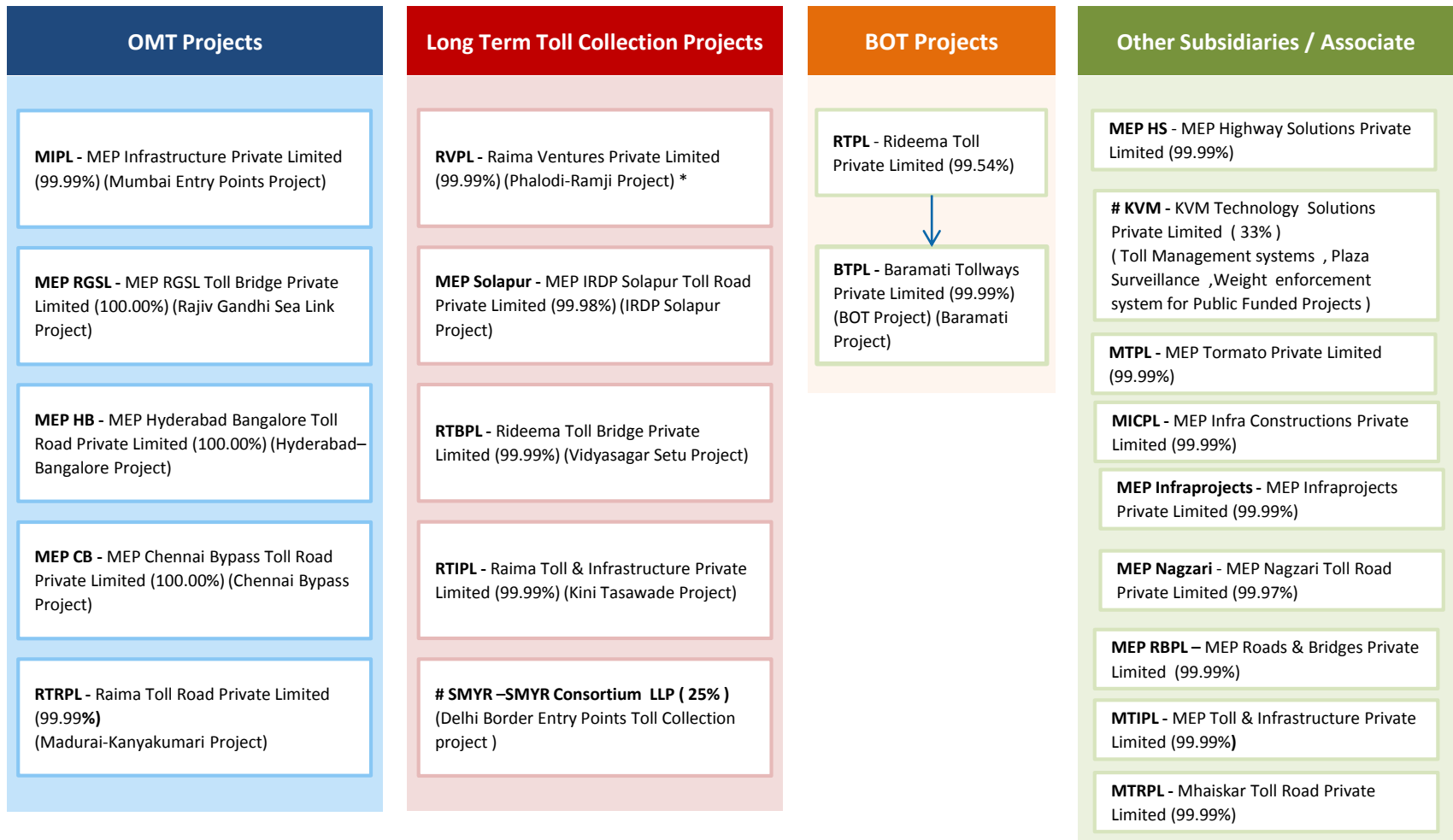
(1) MEPIDL is the concession operator for the project

## Company Overview: Short Term Toll Collection Projects



Sr. No	Toll Plaza	State	Client	Term	Payment to Authority
1	Surajbari	Gujarat	NHAI	September 30, 2015 to September 29, 2016	Rs 740.7 mn to be paid in Weekly Instalment of Rs 14.2 mn
2	Bankapur	Karnataka	NHAI	January 3, 2015 to January 2, 2016	Rs 441.0 mn to be paid in weekly instalments of Rs 8.46 mn
3	Manohrabad	Telangana	NHAI	February 17, 2015 to February 16, 2016	Rs 491.4 mn to be paid in weekly instalments of Rs 9.42 mn
4	Athur	Tamil Nadu	NHAI	March 26,2015 to March 25,2016	Rs 628.0 mn to be paid in weekly instalments of Rs 12.01 mn
5	Palsit	West Bengal	NHAI	March 26,2015 to March 25,2016	Rs 950.4 mn to be paid in weekly instalments of Rs 18.17 mn
6	Paduna	Rajasthan	NHAI	May 12,2015 to May 11,2016	Rs 1,000.8 mn to be paid in weekly instalments of Rs 19.14 mn
7	Gurav	Uttar Pradesh	NHAI	July 22,2015 to July 22,2016	Rs 594.0 mn to be paid in weekly instalments of Rs 11.36 mn

## MEP Infrastructure Developers Limited











\* Phalodi Ramji Project was re-awarded as short term toll collection project on 17<sup>th</sup> September 2015.

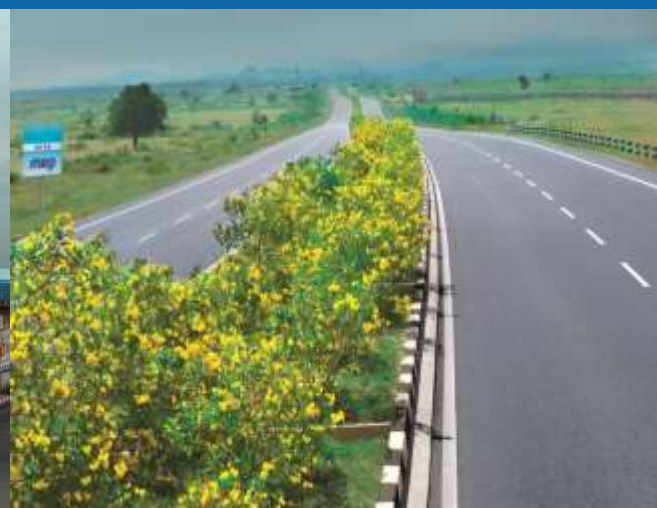
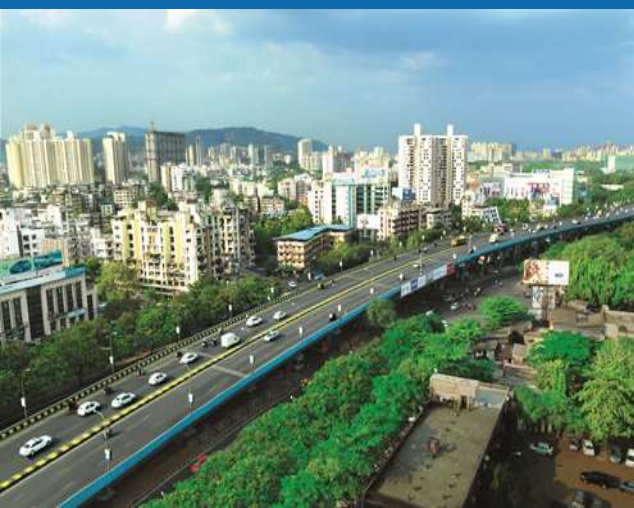
# Represents Associate

# Company Overview:

## Experienced Promoters And Management Team – Board Of Directors



Name & Designation	Experience
 <p><b>Dattatray P. Mhaiskar</b> <i>Chairman, Non Independent and Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>Founding Director and Promoter of the Company.</li> <li>Holds a Diploma in Civil Engineering from Sir Cursow Wadia Institute of Electrical Technology, Pune.</li> <li>48 years of experience in Construction and Infrastructure industry.</li> </ul>
 <p><b>Jayant D. Mhaiskar</b> <i>Vice Chairman &amp; Managing Director</i></p>	<ul style="list-style-type: none"> <li>Founding Director and Promoter of the Company.</li> <li>18 years of experience in the Tolling and Infrastructure industry.</li> </ul>
 <p><b>Anuya J. Mhaiskar</b> <i>Non Independent and Non Executive Director</i></p>	<ul style="list-style-type: none"> <li>Bachelor's degree in Arts with major in Philosophy from Ramnarain Ruia College, University of Mumbai.</li> <li>16 years of experience in the field of Administration.</li> </ul>
 <p><b>Murzash Manekshana</b> <i>Executive Director</i></p>	<ul style="list-style-type: none"> <li>Qualified Chartered Accountant with a Bachelor's degree in Commerce from University of Mumbai.</li> <li>22 years of work experience in areas of finance &amp; risk management, fund raising, investment banking, strategic planning and business development.</li> </ul>
 <p><b>Deepak Chitnis</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Bachelor's degree in Science and Master's degree in Law from Mumbai University.</li> <li>31 years of experience in the field of Law.</li> </ul>
 <p><b>Khimji Pandav</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Fellow Chartered Accountant with a Bachelor's degree in Commerce from University of Mumbai.</li> <li>Held key posts in the field of Finance and Accounts and also was a Financial Advisor to CIDCO and MSRDC.</li> </ul>
 <p><b>Vijay Agarwal</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Fellow Chartered Accountant with a Bachelor's degree in Commerce from Jodhpur University.</li> <li>32 years of experience in cross-border acquisitions and transactions, advising in foreign service collaboration arrangements, providing statutory, management and tax audit services and providing tax advisory services.</li> </ul>
 <p><b>Preeti Trivedi</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Fellow Chartered Accountant with a Bachelor's degree in Commerce from University of Mumbai.</li> <li>31 years of experience in management consulting, corporate finance, corporate restructuring, mergers and amalgamation and advisory services.</li> </ul>



**Sustainable Competitive Advantages**

# Sustainable Competitive Advantage: Strong Execution Capabilities With Proven Track Record



## Expertise And Experience In Project Management

- One of the first few companies focusing to operate on pure toll collection business model.
- Successful operational experience of over 13 years with a pan India presence across 12 states.
- Completed 85 projects including 147 toll plazas and 943 lanes.
- 20 projects were operational as on 30<sup>th</sup> September 2015 – 13 toll collection projects (25 toll plazas) in 10 states, 5 OMT projects (covering 2,530 lane kms and 15 toll plazas) and 1 BOT project (covering 42 lane km and 5 toll plazas). In addition, a consortium formed by the Company, was awarded project by SDMC for Toll collection at 124 toll plazas/posts/barriers locations bordering Delhi. Out of 124 plazas, the Company is operating 70 plazas .
- Strong track record of being re-awarded projects which were previously operated by the Company.
  - Project for collection of toll at Chirle and Karanjade in Maharashtra.
  - Project for collection of toll at the toll plazas on Ahmedabad – Vadodara Expressway in Gujarat.
  - Project for collection of toll at Surajbari & Ramji Phalodi in Gujarat and Rajasthan respectively.
  - Awarded the Mumbai Entry Points Project in 2010 on an OMT basis for 16 years after having previously undertaken collection of toll from Dec-2002 until Nov-2010.
  - Awarded RGSL Project in 2014 on an OMT basis after having undertaken collection of toll at the RGSL since its opening in 2009.

## Strong Relationship With Statutory And Government Companies



Hooghly River  
Bridge Commissioners

MUMBAI - JNPT PORT  
ROAD COMPANY  
LIMITED



Leading toll operator in India with an overall experience of over 13 years



# Sustainable Competitive Advantage: Integrated Structure With In-house Capabilities



<b>Tendering</b>	<ul style="list-style-type: none"><li>▪ In-house business development team prepares tendering documents for all the bids.</li><li>▪ Company's ability to tender appropriately depends significantly on the assessment of the future traffic patterns and the amount of toll to be collected.</li></ul>
<b>Traffic Survey and Revenue Forecasting</b>	<ul style="list-style-type: none"><li>▪ The in-house traffic study and revenue forecasting capacity and expertise strengthens the Company's ability to evaluate new projects and tender effectively for toll collection and OMT contracts .</li><li>▪ The final revenue model created is discussed and finalized by the senior management for bidding purpose.</li><li>▪ Dual responsibility of conducting pre-bidding traffic surveys as well as monitoring loss in revenue on account of non-paying vehicles for ongoing projects.</li></ul>
<b>Civil Construction and Maintenance</b>	<ul style="list-style-type: none"><li>▪ In-house experts with significant experience for supporting and managing all EPC and maintenance related activities.</li><li>▪ In-house equipment and resources availability for implementing routine and major maintenance works.</li></ul>
<b>Financial Closure</b>	<ul style="list-style-type: none"><li>▪ The finance and operations team coordinates activities relating to achieving financial closure by obtaining fund and non-fund based loan facilities from banks / financial institutions.</li></ul>
<b>Tolling Operations</b>	<ul style="list-style-type: none"><li>▪ As of 30<sup>th</sup> September 2015, ~ 3,307 employees in Tolling and Maintenance activities.</li><li>▪ ~ 1,076 contract workforce at various toll plazas.</li></ul>

Integrated structure facilitates efficient bidding process and completion of projects on a profitable basis

## Use of Advanced Technology for Toll Collection leads to improved Operational Efficiency And Transparency

### ETC System:

- Electronic Toll Collection (ETC) systems are based on prepaid mode of toll collection either through smart cards or RFID technology based tags.
- ETC systems reduce cash management resulting in revenue enhancement as well as improved transparency in toll collection.
- ETC systems also help in reducing the clearing time for vehicles at the toll stations thereby improving operational efficiency.
  - RFID based ETC system is currently installed at RGSL toll plaza in Mumbai, the Vidyasagar Setu Project, and Mumbai Entry Points Project.
  - Smart card based ETC system is currently installed at the Mumbai Entry Points Project, Chennai Bypass Project, Hyderabad-Bangalore Project, Madurai-Kanyakumari Project, RGSL Project, the Dankuni toll plaza in West Bengal and the Kalyan-Shilphata Project.
- Semi-automated or fully-automated toll collection systems collect and store traffic and payment data, thereby reducing the manual intervention.
- A semi-automated system consists of revenue collection software desktop, barrier gate, smart cards and monitoring cameras.
- Additionally, a fully-automated system also consists of vehicle counting classifier, vehicle audit system, communication channels and traffic control equipment.



### Weigh-in-motion Technology:

- Use of weigh-in-motion technology for projects where weight based toll collection is mandated. These weight based tolling systems are integrated with the fully automatic toll collection system for enhanced revenue controls.

**Centralized control room at Mumbai which Monitors with 787 cameras at Multiple Locations, 24 X 7, 365 days with experienced team.**

For Further Queries:



Thank You



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