

MEPIDL/OUT/2019-20/ 239
May 24, 2019

Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai -400 051 Fax No. 022-26598120/38 Scrip Symbol: MEP	Corporate Relationship Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Fax No. 022-22723121/3027/2039/2061 Security Code: 539126
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Dear Sir/Madam,

Ref: ISIN - INE776I01010
Sub: Earning Presentation

Pursuant to Regulation 30 (6) of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Presentation on the Financial Highlights for the Financial Year ended 31st March, 2019.

The aforesaid information shall also be available on the Company's website i.e. www.mepinfra.com.

You are requested to kindly take the same on your records.

Thanking you,

Yours faithfully,
for **MEP INFRASTRUCTURE DEVELOPERS LIMITED**



HARSHAD PUSALKAR
COMPANY SECRETARY



Encl.: a/a



INFRASTRUCTURE
DEVELOPERS LTD.

EARNINGS PRESENTATION FY19





INFRASTRUCTURE
DEVELOPMENT LTD

MEP. With you all the way.



FY19 FINANCIAL HIGHLIGHTS

- The Consolidated Turnover of the Company increased by 21.20% to Rs. 28.15 Bn as compared to Rs. 23.22 Bn during the last year with substantial contribution of DEP, HRBC RGSL and Mumbai Projects. The Company achieved a revenue of Rs.10.91Bn (FY18:6.65 Bn) from Delhi Entry point project. The turnover is lower on account of toll suspension of 53 days and also due to the opening of EPE and WPE.
- The operating and maintenance expenses increased by 50% due to higher concession fees to authority and toll attendant charges which is in line with the increase in revenue.
- Employee benefit expenses increased by 42% due to higher head count in DEP which is in line with the increase in revenue. It was also higher in construction division due to higher head count on account of commencement of new HAM projects.
- Depreciation and Amortization includes Depreciation of Rs.256.6 Mn and Amortization of Rs. 4,683.8 Mn.
- The Finance Cost decreased by 1% due to reduction in interest cost on account repayment of MIPL Loans and also by decrease in finance cost on account of unwinding of trade payables.
- PBT before exceptional item went up by 17.92 % which is in line with increase in revenue.
- PAT decreased to 559.75 Mn due to exceptional item consisting of additional interest levied by a subsidiary's lender with retrospective effect since FY13 aggregating to Rs.309.24 Mn. The subsidiary had already represented to the lender for relief on this additional interest levied.
- The Board of directors, have recommended a dividend of Re.0.30 per equity share.

FY19 P&L Statement

In INR Mn

Particulars	FY19	FY18	YoY%
Total Revenues from Operations	28,149	23,220	21%
Other Income	1,219	1,203	1%
Cost of materials consumed	4,169	4,647	-10%
Operating and Maintaining Expenses	12,416	8,279	50%
Employee Expenses	1,209	852	42%
Other Expenses	756	715	6%
Depreciation & Amortization	4,941	4,189	18%
EBIT	5,878	5,742	2%
EBIT Margin (%)	21%	25%	
Finance Costs	4,645	4,696	-1%
Profit Before Exceptional Items	1,233	1,046	18%
Exceptional Items	309	0	NA
PBT	924	1046	NA
Taxes	390	383	NA
PAT before share of profit / (loss) of associate/joint ventures	533	663	NA
Share of profit/(loss) from Associate/JV	26	47	NA
PAT	560	710	NA
PAT Margin (%)	2%	3%	NA
Other Comprehensive Income	-7	-3	NA
Net Profit (After Other Comprehensive Income)	553	707	NA

FY18 Balance Sheet (Ind-AS)

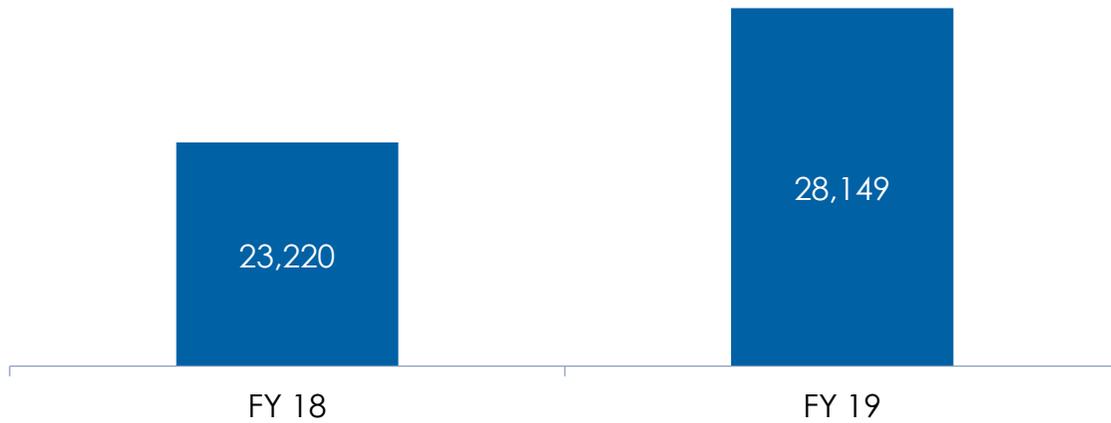


In INR Mn

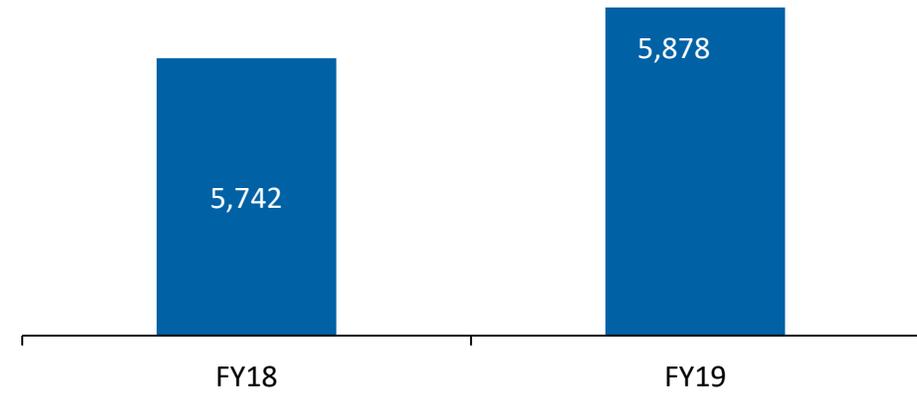
Particulars	FY19	FY18	Particulars	FY 19	FY 18
Assets			Equity & Liabilities		
Non-Current Assets			Shareholder's Funds		
Property, plant and equipment	877	927	Equity share capital	1,834	1,626
Capital work in progress	264	267	Other equity	821	(1,027)
Goodwill on consolidation	262	262	Equity attributable to owners	2,655	598
Other intangible assets	19,676	23,601	Non-Controlling Interest	(1)	-
Investment in joint ventures & associates	2,583	2,178	Total Equity	2,654	598
Financial assets			Liabilities		
Investments	220	219	Non-Current Liabilities		
Loans	4,137	4,256	Financial liabilities		
Others	1,066	939	Borrowings	21,432	25,206
Deferred tax assets (net)	1,126	1,322	Trade payables	3,246	4,416
Income tax assets (net)	844	606	Other	4	7
Other non-current assets	1,550	3,382	Provisions	97	56
	32,604	37,959	Other non-current liabilities	296	27
Current Assets				25,075	29,712
Inventories	112	-	Current Liabilities		
Financial assets			Financial liabilities		
Trade receivables	825	864	Borrowings	861	1,246
Cash and equivalents	367	346	Trade payables	10,166	7,006
Bank balance other than (ii) above	760	779	Other financial liabilities	7,502	5,652
Loans & advances	2,778	152	Other current liabilities	5,150	4,476
Others	5,573	4,260	Provisions	606	628
Other current assets	9,056	5,027	Current tax liabilities (net)	60	70
	19,470	11,429		24,345	19,078
Total Assets	52,074	49,388	Total Equity & Liabilities	52,074	49,388

FY19 Results Highlights

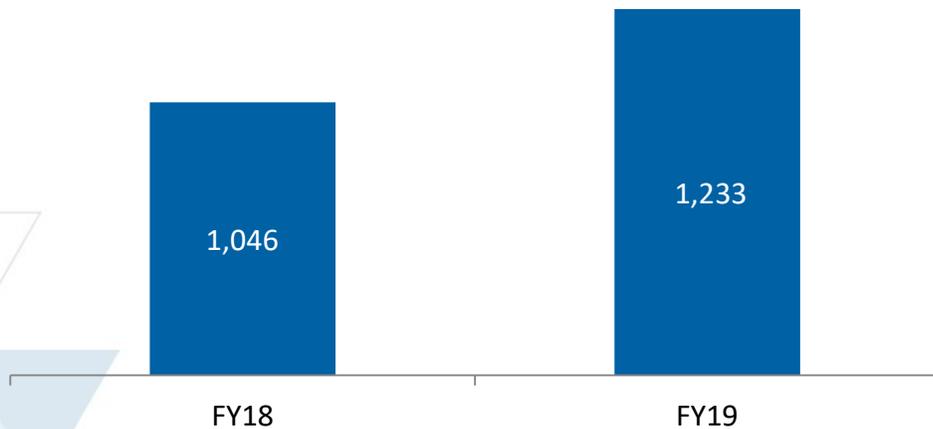
REVENUE FROM OPERATIONS (INR Mn)



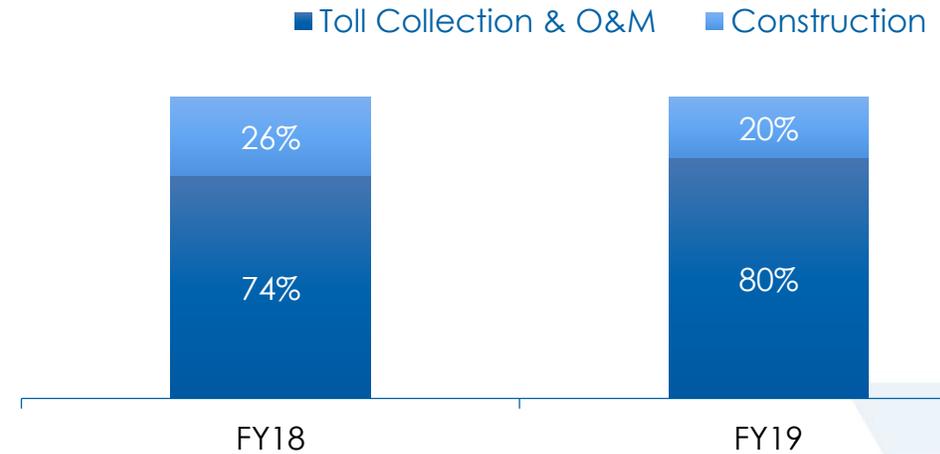
EBIT (INR Mn)



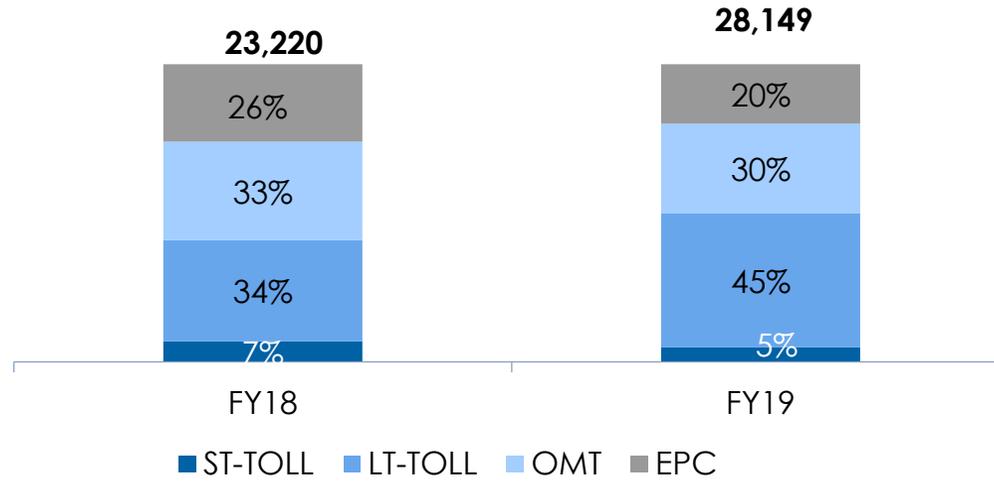
PBT excluding exceptional items (INR Mn)



SEGMENTAL SALES



FY19 ANALYSIS



INCREASING FOCUS ON LT PROJECTS (INR MN)



Q4 FY19 Profit & Loss Statement

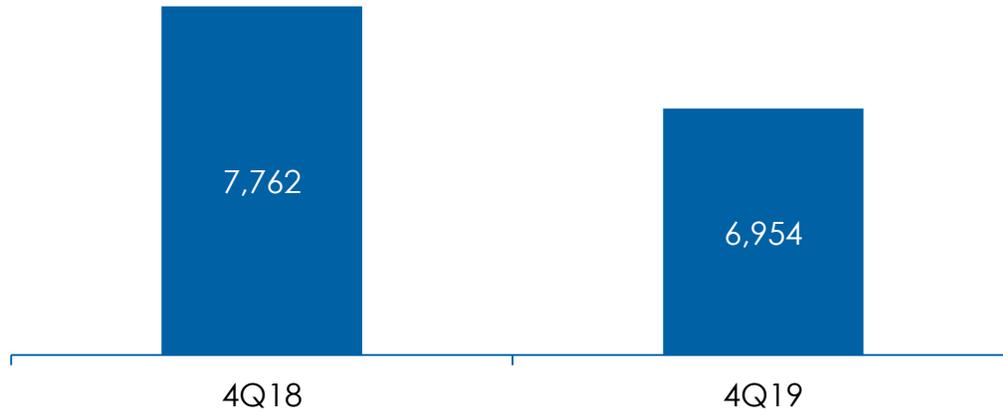


In INR Mn

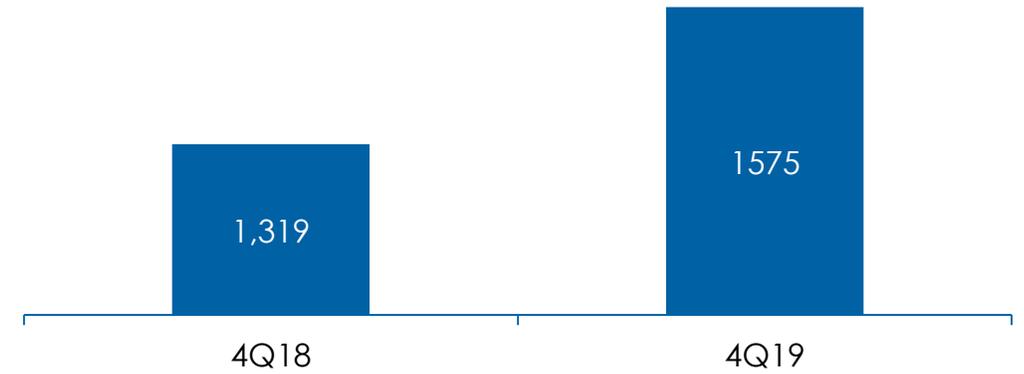
Particulars	Q4-FY19	Q4-FY18	YoY%
Total Revenues from Operations	6,954	7,762	-10%
Other Income	743	351	112%
Cost of materials consumed	1,058	1,283	-18%
Operating and Maintaining Expenses	3,723	3,376	10%
Employee Expenses	295	275	7%
Other Expenses	284	372	-24%
Depreciation & Amortization	1,018	1,231	-17%
EBIT	1,319	1,575	-16%
EBIT Margin (%)	19%	20%	
Finance Costs	1,169	1,187	-2%
Exceptional Items	0	0	NA
PBT	150	388	NA
Taxes	-21	137	NA
PAT before Minority Interest	171	251	NA
Share of profit/(loss) from Associate / JV	-11	15	NA
PAT	160	266	NA
PAT Margin (%)	2%	3%	NA
Other Comprehensive Income	-4	1	NA
Net Profit (After Other Comprehensive Income)	156	267	NA

Quarterly Results Highlights

REVENUE FROM OPERATIONS (INR Mn)

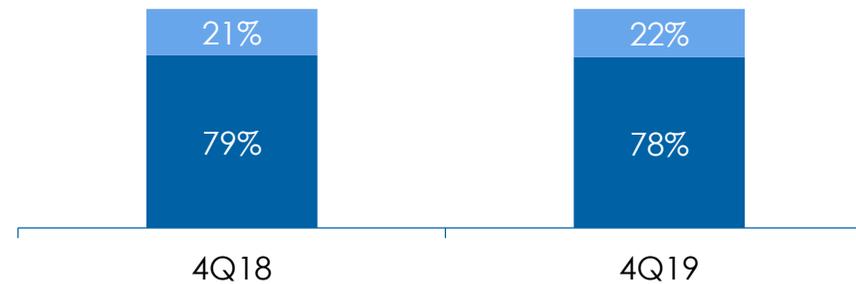


EBIT (INR Mn)

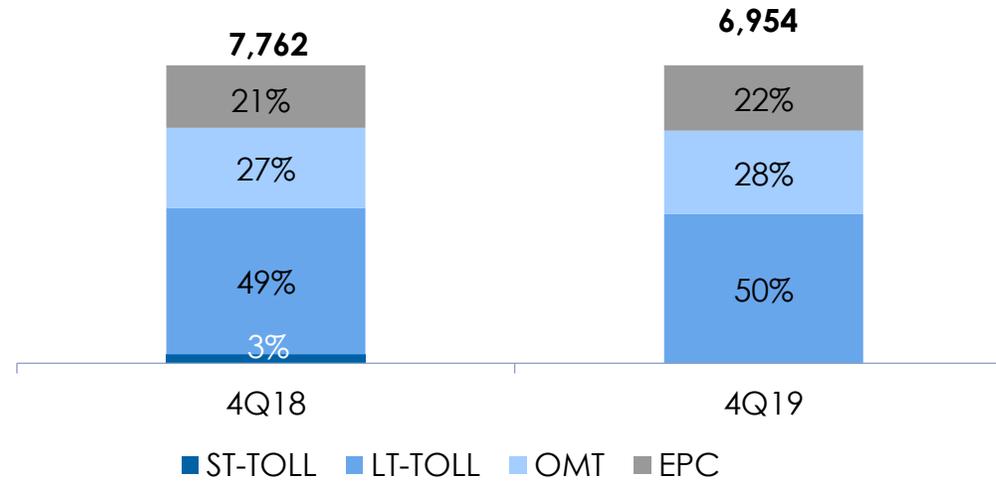


SEGMENTAL SALES

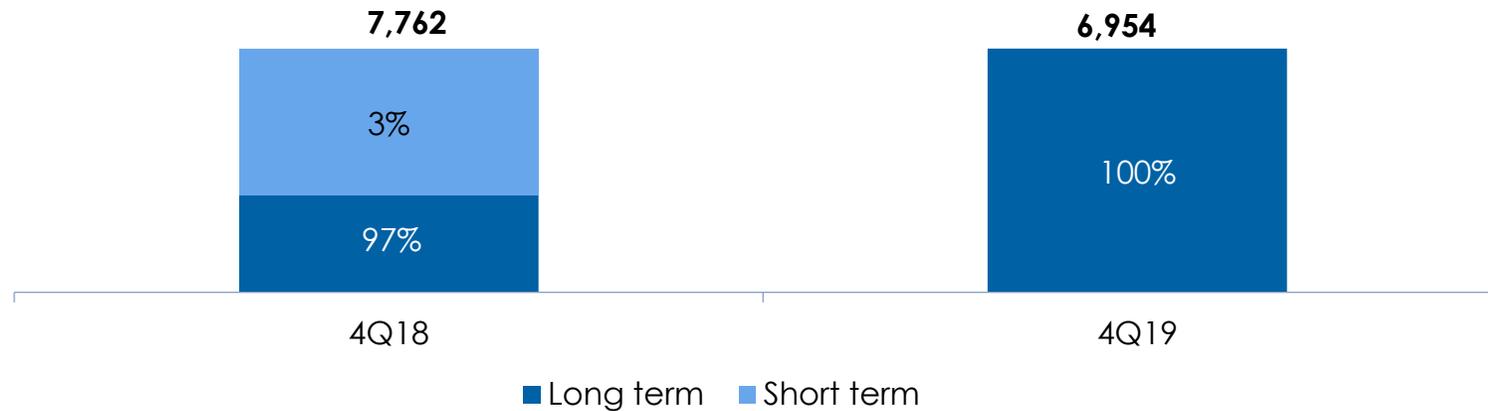
■ Toll Collection & O&M ■ Construction



QUARTERLY ANALYSIS



INCREASING FOCUS ON LT PROJECTS (INR MN)



Long Term Projects Details

In INR Mn

Key Long Term Projects	Type	Q4 FY19		Q4 FY18		FY19		FY18	
		Revenues	Contribution %	Revenues	Contribution %	Revenues	Contribution %	Revenues	Contribution %
MEPIPL	OMT	1,220	18%	1,240	16%	5,034	19%	4,757	22%
Hyderabad –Bangalore	OMT	280	4%	449	6%	1,782	7%	1,738	8%
Rajiv Gandhi Sea link	OMT	424	6%	341	5%	1,512	6%	1,173	5%
Vidyasagar Setu	LT -Toll	257	4%	188	3%	1,051	4%	633	3%
Kalyan Shilphata*	LT -Toll	63	1%	79	1%	296	1%	312	1%
MEPIDL	LT -Toll	3,118	45%	3,479	46%	11,165	42%	6,764	31%
MEPIDL	EPC	1,542	22%	1,659	22%	5,768	22%	5,951	28%
BTPL	BOT	18	0%	39	1%	99	0%	101	0%
Tormato	LT –Toll	31	0%	57	1%	120	0%	204	1%
TOTAL		6,953		7,529		26,827		21,632	

Upcoming Short Term/long term Toll Collection Projects

Sr. No	Name of Authority	Annual Potential Toll Collection (INR Mn)	Type	Tenor	Number of Projects Currently Available
1	NHAI	15,700	Short term toll collection	3 Months to 1 Year	43
2	PWD-Thane	270	Short term toll collection	1 Years	1
Total		15970			

Upcoming Hybrid Annuity Projects

Sr. No	Name of Authority	Estimated Project Cost (INR Mn)	Type	Construction Period + Operations Period	Number of Projects Currently Available
1	NHAI	324,097	HAM	2-2.5 years + 15 years	38
Total					

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