



GPT Infraprojects Limited

Business Update Presentation Q4 FY 2016

May 25, 2016

This presentation and the accompanying slides (the “Presentation”), which have been prepared by GPT Infraprojects Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections

1

Q4 FY 2016 Financial Highlights

2

Railways: Growth Prospects

3

About GPT Infraprojects

A large yellow gantry crane is the central focus, positioned over a long, narrow industrial structure, possibly a conveyor belt or a large storage tank. The crane has a complex lattice structure. In the foreground, there are various industrial components, including pipes and a metal structure. The background shows a hazy industrial landscape with other structures and a fence. The entire image is overlaid with a semi-transparent orange color, and several blue diagonal lines cross the scene from the top right towards the bottom left.

Q4 FY 2016 Financial Highlights

Q4 FY16 and FY16 Consolidated Financial Highlights



INR Million	Q4 '16	Q4 '15	YoY%	FY16	FY15	YoY%
Revenue	1,772	1,331	33.2%	5,021	3,898	29.3%
Other Operating Income	2.3	8.0	-71.5%	6.8	21.8	-55.2%
Net Sales	1,775	1,339	32.5%	5,028	3,920	29.0%
Operating expenses	1,629	1,200	35.8%	4347	3309	31.4%
EBITDA	146	139	4.6%	680	590	15.3%
EBITDA margin	8.2%	10.4%	-	13.5%	15.1%	-
Depreciation	28	51	-44.0%	191	198	-3.6%
Other Income	55	24	132.0%	96	73	32.1%
Interest	92	102	-9.3%	386	407	-5.0%
PBT	79	10	672.2%	200	58	241.6%
Tax Expenses (Credits)	46	12	-	72	17	-
PAT	33	-1.6	-	128	42	208.2%
Minorities	-0.1	-2.9	-98.0%	5.3	0.06	765.8%
PAT after Minorities	33	1.3	2391.4%	123	41	199.9%
PAT Margin	1.9%	0.1%	-	2.6%	1.1%	-

Consolidated Balance Sheet



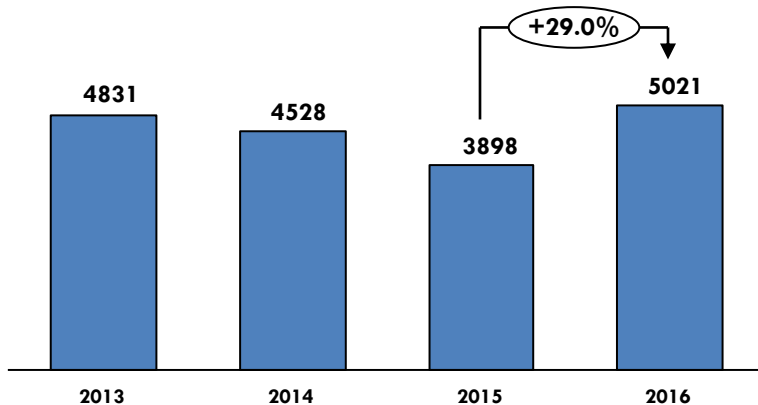
INR Million	Mar'16	Mar'15
Share Capital	143	143
Reserves	1,522	1,480
Shareholder's Funds	1,665	1,623
Secured Loans	40	135
Def Tax Liabilities	76	56
Long Term Provisions	18	22
Total Non-Current Liabilities	134	213
Trade Payables	1,295	1,226
Other Current Liabilities	856	852
Short Term Borrowings	2,206	2,134
Total Current Liabilities	4,357	4,212
Minority Interest	42	40
Total Liabilities	6,197	6,089

INR Million	Mar'16	Mar'15
Fixed Assets incl. CWIP	1,168	1,318
Long Term Loans & Advances	428	394.5
Other Non Current Assets	336	403.7
Total Non-Current Assets	1,932	2,116
Currents Investments	0	7
Inventories	727	700
Sundry Debtors	827	727
Cash and Bank	308	181
Short term Loans and Advances	334	341
Other Current Assets	2,069	2,017
Total Current Assets	4,264	3,973
Total Assets	6,197	6,089

Revenue growth of 29% in FY16

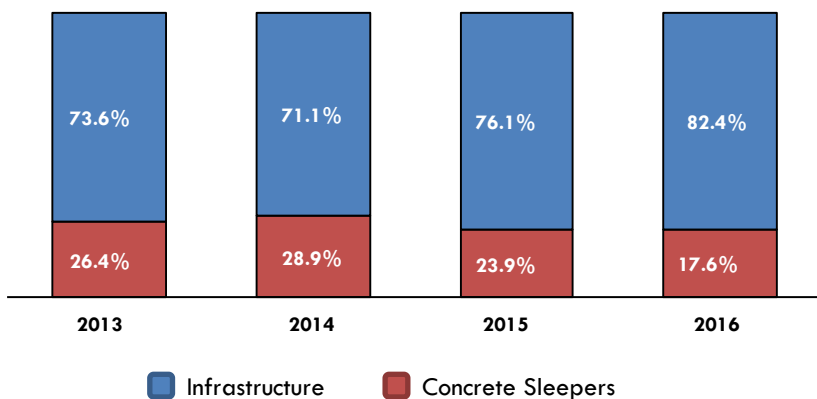
In INR Mn

Revenue growth in the last four years

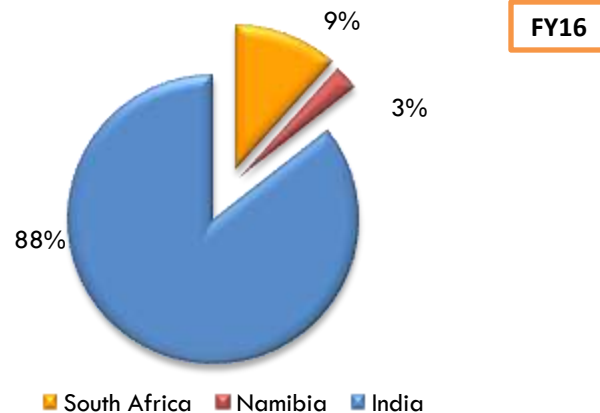


- Strong uptick in revenues (29% YoY growth in FY16) on back of strong order inflow
- Increasing share of infrastructure business in total revenues in line with the company's focus and with increasing order activity from Indian Railways

Revenue break-up: Segments



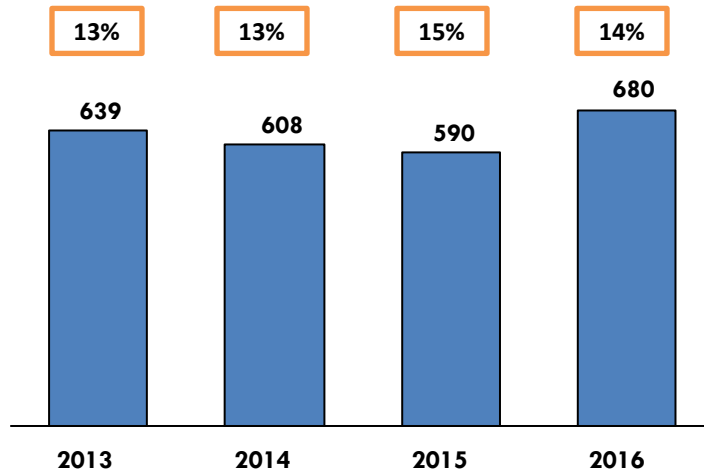
Revenue break-up: Geography



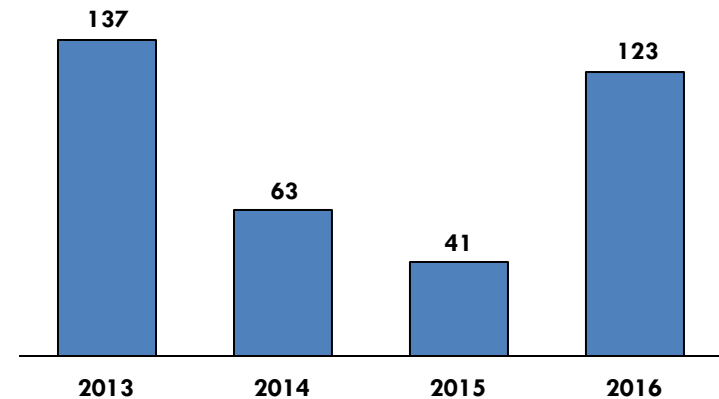
Continued focus on profitability...

In INR Mn

EBITDA and Margin



PAT

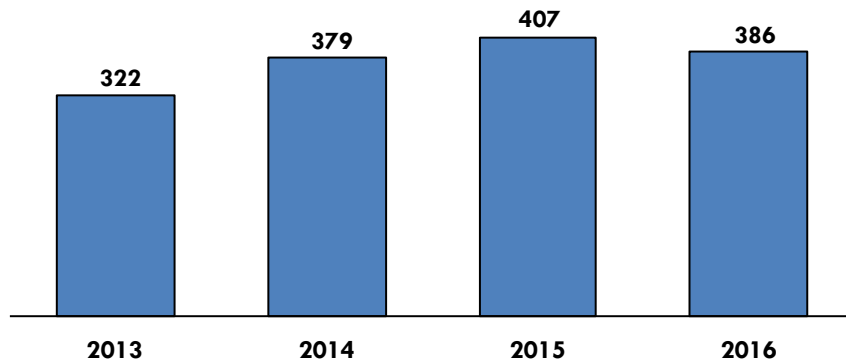


- EBITDA margin remains healthy even during tough market conditions by focusing on projects with better margins
- PAT of INR 123 mn in FY16 vis-à-vis INR 41 mn in FY15 on back of reduced interest payments and better working capital cycle

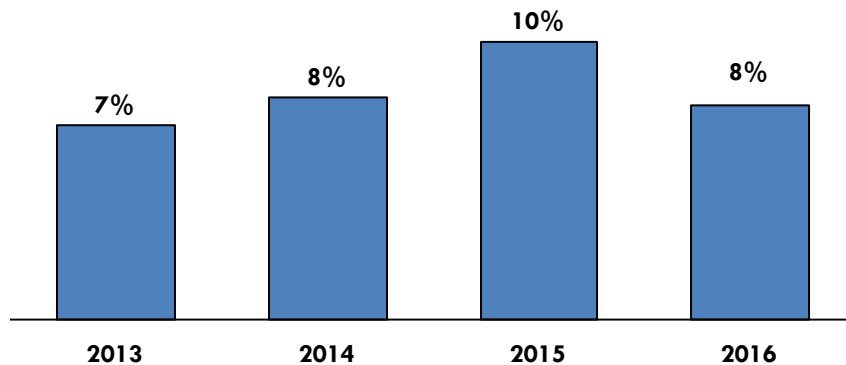
... with reduction in finance cost..

In INR Mn

Finance charges



Finance charges as % of revenues

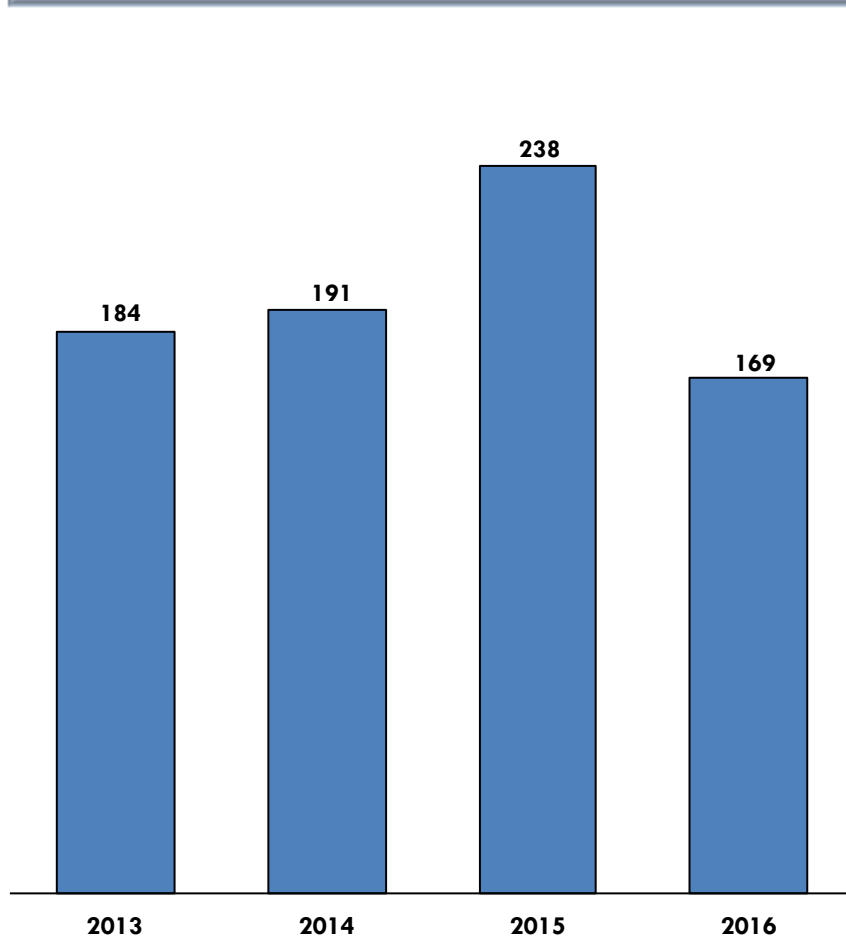


Components	FY 13	FY 14	FY 15	FY 16
Interest on borrowings	236	270	305	284
Interest on advances	41	65	70	61
Finance charges	45	44	32	41
Total	322	379	407	386

- Debt repaid during the financial year – **INR 190 mn**
- Reduction in interest rates by banks
- Partly interest free mobilization advance

.. And improvement in working capital cycle

Working Capital Days



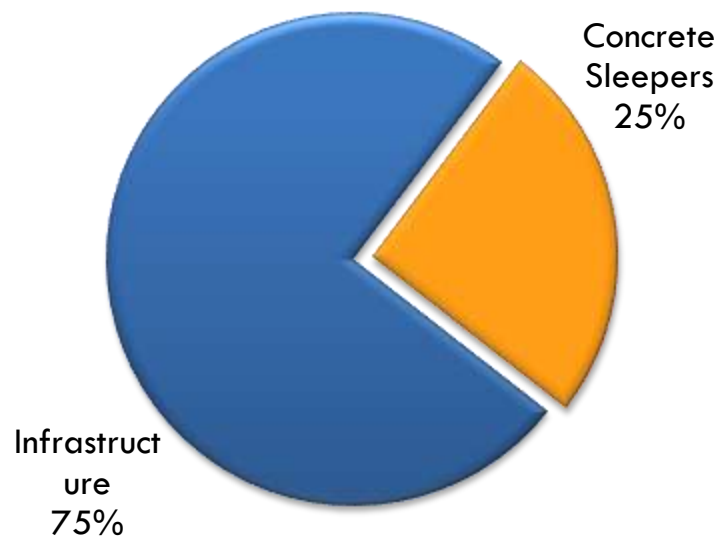
Working Capital (Days)	Mar' 13	Mar'14	Mar'15	Mar'16
Debtor	83	71	81	60
Other Current Assets	123	161	192	150
Inventory	73	61	80	53
Creditors	95	102	115	94
Net WC Days	184	191	238	169

- Working capital cycle stretched in FY15 due to delayed payments and project certification from clients
- FY16 sees improvement with better and faster payments from clients and higher execution
- Consistent follow-up with clients for pending collection
- Mobilization advance, 50% of which is interest free

Diversified order book – over 75% from infrastructure

In INR Mn

Order book – INR 16.5 bn



Top 5 infrastructure orders

Project Description	Client	Order Value (INR mn)	Segment
Approach bridge for Burdwan ROB	RVNL	1,143	Railways Track & bridges
ROB Flyover between Sankrail and Santragachi Stations	South Eastern Railway	1,133	
Bridge over Katakhal, Hasnabad	West Bengal PWD	813	Roads & Roads bridges
Fabrication, Erection of Bridge in Manipur	Northeast Frontier Railway	801	Railways Steel Bridges
Construction of Intake Well for Raghunathpur Power Plant	DVC	641	Industrial

A large yellow gantry crane is the central focus, positioned over a railway yard. The crane has a complex lattice structure and is supported by two tall legs. In the background, several train cars are visible on tracks. The foreground shows a dirt area with some equipment and a fence. The text "Railways: Growth Prospects" is overlaid in a bold, orange font across the middle of the image.

Railways: Growth Prospects

Growth Prospects: Revival in Railways

Railway Capex Plan (FY16-20)	INR bn
Network decongestion (including DFC, electrification, doubling)	1,993
Network expansion (including electrification)	1,930
National projects (Northeastern & Kashmir connectivity projects)	390
Safety (track renewal, bridge works, ROB, RUB and signaling & telecom)	1,270
Rolling stocks (locomotives, coaches, wagons – production & maintenance)	1,020
Station redevelopment and logistic parks	1,000
Passenger amenities, High speed rail & elevated corridor, IT and Other	957
Total	8,560

- Increase in capital allocation for infrastructure & railway by Government of India. More than **INR 8,500 bn** to be invested in railways in next 5 years
- Investment of INR 65,810 mn for **constructing 917 RUBs and ROB**s to substitute 3,438 railway crossings
- Around **350 Bridges and ROB**s construction on highways under Setu Bharatam scheme presents opportunity
- Rehabilitation of old operational steel girder bridges, and increased spending on doubling, tripling and new lines
- Investment in decongestion of railway network by **increasing track length by 20%**

- Ministry of Railway's commitment to build nearly **2,800 km dedicated freight corridors by 2022** to result in more DFC contracts
- Sleepers manufacturing opportunity for GPT:
 - » **1 km of DFC requires ~1,600 sleepers** (with 6,000 km length spanning both ways, the opportunity is as huge as 10 million sleepers)
 - » GPT has already won **order from GMR worth INR 2,465 mn for EDFC**
- Bridges opportunity under DFCs (over 1,600 bridges/ ROBs/ RUBs):
 - » EDFC to include **construction of 104 bridges, 368 ROBs, RUBs and 21 flyovers**; also includes reconstructing nine existing ROBs and extending ten existing RUBs
 - » WDFC to include 262 bridges, 33 flyovers, 505 ROBs and 200 RUBs; also includes the reconstruction of 24 existing ROBs and lengthening ten existing RUBs

Growth Prospects: Presence in Africa

- Strong **presence in Africa**, where transportation and infrastructure demand is growing:
 - » One among three suppliers in South Africa
 - » Only supplier in Namibia
- Key Growth driver for African railways:
 - » Need for **effective and integrated logistics** to manage global supply chain, especially South Africa
 - » Emergence of metropolitan cities **need new urban transport system**
 - » Increase in **mining activities require high capacity rail infrastructure** to provide better economy than road transport





About GPT Infraprojects

About GPT Infraprojects

- Incorporated in 1980, **GPT Infraprojects Limited** is a fast-growing civil construction and manufacturing company based in Kolkata
- Employee strength of more than **1,000** including 100+ engineers
- GPT's businesses are divided primarily into two segments:
 - » **Infrastructure:** Involved in civil infrastructure projects for Railways, Roads, Airports, and Urban Infrastructure
 - » **Concrete Sleepers:** Involved in manufacture of concrete sleepers for railways systems in India and abroad
- For FY 2016, GPT recorded revenues of **INR 5,028 mn**
- GPT has orders under execution of more than **INR 16,500 mn**



Clientele



Railways & PSUs



NHAI, State PWDs, & Dept.



Other Key Customers



International customers



RICON
(a JV of RITES & IRCON)



Experienced Leadership Team



Name	Designation	Background
DP Tantia	Chairman	<ul style="list-style-type: none"> 35 years experience in the infrastructure sector Leads Company's international initiatives Hony. Consul of Ghana in Kolkata
SG Tantia	Managing Director	<ul style="list-style-type: none"> 28 years experience in infrastructure and civil construction sector Strong team building and project execution capabilities Responsible for marketing and business development functions
Atul Tantia	Executive Director	<ul style="list-style-type: none"> BS in Economics & Systems Engg. from Wharton School, UPenn Responsible for international businesses, incl. operations & business development
AK Dokania	Chief Financial Officer	<ul style="list-style-type: none"> B. Com, FCA with over 25 years experience in accounting, finance and banking for infrastructure sector Strong background in audit, taxation and legal matters
Vaibhav Tantia	Director & Chief Operating Officer	<ul style="list-style-type: none"> BS in Economics & Civil Engg. from Wharton School, UPenn Responsible for execution of infrastructure projects and tendering
Subrata Ray	Sr. Vice President (Technical)	<ul style="list-style-type: none"> B. Tech in Civil Engineering from Bengal Engineering College, having rich experience of over 35 years, with leading construction companies as well as consultancy firms Responsible for technical and design-related matters in construction projects, tendering and contract management
US Singh	Sr. Vice President (Planning & HR)	<ul style="list-style-type: none"> B. Tech in Mechanical Engineering from IIT Kharagpur Post Graduate in HRD & Certified Management Consultant Leads HR initiatives, incl. training, recruitment, performance management
DB Patra	General Manager (Projects)	<ul style="list-style-type: none"> B. Tech in Civil Engg. with 15 years' experience in large civil infrastructure projects
Niraj Sinha	Head (Africa Operations)	<ul style="list-style-type: none"> B. Tech in Mechanical Engineering with over 8 years experience working in Africa Heads GPT's African Operations based in South Africa

Independent & Nominee Directors on the Board

Name	Designation	Background
Viswa Nath Purohit	Independent Director	<ul style="list-style-type: none"> Fellow Member of the Institute of Chartered Accounts of India Has LLB and FICA qualification 55 years of experience in Accounts, Finance and Taxation
Nitindra Nath Som	Independent Director	<ul style="list-style-type: none"> Renowned expert in Soil Mechanics in the country Was Head of Civil Engineering, Jadavpur University, Kolkata
Sunil Patwari	Independent Director	<ul style="list-style-type: none"> CFA, MBA-Finance(IIM) Wide experience in the area of business management, accounts, taxation and finance
Mamta Binani	Independent Director	<ul style="list-style-type: none"> President of The Institute of Company Secretaries of India 15 years of experience in corporate consultation & advisory
Shankar Jyoti Deb	Independent Director	<ul style="list-style-type: none"> Bachelors in Science and B.E. in Civil Engineering from I.I.T. Roorkee Completed programme in Finance Management from I.I.M., Calcutta Wide experience in designing, engineering and implementation of several civil projects
Kunal Kumthekar	Nominee Director	<ul style="list-style-type: none"> Nominee Director of Nine Rivers Capital Rich experience in financial markets and was associated with JM Financial

Statutory Auditor

S R Baltiboi & Co., Member firm of Ernst & Young

Concrete Sleeper Business

- Commenced production in 1982 and became one of the earliest entrants in concrete sleepers for Indian Railways
- Key facility located at Panagarh, 160 km from Kolkata:
 - » Plant production capacity of 480,000 sleepers is **one of the largest in India**
 - » Manufacture concrete sleepers for mainline, curves, bridges, level crossings, points & crossing
 - » Manufactured more than **10 Million concrete sleepers** for Indian Railways, IRCON, RITES, SAIL, NTPC, Tata Steel, DVC, etc.
- Received **INR 2,465 mn worth order from GMR Infrastructure Limited** in November 2015 for supply of 1.45 mn Sleepers for Eastern Dedicated Freight Corridor Contract (World Bank funded)
- A pioneer in export of concrete sleepers / plants for foreign railway systems:
 - » **Pioneered use of indigenous “stress-bench”** production system in foreign countries, where manpower is available
 - » GPT’s capabilities cover entire value chain



Concrete Sleepers: Global Footprint



MYANMAR

- Two orders for turnkey installation of concrete sleeper plants
- Transfer of production technology, training and track design

BANGLADESH

- Supplied Dual Gauge Concrete Sleepers for prestigious Jamuna Bridge Rail Project
- Recently supplied 300,000 MG sleepers and 200 sets turnouts

MOZAMBIQUE

- Manufactured 750,000 sleepers for World Bank funded Sena Line Project
- Installed 2 plants in Mozambique in record time of 6 months

SRI LANKA

- Supplied 160,000 sleepers for Sri Lankan Railways and 140 sets of turnouts
- Sleepers manufactured at Panagarh plant and exported in containers

SOUTH AFRICA

- Supplied Transnet Freight Rail 1,000,000 sleepers over 5 years
- Incorporated subsidiary & established state-of-art plant at Ladysmith near Durban with technology from UK
- Annual capacity: 500,000 sleepers
- Production commenced in April 2009

NAMIBIA

- Entered into agreement with TransNamib Holdings for setting up sleeper plant
- Commercial production commenced in 2011, manufactured 375,000 sleepers till date
- Annual capacity: 200,000 sleepers

Infrastructure: Value Proposition

CONCEPT-TO-COMMISSIONING OF COMPLEX INFRASTRUCTURE PROJECTS

- Executing work of 38 major road bridges under Tripura PWD on turnkey basis, i.e. including survey, design, engineering and construction
- BOT Annuity project from NHAI on Design & Build basis, including own design and engineering

TIMELY DELIVERY OF TECHNICALLY & LOGISTICALLY CHALLENGING PROJECTS

- Completed rehabilitation of Dona Ana Bridge over River Zambezi in Mozambique involving replacement of corroded steel components
- Construction of washed-away Railway Bridge on Howrah-Chennai route completed 21 days ahead of schedule

ENGINEERING & TECHNOLOGICAL INNOVATION

- Used “slipform” shuttering for construction of tall substructures for Railway Bridge over River Barakar
- Innovative erection methods to replace old girders in running traffic conditions
- “Cantilever” method of erection adopted for large span steel structures



Infrastructure: Core Areas

- GPT's Infrastructure Division executes civil infrastructure projects **mainly in roads, railways and industrial infrastructure** sectors for government sector clients
- Expanded **execution capabilities** and widened client base since commencement of infrastructure activities in 2004
 - » Achieved **phenomenal growth** in order bookings & turnover with CAGR of ~60% in last 5 years
 - » Focusing on **contracts of larger magnitude with high value addition**
- Core expertise in infrastructure works includes:
 - » Construction of **riverine bridges** on deep well or pile foundations, with steel or concrete superstructure of large spans
 - » Structural steel fabrication and launching of **large span steel superstructures** over perennial rivers or in running traffic conditions
 - » Capability to undertake **turnkey rail & road infrastructure** works, including construction of embankment, rigid & flexible pavements, flyovers, ROBs, and rail track



Growth Strategy

- Improving **working capital cycle** through better payments from customers
- Focus on **trimming interest costs** to improve Net Profit margin
- Striving for challenging contract that need high degree engineering skill and offer higher margins
- Growing business proportionately by leveraging expertise to tap emerging opportunities
- Improving capabilities in the EPC segment and expanding into industrial projects
- Forming **strategic joint ventures** to share technical know-how and entering new fields of work



For any further information, please contact:

	GPT Infraprojects Ltd.	Stellar IR Advisors Pvt. Ltd.
CIN	L20103WB1980PLC032872	U74900MH2014PTC259212
Name	Atul Tantia	Gaurang Vasani / Pooja Dokania
Email	atul@gptgroup.co.in	vgaurang@stellar-ir.com / dpooja@stellar-ir.com
Company website	www.gptinfra.in	www.stellar-ir.com