



INFRASTRUCTURE
DEVELOPERS LTD.

EARNINGS PRESENTATION

H1-FY18 / Q2-FY18



Sector outlook:

- The total length of the National highways is expected to cross ~200,000 Kms in next 5 years
 - a) A total 83,677 Kms of roads will be built till 2022, which includes about 34,800 Kms covered under Bharatmala programme
 - b) The balance 48,877 Kms would be taken up in parallel under different schemes by NHAI / MoRTH
- In rupee terms, this equates to approximately INR 6.9 Tn of expenditure in building and expanding highways and constructing expressways across the country

HAM/EPC Projects:

- For FY18, NHAI and MoRTH are hopeful to award highway projects of 10,000 Kms on EPC / PPP mode
- It is expected that majority of road projects will be awarded on HAM in FY18
- Additionally, Govt. is planning to invest about INR1.45 Tn in the North-East for development of National Highways

TOT Projects:

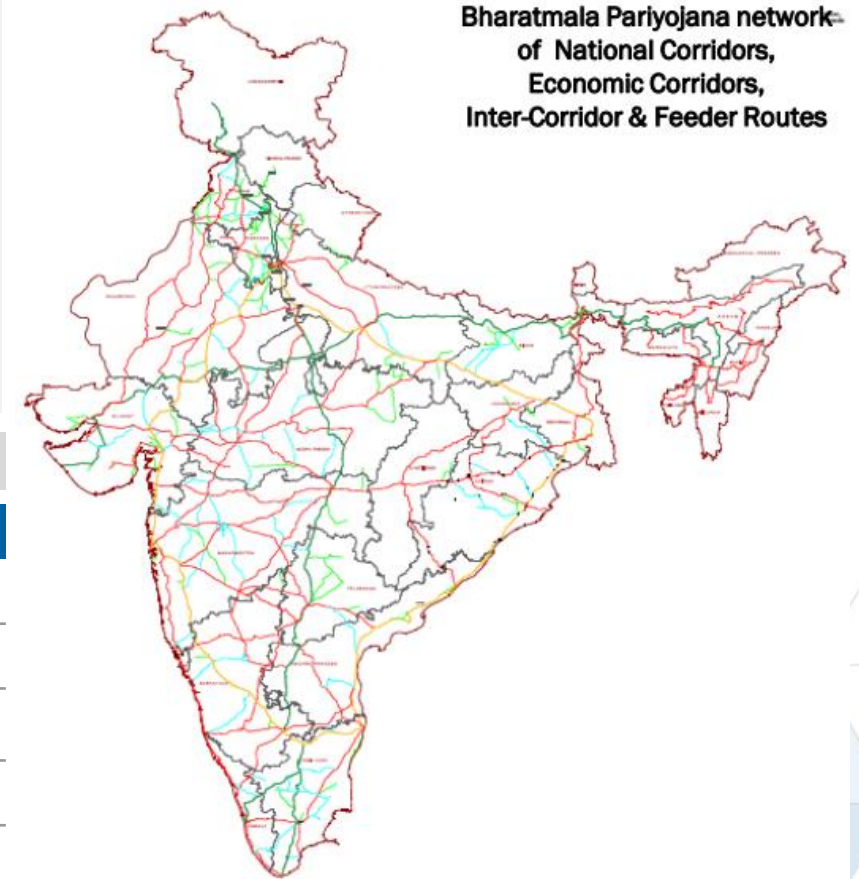
- New Toll-Operate-Transfer (TOT) model has been introduced for efficient monetisation of existing toll roads
- Monetisation of 82 operating highways with investment potential of INR 340 Bn to be taken up, with 1st bundle of 9 NH stretches of 680.64 Kms bid out with monetization value of INR 62.58 Bn

Project: Bharat-mala

- The project intends to remove bottlenecks in key economic corridors and provide holistic connectivity
- Development of ~51,000 Kms of road length with total investment of ~ INR 10.0 Tn
- The Union Cabinet approved Phase 1 of the project in involving 34,800 Kms of road construction October 2017
- Estimated cost for Phase I of the project is ~INR 5.35 Tn to be completed by FY22
- Phase 1 will be funded through:
 - INR 2.09 Tn from market
 - INR 1.06 Tn from private investments
 - INR 2.19 Tn from Central fund/TOT/Toll
- Monetisation of 82 operating highways with investment potential of INR 340 Bn taken up, with 1st bundle of 9 NH stretches of 680.64 Kms bid out with monetization value of INR 62.58 Bn

Bharatmala Project – Phase 1

	Kms	Description
Economic Corridors	9,000	To connect manufacturing centres
Inter-corridor & feeder Routes	6,000	To connect industry specific region
National Corridors Efficiency Programme	5,000	Certain bottleneck points in the NHDP program have been identified and will be developed
Border & International connectivity roads	2,000	Border road connectivity projects
Coastal & port connectivity roads	2,000	Will further strengthen the Sagarmala project
Expressways	800	Greenfield expressways to be developed
Balance NHDP program	10,000	



- HAM portfolio - The 1st Milestone for **Nagpur Package I & Mahuva Kagavadar projects** (140 days in advance) has been achieved.
- **EPC Orderbook** as on 30th September 2017 stands at INR 3.25 bn
- Awarded **Toll and ECC collection rights at 124 Entry points to Delhi** by SDMC for a period of 5 years and commenced operations of the same from 1st October 2017 against payment of INR 12.06 bn per annum payable on a weekly basis
- Achieved financial closure of INR 3.25 bn towards upfront payment for **RGSL** (awarded for the second time as an OMT contract). The project commenced operations from 3rd October 2017

Q2-FY18 Consolidated Financial Highlights

- 2Q FY18 Revenues remained stable at INR 4,090 Mn (including EPC revenues worth INR 1,634 Mn) vis-à-vis INR 4,474 Mn in 2Q-FY17. Toll revenues came in lower in the quarter due to completion of some toll collection projects.
- There is an increase in Other income in 2Q-FY18 due to reversal of unspent maintenance obligation, provided earlier in MIPL and Hyderabad Bangalore projects.
- The operation and maintenance expenses have increased to INR 1,944 Mn in 2Q-FY18 subsequent to the incurrence of INR 1,223.4 Mn towards construction expenses, corresponding to recognition of EPC revenues
- Post adoption of Ind-AS, the concession fee paid to authority on tolling projects are classified as Intangible assets and are to be amortised over the tenure of the contract. Depreciation and amortization in 2Q-FY18 includes INR 13.2 Mn and INR 766.4.5 Mn vis-a-vis INR28.5 Mn & INR 2,302.1 Mn in 2Q-FY17.
- EBIT margins at 33.5% have increased by 640 bps driven by higher contribution from EPC projects
- Finance costs declined by 9.9 % in 2Q-FY18 due to repayment of MIPL, Hyderabad Bangalore and various other short term loans. (This includes INR 880.9 Mn towards cost of borrowing and INR 260.4 Mn towards accretion of trade payables and provision towards resurfacing vis-à-vis INR 963.5 Mn and INR 303.9 Mn, in 2Q FY17 respectively)
- PAT (excluding exceptional items) stood at INR65 MN in 2Q-FY18 vis-à-vis (INR 51.8) Mn in 2Q-FY17

Project Additions

Sr. No	Name of Project	State	Name of Authority	Type	Commencement of operations	Tenor	Payment to Authority
1	Chennasumudram	Tamil Nadu	NHAI	Short Term Toll Collection	4 September, 2017	1 year	INR 747.0 Mn to be paid in weekly instalments of INR 14.32 Mn

Project Completion

Sr. No	Name of Project	State	Name of Authority	Type	Closure of operations	Tenor	Payment to Authority
1	Paduna	Maharashtra	NHAI	Short term Toll collection	September 3, 2017	15 months*	1,324.5 Mn

* Paduna was operated on an extension of 3 months post completion of the initial period of 1 year

Short Term/long term Toll Collection Projects

Sr. No	Name of Authority	Annual Potential Toll Collection (INR Mn)	Tenor	Number of Projects Currently Available
1	NHAI	2,705.7	<= 1 year	10
2	NHAI	62,500	30 years	1
	Total	2,705.7		11

OMT Projects/ Hybrid Annuity Projects

Sr. No	Name of Authority	Estimated Project Cost (INR Mn)	EPC Period / Operations Period	Number of Projects Currently Available
1	NHAI	3,10,382.4	2 – 2.5 years / 15 years	27
	Total	1,27,596.4		27



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H1 / Q2-FY18 FINANCIAL HIGHLIGHTS

Quarterly P&L Statement

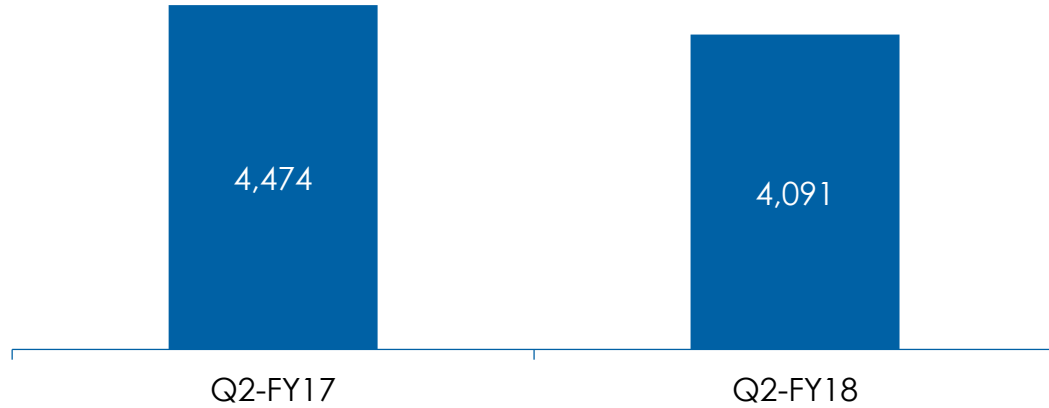
In INR Mn

Particulars	Q2-FY18	Q2-FY17	YoY
Total Revenues from Operations	4,090	4,474	(8.6) %
Other Income	290	193	50.3%
Operating and Maintaining Expenses	1,944	844	130.3%
Employee Expenses	178	183	(2.7) %
Other Expenses	110	96	14.6%
Depreciation & Amortization	780	2,332	(66.6) %
EBIT	1,368	1,212	12.9%
EBIT Margin (%)	33.4%	27.1%	630 Bps
Finance Costs	1,141	1,267	(9.9) %
Exceptional Items	-	1,034 *	NA
PBT	227	979	(76.8) %
Taxes	116	354	(67.2) %
PAT before Minority Interest	111	625	(82.2) %
Share of profit/(loss) from Associate / JV	(46)	(1)	NA
PAT	65	624	(89.6) %
PAT Margin (%)	1.6%	13.9%	(1,230) Bps
Other Comprehensive Income	(1)	(1)	NA
Net Profit (After Other Comprehensive Income)	64	623	(89.7) %

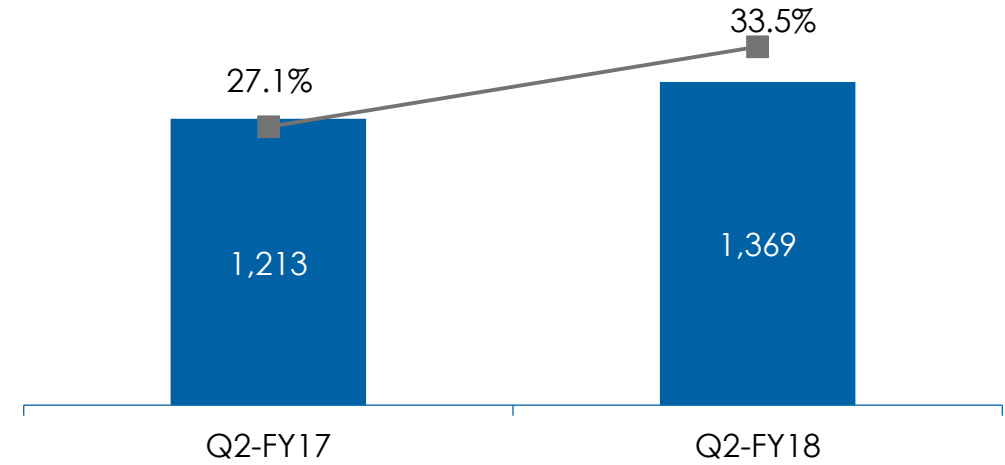
* Exceptional Item in Q2-FY17 was due to reversal of major road maintenance expenses and concession fees payable to authority net of intangible assets, due to handover of an OMT project.

Quarterly Results Highlights

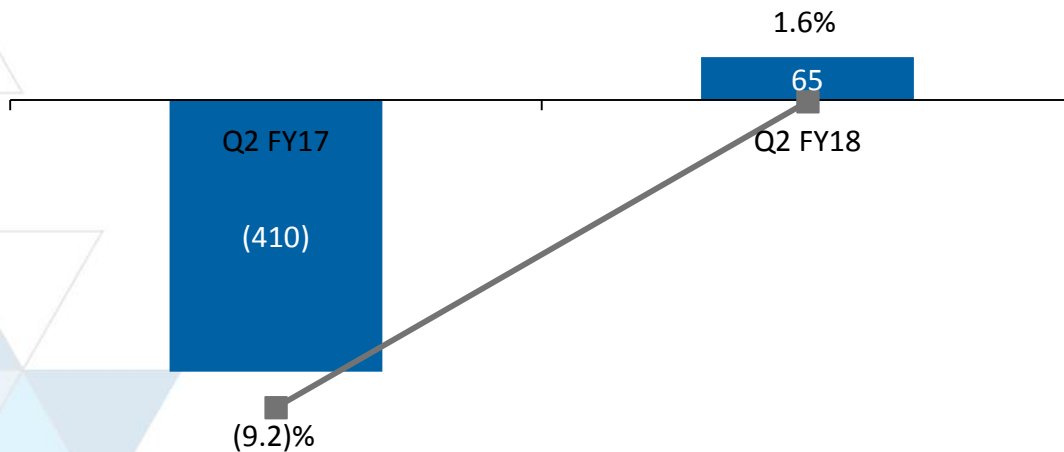
REVENUE FROM OPERATIONS (INR Mn)



EBIT (INR Mn) & EBIT MARGIN (%)

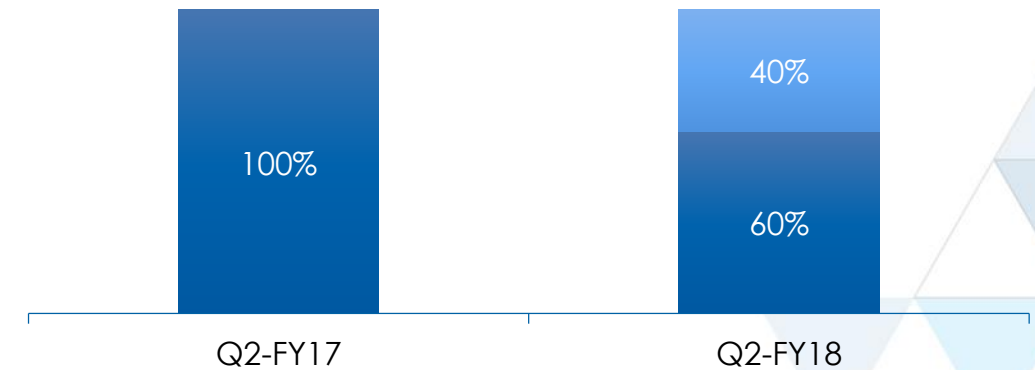


PAT before exceptional (INR Mn) & PAT MARGIN (%)



SEGMENTAL SALES

■ Toll Collection & O&M ■ Construction



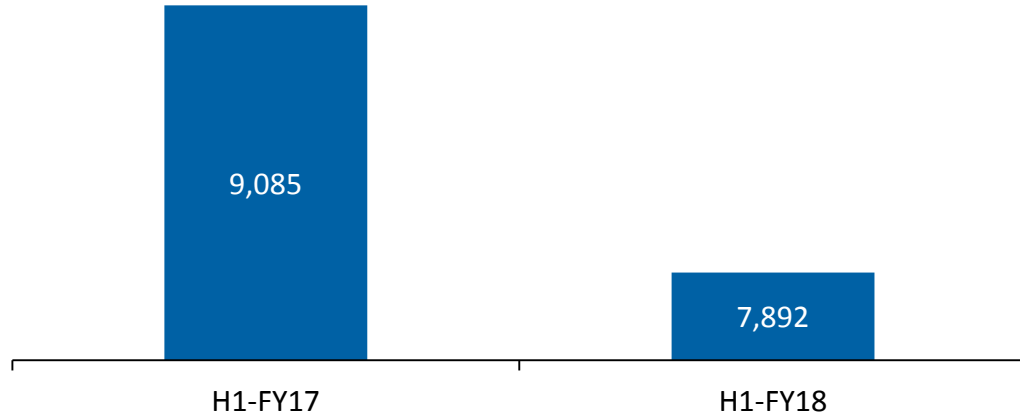
Half-Yearly P&L Statement

In INR Mn

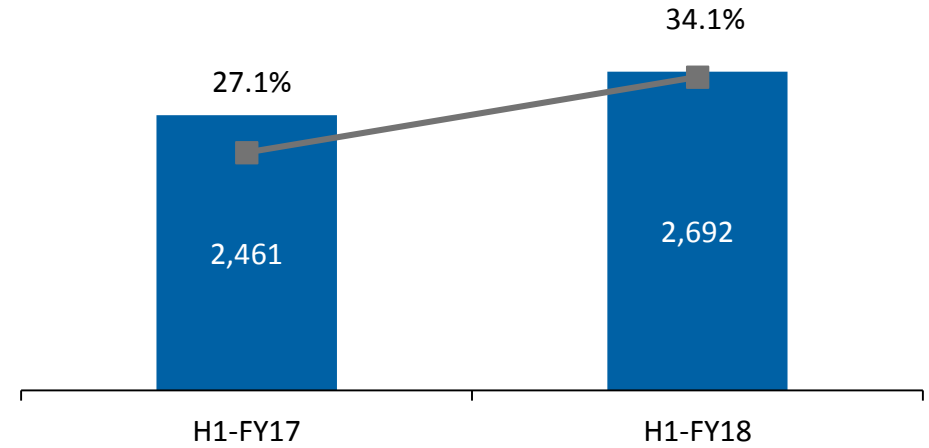
Particulars	H1-FY18	H1-FY17	YoY
Total Revenues from Operations	7,891	9,085	(13.1) %
Other Income	707	391	80.8%
Operating and Maintaining Expenses	3,691	1,658	122.6%
Employee Expenses	334	378	(11.6) %
Other Expenses	195	188	3.7%
Depreciation & Amortization	1,687	4,792	(64.8) %
EBIT	2,691	2,460	9.4%
EBIT Margin (%)	34.1%	27.1%	700 Bps
Finance Costs	2,300	2,514	(8.5) %
Exceptional Items	-	1,579	NA
PBT	391	1,525	(74.4) %
Taxes	162	564	(71.3) %
PAT before Minority Interest	229	961	(76.2) %
Share of profit/(loss) from Associate/JV	(34)	(2)	NA
PAT	195	959	(79.7) %
PAT Margin (%)	2.5%	10.6%	(810) Bps
Other Comprehensive Income	(2)	(1)	NA
Net Profit (After Other Comprehensive Income)	193	958	(79.9) %

Half Yearly Results Highlights

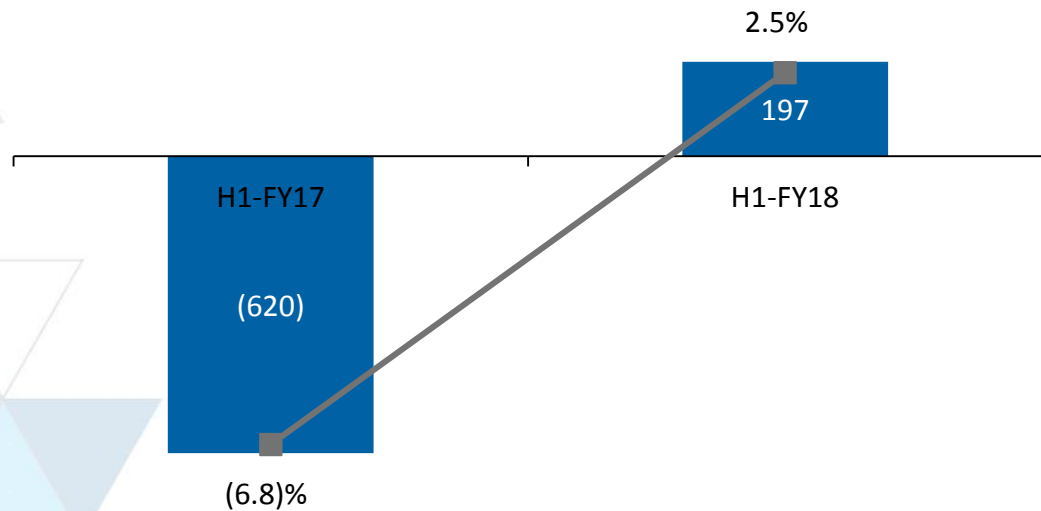
REVENUE FROM OPERATIONS (INR Mn)



EBIT (INR Mn) & EBIT MARGIN (%)

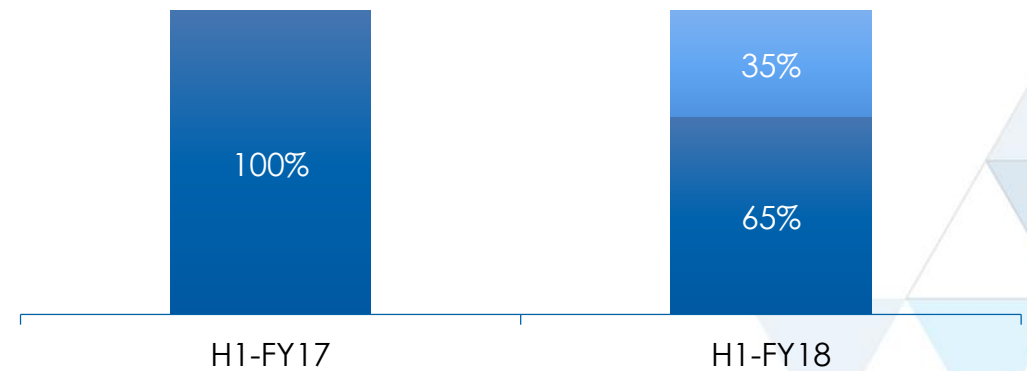


PAT before exceptional (INR Mn) & PAT MARGIN (%)



SEGMENTAL SALES

■ Toll Collection & O&M ■ Construction



Half Yearly Balance Sheet (Ind-AS)

In INR Mn

Particulars	H1-FY18
Equity & Liabilities	
Shareholder's Funds	
Equity share capital	1,626
Other equity	(1,570)
Liabilities	
Non-Current Liabilities	
Financial liabilities	
Borrowings	26,069
Trade payables	4,918
Provisions	236
Other non-current liabilities	2,834
Current Liabilities	
Financial liabilities	
Borrowings	1,311
Trade payables	8,239
Other financial liabilities	4,894
Other current liabilities	2,221
Provisions	763
Current tax liabilities (net)	159
Total Equity & Liabilities	51,700

Particulars	H1-FY17
Assets	
Non-Current Assets	
Property, plant and equipment	595
Capital work in progress	469
Goodwill on consolidation	262
Other intangible assets	22,743
Investment in joint ventures & associates	2,094
Financial assets	
Investments	219
Loans and advances	4,846
Others	655
Deferred tax assets (net)	1,408
Non current tax assets (net)	499
Other non-current assets	5,268
Current Assets	
Financial assets	
Trade receivables	435
Cash and equivalents	2,420
Bank balance other than (ii) above	618
Loans & advances	1,987
Others	3,846
Other assets	3,336
Total Assets	51,700

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