

CHAIRMAN'S SPEECH

**Speech by Mr. D. P. Tantia, Chairman GPT Infraprojects Limited at the 35th
Annual General Meeting of GPT Infraprojects Limited on 1st September 2015
held in Kolkata, India**

Ladies and Gentleman

I welcome you to the 35th Annual General Meeting of GPT Infraprojects Limited.

The year 2014-15 was perhaps the most challenging periods for the Indian economy in general and the infrastructure sector in particular.

Even in this challenging environment, we continued with our focus on developing public infrastructure with the over arching objective of catalyzing the economic growth cycle.

The result of this pursuit is quite evident in our numbers.

Even as 2014-15 continued to remain subdued due to the general elections in the country and formation of the new government, there was considerable hope in the business community about a renewed focus on infrastructure spending as it would be a leading indicator of the private investment to happen in the country.

We firmly anchored our vision across the long-term, consolidating our operations, capacities and capabilities, ensuring that we remain well-poised to capitalise on an infrastructure rebound with over USD 1 trillion earmarked for investments for the 12th Plan period. Moreover, a stable government with a strong mandate is expected to bring forth structural changes and clear bottlenecks towards restoring the country's preeminent status as an economic powerhouse.

We have reinforced the foundations of our business and have delivered upon our reputation as a dependable and reliable infrastructure and railway sleepers solution provider where we differentiate ourselves through our unmatched technical capabilities, strong project management skills and a deep-rooted ability in executing large and complex projects successfully and safely.

Let me take you through the Company's performance in the last financial year -

- For the year 2014-15, the total revenue of the Company stands at Rs. 250 Crores and Rs 392 Crores in comparison with the previous year revenue of Rs 327 Crores and Rs 455 Crores for standalone and consolidated respectively.
- EBIDTA for the year under review was Rs 45 Cores and Rs 61 Crore in comparison with the previous year EBITDA of Rs 41 Crore and Rs 61 Crore for standalone and consolidated respectively.
- PAT for the year under review was Rs 108 lacs and Rs 416 lacs in comparison with the previous year amounting to Rs 267 lacs and Rs 631 lacs for standalone and consolidated respectively.
- Our Concrete Sleeper business recorded a total income of Rs 28 Crore and Rs 91 Crore in 2014-15 in comparison with the previous year amounting to Rs 61 Crore and Rs 126 Crore for standalone and consolidated respectively.
- The production in the manufacturing facilities set up in Tsumeb, Namibia for the manufacture and supply of concrete sleepers in joint venture with TransNamib Holdings Limited, Namibia namely GPT TransNamib Concrete Sleepers (Pty.) Limited has recorded a turnover of N\$ 57 Million (Rs 29 Crore) and net profit after tax N\$ 8.6 Million (Rs 4.7 Crore).

- The manufacture and supply of concrete sleeper at the Company's South African subsidiary namely GPT Concrete Products South Africa (Pty.) Limited is smoothly progressing and the said subsidiary has recorded a turnover of ZAR 92 Million (Rs 51 Crore) and a PAT of ZAR 2.3 Million (Rs 1.2 Crore). The subsidiary has also commissioned the capacity expansion announced in the last AGM.

- Our Infrastructure business contributed revenue of Rs 205 Crore and Rs 354 Crore in 2013-14 in comparison with the previous year amounting to Rs. 245 Crore and Rs. 354 Crore for standalone and consolidated respectively. This business segment currently has order book under execution of Rs 1,574 crore approximately.

Our vision is continued growth and improved operational efficiency. We operate on a single mantra: to aspire to the highest global standards of quality, efficiency, operational performance and customer care. With your continued support, we will think bigger. Indeed not just bigger but better, creating ever greater value for all our stakeholders.

We are entering new geographies and segments, which will help grow our topline and bolster our business model.

GPT Infraprojects, as a part of its intention to expand further, continues to explore wider concrete sleeper opportunities in the international market and dedicated freight corridor in the domestic market. It is also entering new geographies in the infrastructure division, by growing on its core competence and promise of timely delivery of projects.

This philosophy was validated by the fact that we bagged Rs 413 crores of fresh orders during the year, based on scientific project viability examination and



focused bidding. The consolidation in the revenues was the result of disciplined and closely-monitored execution.

Today, I share a sense of optimism especially when one considers the fact that we are at an exciting intersection. A reinforced outlook for the country in general and the infrastructure structure in particular on the one hand and clearly defined and outlined corporate strategies with continual improvement in our organisational capabilities on the other.

As we move ahead to the next frontier of growth and integrated excellence, we expect that the aforementioned initiatives will garner profit which will increase our growth trajectory substantially, enhancing value for all our shareholders.

I seize this opportunity to thank all stakeholders, who have made our journey since inception smooth and rewarding through their continued support and patronage.

Although, we expect the next 12 months to be challenging, we remain confident that our positioning across a wide spectrum of service areas coupled with our committed and motivated team will enable us to deliver a good performance in the ongoing financial year.

Thank you

D. P. Tantia

Chairman

GPT Infraprojects Limited

(This does not purport to be the proceedings of the Annual General Meeting)