



Indu Projects Ltd



Corporate Profile

Highlights



Established in 2001 by I. Syam Prasad Reddy

Revenues FY08 – Rs. 13,065 million
Revenues FY09 – Rs. 19,600 million*

Investment by Credit Suisse, Citigroup and IDFC
at the entity level

Vision

To be a **premier infrastructure company**

that builds value through

innovation & next practices

and seeks to grow by

caring and sharing

*unaudited

Growth Path



Key Milestones

2001-2003

- Third party construction contractors for Government urban-infrastructure projects

2003-2006

- Foray into real estate developments
- Core infra projects (water, irrigation, roads)

2007-2008

- Diversified core-infrastructure capabilities
- End-to-end solutions provider
- Launched Premium and Middle size real estate projects
- Special Economic Zones of IT/ITES Domain
- NHAH Highways construction

2009-2012

- Large scale Technology driven core-infra projects in the areas of:
 - Power
 - Generation
 - Transmission
 - Distribution
 - Contract Coal Mining
 - Proposed Dedicated Rail Freight Corridor (DRFC) projects

Business Strengths

Proven Execution Capability

- Successful 7 year track record
- In-house design and construction capabilities
- Strong brand name

Management Track Record Experience

- First generation entrepreneurs
- Strong and experienced management teams

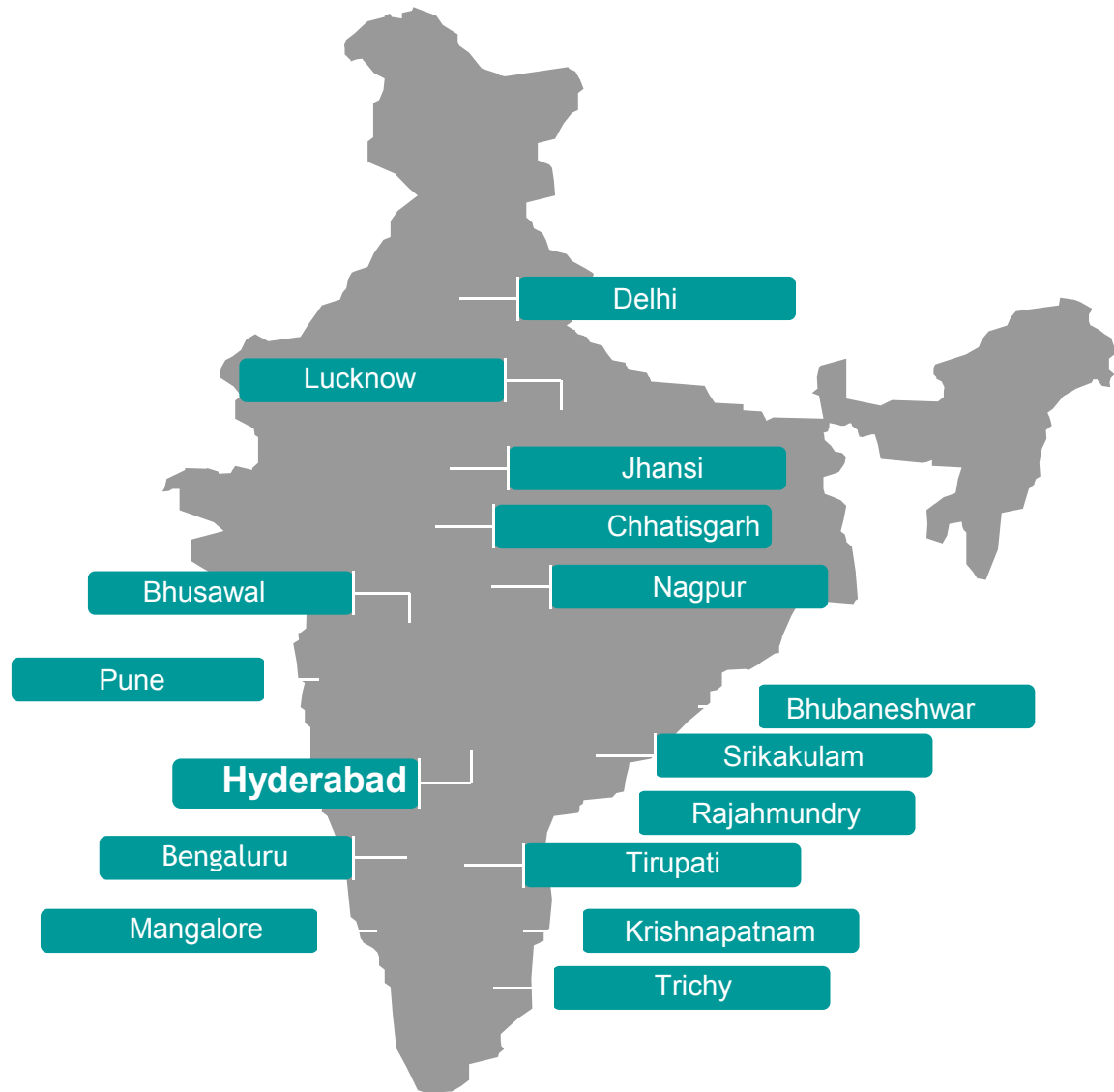
Well Diversified Business Model

- Focus on Infrastructure
- Offers end-to-end services for value maximization
- Diversity lends stability to earnings and hedge against risks

Geographical Spread



Increasing presence in high growth geographies





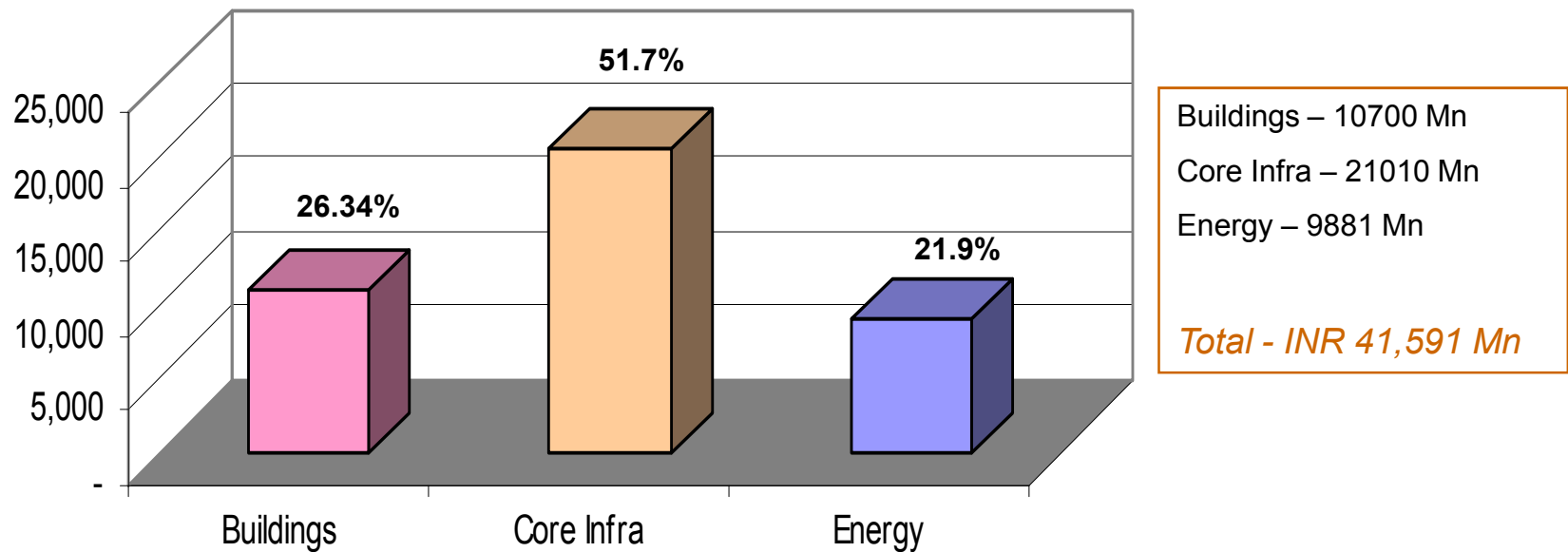
ORDER BOOK

Outstanding Order Book



Current External Outstanding Order Book – INR 41,181 Mn

Order Backlog 1.04.09 (INR Mn)



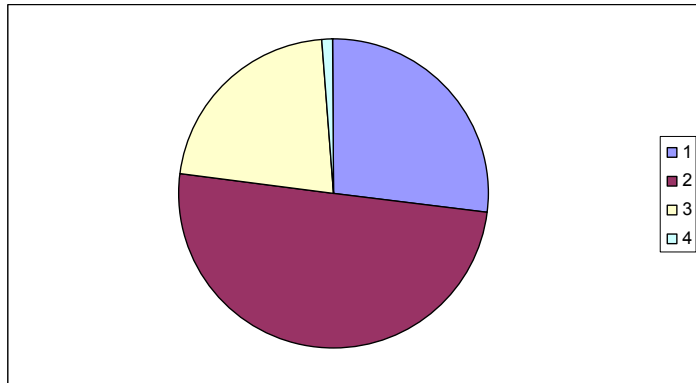
Future Strategy – “entry into high growth areas”

Outstanding Order Book

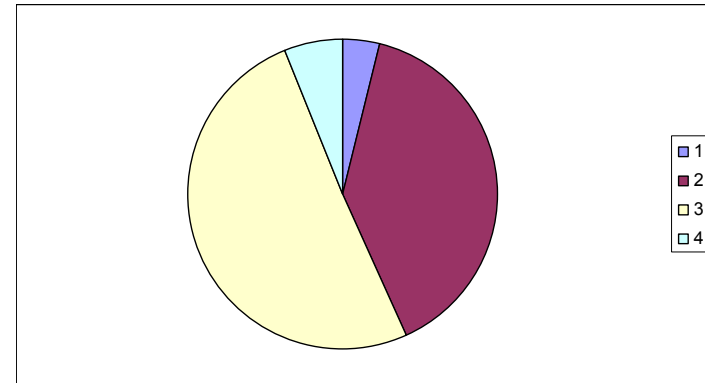


Contribution of sectors to Order Book

Current



2010 Estimated %



	Current %	Fig. in Rs Mn	2010 Estimated %	Fig. in Rs Mn
Buildings	26	10700	09	5820
Core Infra	51	21010	38	24430
Energy	22	9471	47	30880
Mining	01	410	06	3900
TOTAL		41591		65030



CORE INFRASTRUCTURE & ENERGY

Focus Domains

Industrial Projects

- DSSIDC Infra-Development
- ONGC Site-Development, Mangalore
- Civil works for Blast Furnace of SAIL, Rourkela.
- EPC Integrated Sugar Complex, Karnataka.

Transportation

- NH 45 Road project, TN
- HUDA Road Project
- Airport Passenger Terminal Building, Lucknow
- Railway Flash Butt Welding for SC and Central Railway
- DMRC Project

Focus Domains

Energy

- Civil & Structural works for MAHAGENCO's Bhusawal 2x500MW Thermal Power Plant
- Civil works for APGENCO's Krishnapatnam 2x800MW Thermal Power Plant
- T & D Works with EHV OH Transmission lines, XLPE UG Cabling & GIS/Conventional Sub Stations

Irrigation & Public Health

Irrigation

- Pranhita Chevella, Pkg 22
- Indira Sagar Project, Polavaram
- Tadipudi Lift Irrigation, AP

Public Health

- City drinking water transmission for PCMC
- Nanded Sewerage Projects

Mining

- Coal mine exploration work under CMPDIL in Jharkhand & Chhattisgarh.
- Contract Coal mining - MDO.

Our Emphasis



Energy

- BOP- Civil and Structural Works
- Identified companies from Hong Kong, France, US, Spain & Korea with past experience in Power Generation, Transmission & Distribution.

Mining

- Coal mine exploration work
- Contract Coal mining

Water

- Irrigation Barrages, Canals & LIS
- Tunneling Works
- Formation of Flood Banks
- Public Health Engineering



ENERGY

Energy Projects – In Pipeline

Power Plants

- Civil & Structural works for the BOP and Cooling Towers & Chimneys for
 - 2X500 Marwah Thermal Power Plant
 - 1x500 MW Korba West Thermal Power Plant

- Civil and Structural works for the Main Plant (BTG package) of
 - 2X500 Marwah Thermal Power Plant &
 - 1x500 MW Korba West Thermal Power Plant

- Civil and Structural Works for 2X250 MW Satpura TPP under MPGENCO

Transmission & Distribution

- Underground EHV Cabling for Hyderabad City

- Augmentation of T&D Infrastructure in Maharashtra, MSETCL in Joint Venture with Cobra Group

- T & D Opportunities in UP, Uttaranchal and Orissa

Buildings – Major Third Party Projects



Current Contracts – External	Contract Value	Balance Order as of 1.04.2009
Paramedical College, Jhansi	2,550	2,550
PCMC Slum Rehabilitation Housing with AI-Form	1,779	1,550
Staff Colony for TTD at Tirupati	1,260	1,260
Ascendas IT Complex, Bangalore	680	680
Mantri Tranquil, Bangalore	1,226	184



Going forward we intend to focus more on:

- JNNURM - reform linked initiative of Central Govt entailing a total budget of INR 1,200 Bn
- Objective is urban infra development in 63 cities with focus on Slum Rehabilitation, Water Supply, Solid Waste Management, Rapid Transport Systems, etc.
- Have identified low cost housing as an opportunity

Total Contract Value – INR 15,458 Mn*

Order Backlog – INR 10,700 Mn*

(Figures - INR Million)

*incl. Major Third Party Contract figures

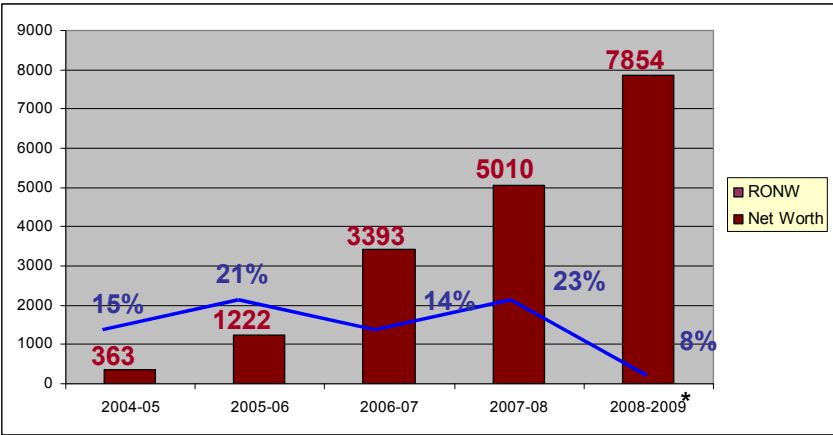
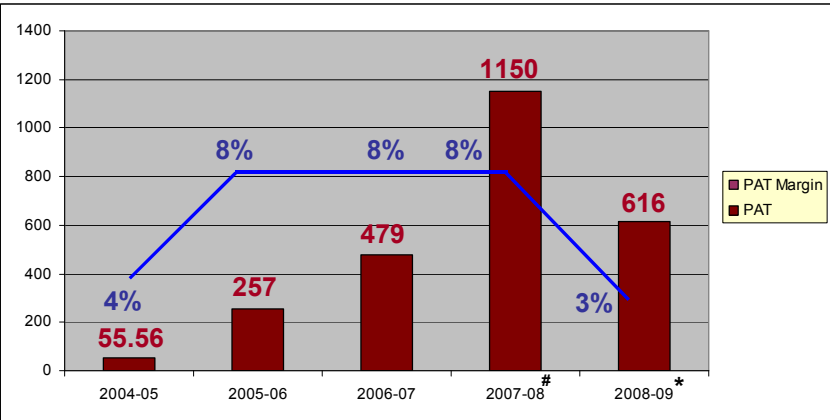
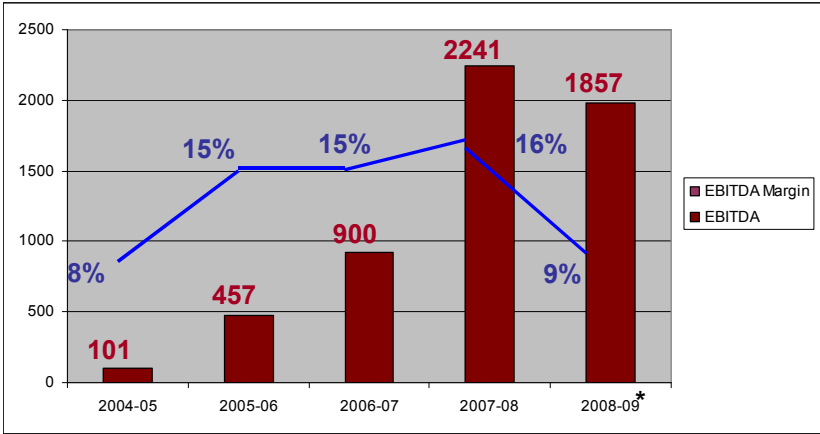
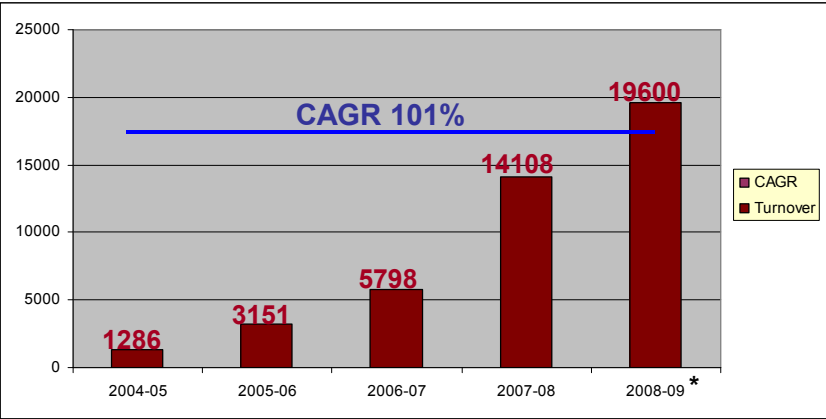


FINANCIALS



Robust Financial Performance

Figures in Rs. Million



* Unaudited figure

PAT Includes one time gain of Rs 650 million on sale of land

Financial Projections of IPL



INR Million	Mar-09 [*]	Mar-10E	Mar-11E
Operations			
Sales	19,600	23,273	27,882
EBIDTA	1,857	2,523	2,983
PAT	616	829	1,214
Financials			
Share Capital	1,534	1,541	1,541
Networth	7,854	8,775	9,989
Debt			
Long Term Debt	3,697	4,717	4,315
Working Capital	3,179	3,620	2,141
Net Block	1,272	1,738	2,284
Net Current Assets	10,856	11,262	10,050
Ratios			
<i>EBITDA Margin (%)</i>	10%	11%	11%
<i>Net Profit Margin (%)</i>	3%	4%	4%
<i>Debt/Equity</i>	0.87	1.0	0.6
<i>Current Ratio</i>	1.09	2.1	1.8
<i>RoCE (pre-tax)</i>	12%	14%	17%

* Unaudited figure



THANK YOU