

# IL&FS Transportation Networks Limited



August 4, 2010

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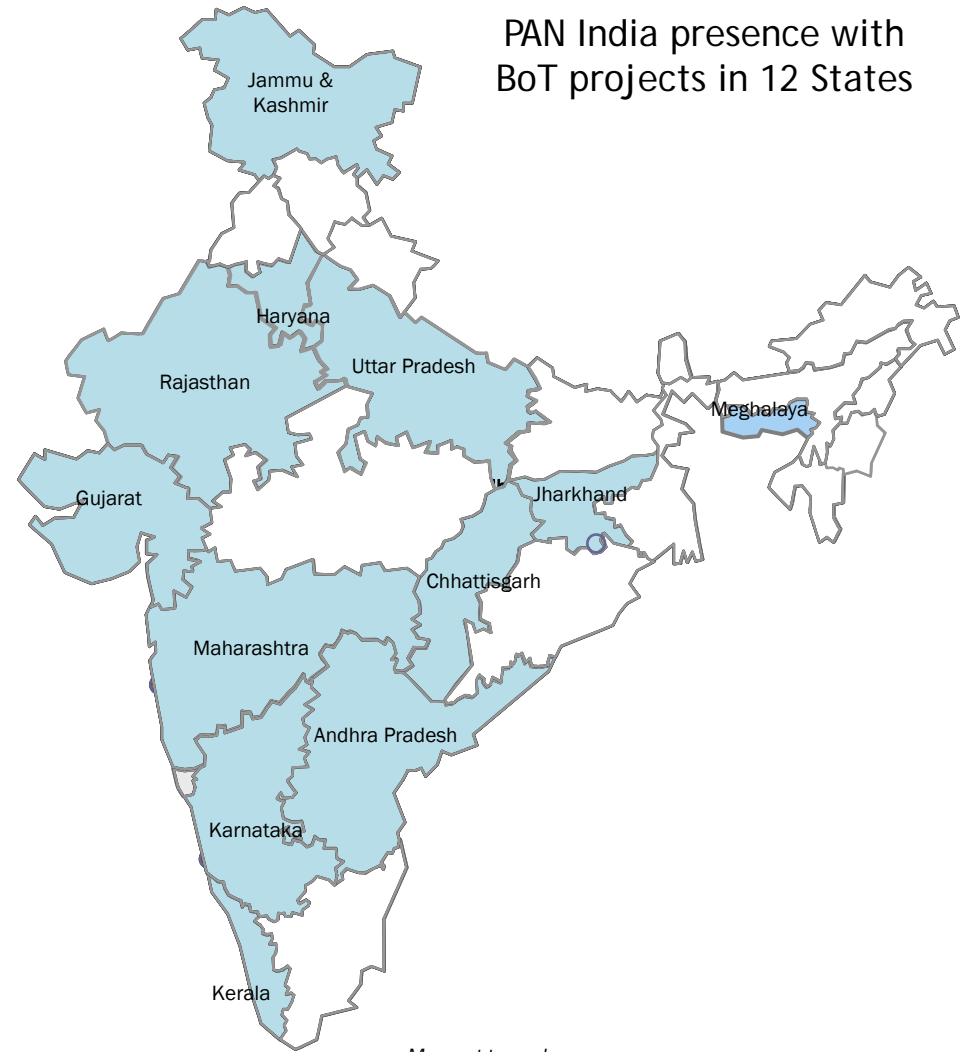
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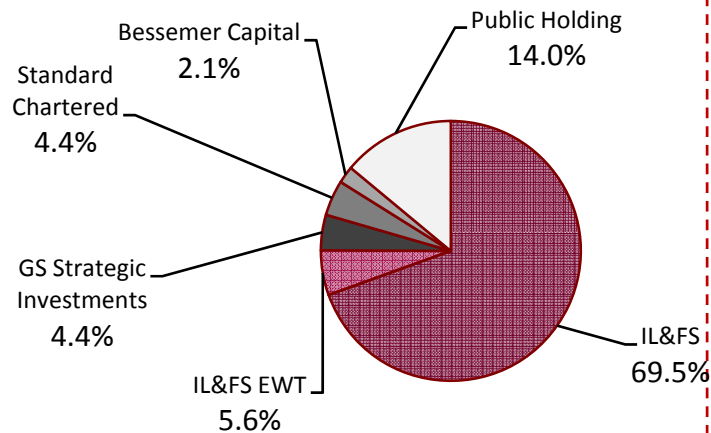
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- Company Overview
- Major Milestones
- The ITNL Group
- Road Asset Portfolio
- Projects in other Transportation Sub-sectors
- Company Positioning
- Performance in FY10 and FY11 (till date)
- Key Financial parameters of FY11 First Quarter
- Board of Directors and Key Managerial Personnel

- IL&FS Transportation Networks Limited (ITNL) has the largest BoT road asset portfolio (in terms of lane kilometer) in India with presence in a majority of the States
- ITNL is promoted by Infrastructure Leasing and Financial Services Limited (IL&FS) and was incorporated in 2000
- A 'Thought Leader'....., IL&FS Transportation plays varied roles such as Sponsor, Project Developer cum Manager, Operations & Maintenance Manager, Design & Value Engineer and Policy Advisor
- ITNL has ~12,000 lane km under its road assets portfolio
  - Of which ~2400 lane km in projects in which we are L-1
- Has presence in other sub sectors viz. Metro Rail , Bus Transportation



## Shareholding Pattern





## Market Leadership in the Transportation Infrastructure Sector

- With around 11,800 lane km comprised in 21 projects in its road assets portfolio
- Forays into other surface transportation sub-sectors like metro & bus transportation



## Track Record of Successful Project Implementation

- Commissioned over 4000 lane kms of highways, operating one bus transportation project
- Projects substantially completed to budget - Commissioned projects within time



## Strong Parentage of IL&FS

- IL&FS Brand and expertise in finance & other infrastructure areas
- Experience in working with various Government and other Authorities



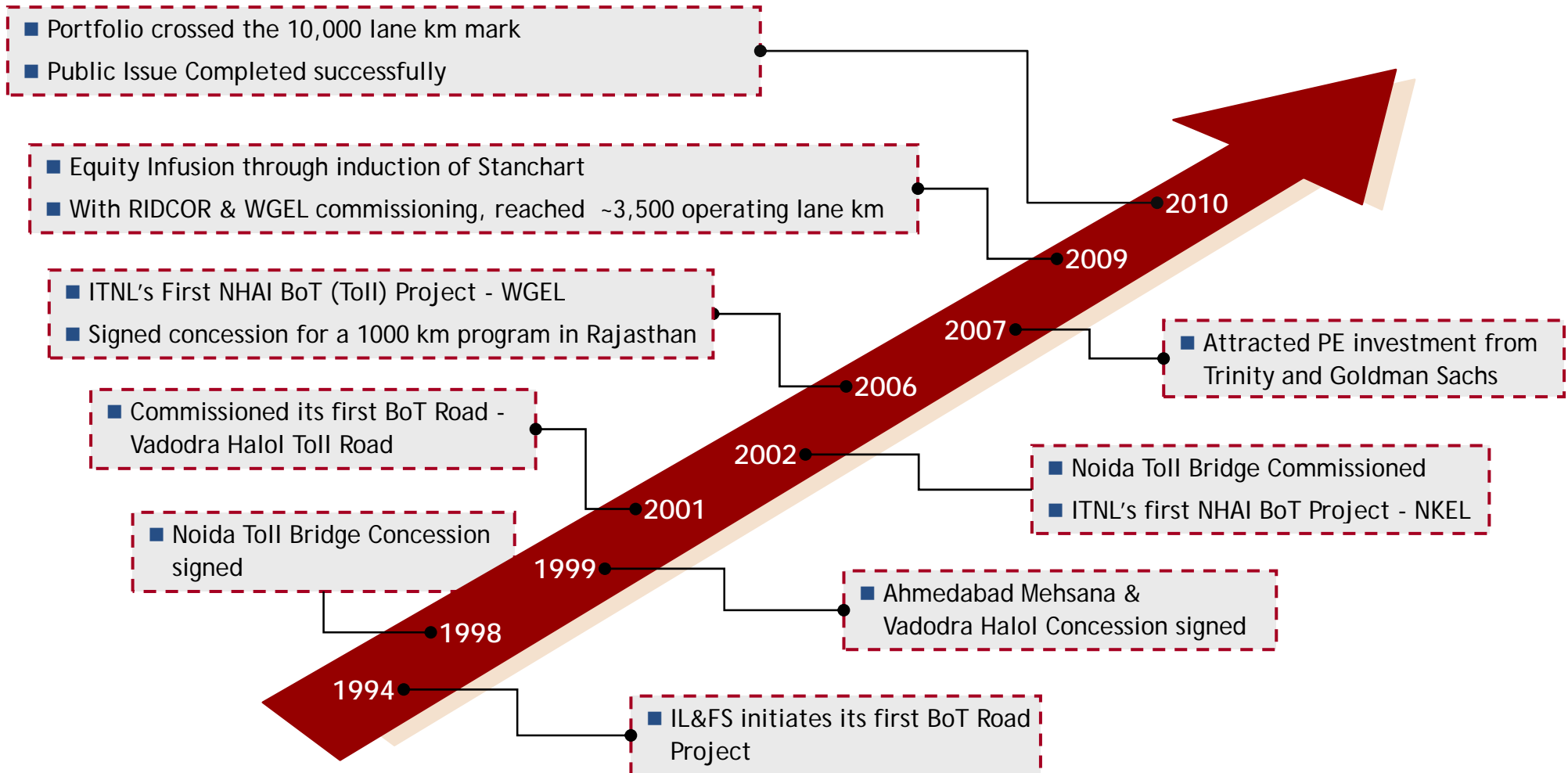
## Partnerships and Bilateral contracts with State Govts

- State Highway Concessions in joint venture with the States of Kerala, Chhattisgarh, Gujarat, Rajasthan & Jharkhand

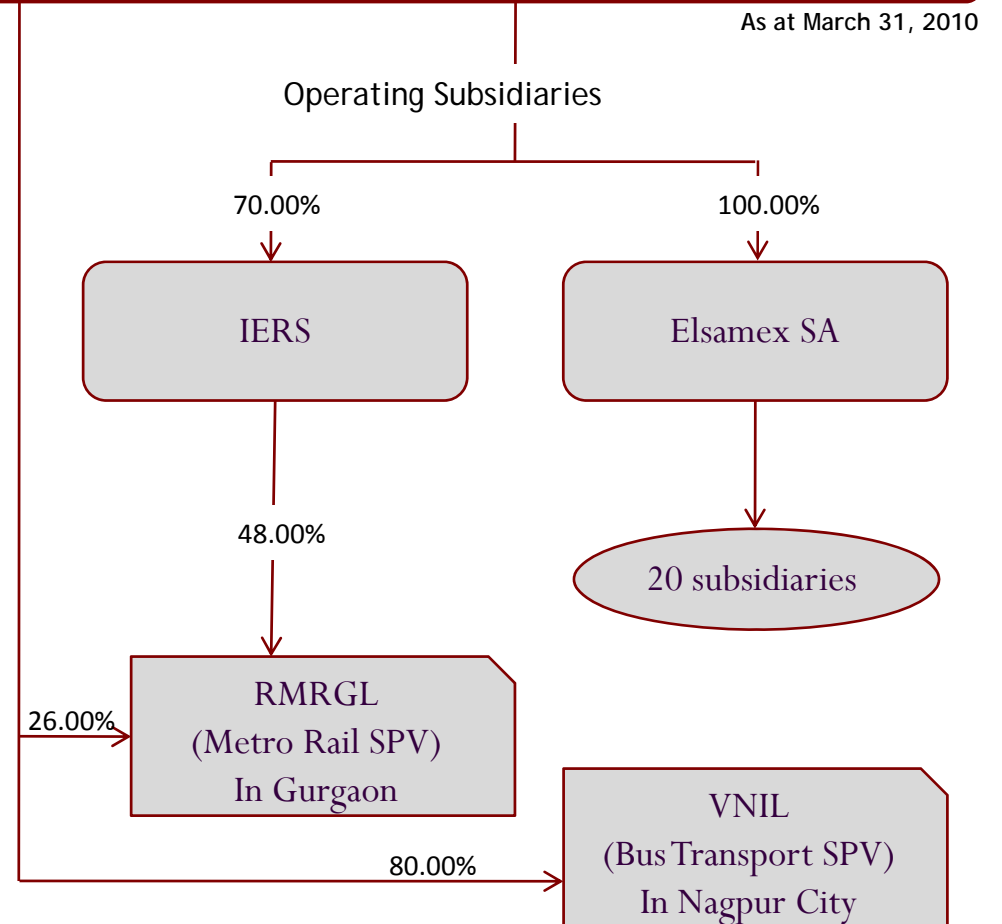
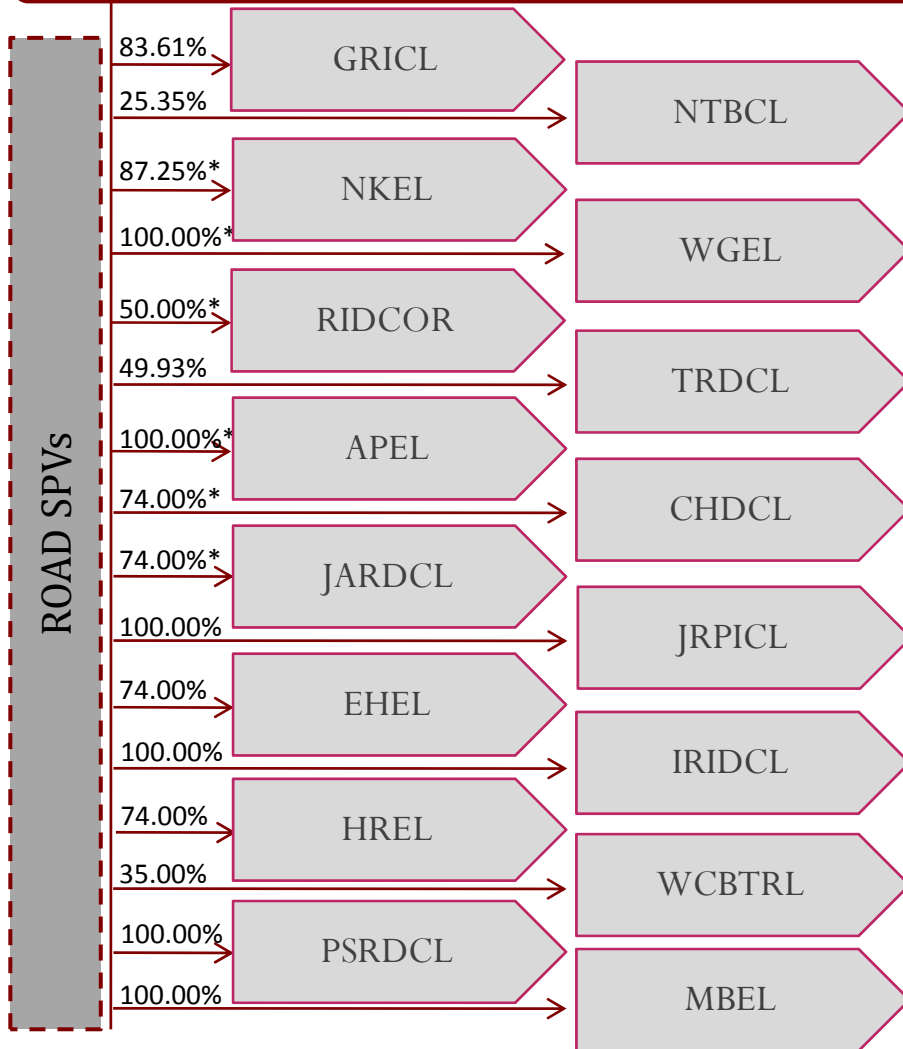


## Diversified and de-risked portfolio

- Pan India presence with a fair mix of annuity and toll concessions
- Presence in Europe, Latin America & Mexico through Elsamex SA

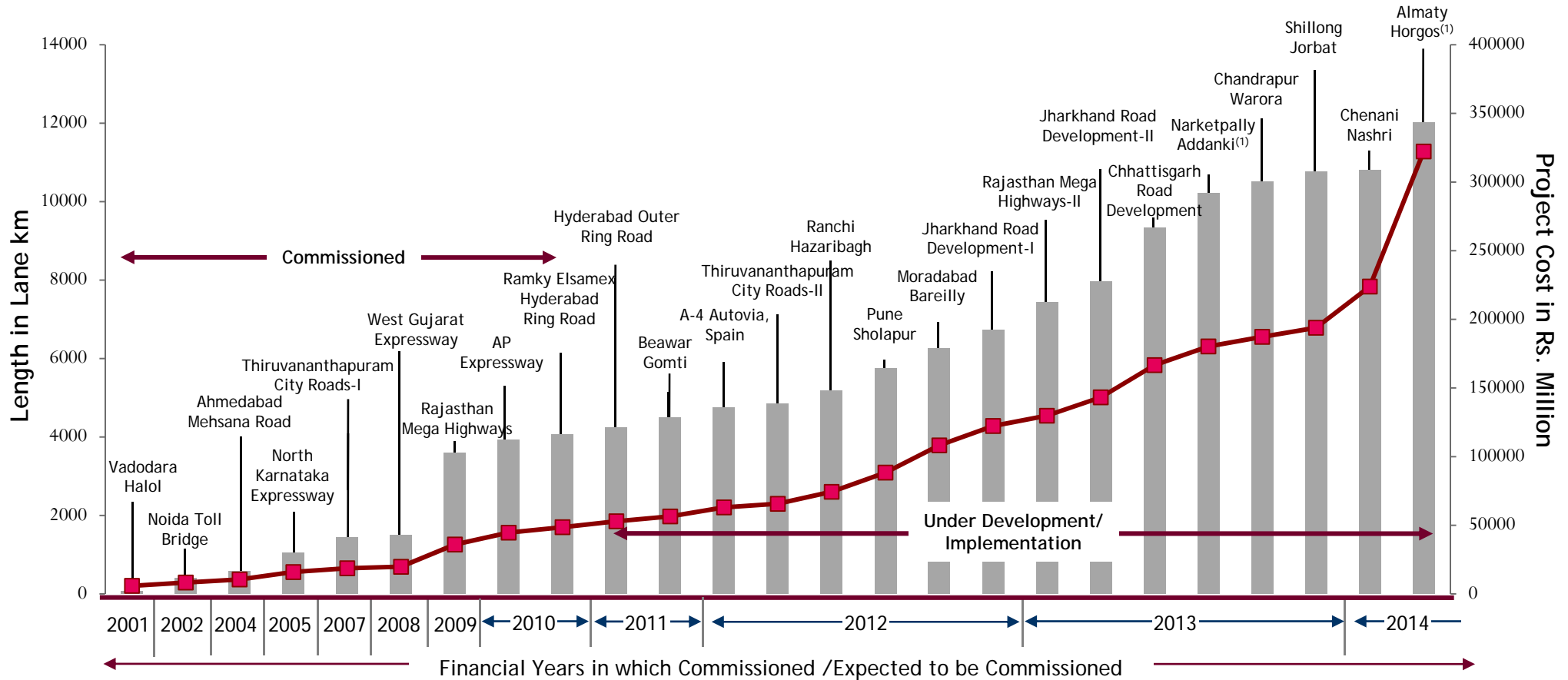


**IL&FS Transportation Networks Limited**



\* Includes indirect and beneficial interest too

- Diverse BOT portfolio of 21<sup>(1)</sup> road projects covering ~12,000<sup>(1)</sup> lane km spread across various states of India
- Fair mix of "Annuity / assured payments" (ca. 48%) and "Toll" based (ca. 52%) projects at various stages of development



**ITNL has one of the largest Private Sector BOT Road Portfolio in India**

1. Total lane km of ~12,000 includes 1,212 lane km from - Almaty Horgos where the Company is believed to be the preferred bidder

Project Cost ———



## Metro Rail

**Metro Rail Project** - awarded by Haryana Urban Development Authority (HUDA)

- Metro link from Delhi metro Sikanderpur station to DLF Cyber City on NH-8 in Gurgaon
- Project Cost of ~Rs. 1100 cr with a concession period of 99 years
- ITNL - IERS - DLF awarded the Project (ITNL stake in the project ~59%)
- Likely Commissioning in 2012

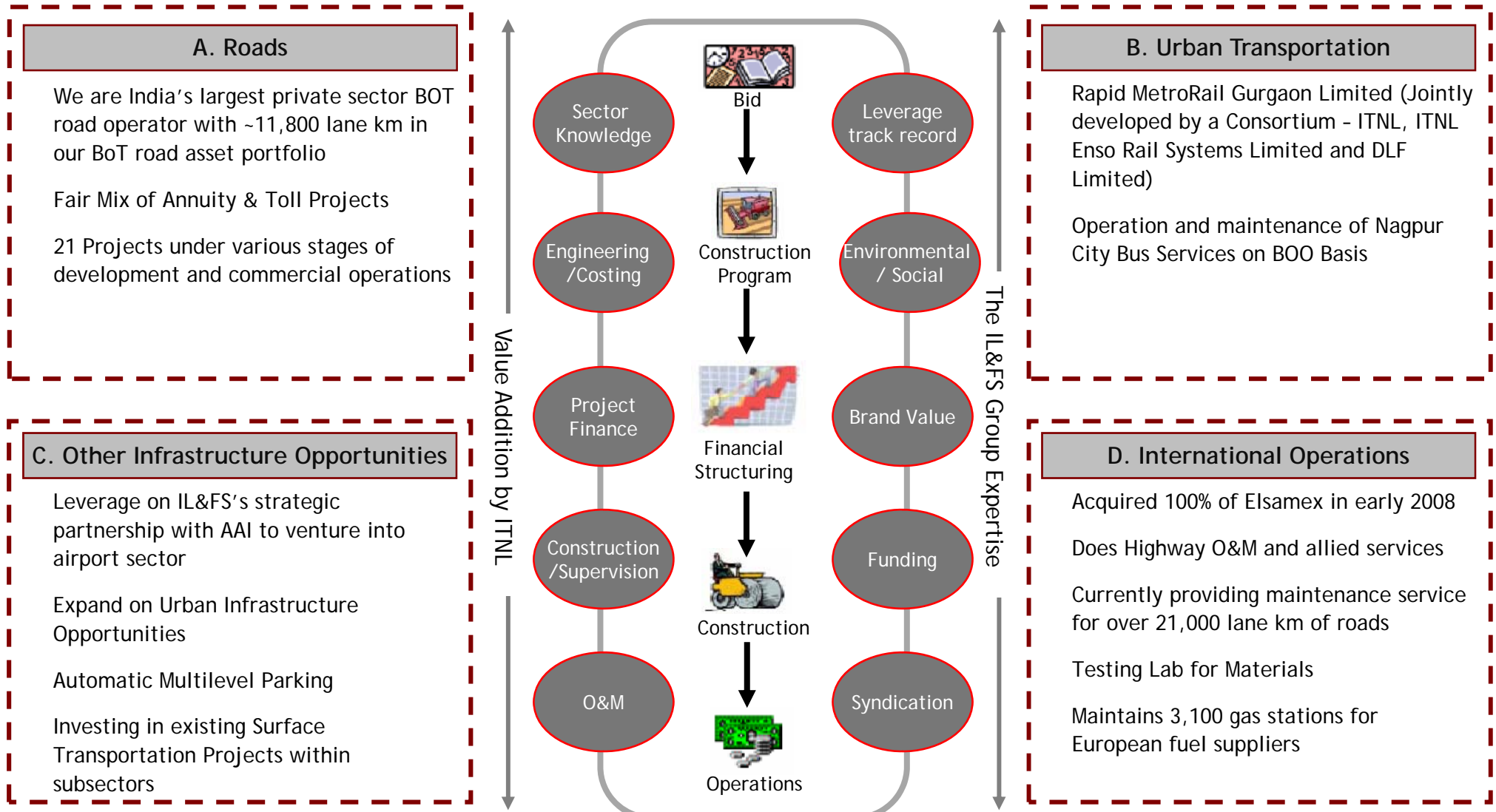
## Bus System

**Nagpur Bus System Project** - awarded by Nagpur Municipal Corporation

- Mobilization, running, operating and maintaining the Nagpur City Bus Services
- Concession period of 10 years - around 228 buses deployed
- Project Cost of ~ Rs. 500 mn - Term loan of Rs. 394.17 mn sanctioned by Pooled Municipal Debt Obligation Fund
- Another 300 buses being deployed under the concession

## Other Areas & Strategy

- Strategic partnership with AAI to venture into airport sector outside India
- MoU with Middle East Coal Pte Ltd for financing of coal transportation infrastructure (Indonesia)
- Entry into airports through acquisition of stake in Gulbarga and Shimoga regional airports
- Technology tied up for Automatic Multilevel Parking sector
- Entry Point check posts & Tolling Technologies
- Acquiring equity stakes in existing Surface Transportation Projects



## Projects worth INR ~82 billion bagged in FY10

Project	Authority	BOT Type	Length (lane km)	Estimated Cost (Rs Million)
<b>Road Sector</b>				
Ranchi to Hazaribagh	NHAI	Annuity	319	8,692
Pune to Sholapur	NHAI	Toll	571	14,027
Moradabad to Bareilly	NHAI	Toll	522	19,836
Three stretches under JARDP*	GoJ	Annuity	466	14,078
Mega Highways-II	GoR	Toll	698	7,500
Chandrapur Warora	GoM	Toll	275	7,000
<b>Total</b>			<b>2851</b>	<b>71,133</b>
<b>Rail Sector</b>				
Gurgaon Metro Rail	HUDA	-	4.8 km	11,000
<b>Bus Transportation</b>				
Nagpur City Bus Transportation	NMC	-	300 Nos	180
<b>Total</b>				<b>82,313</b>

Of the total NHAI bids in FY10 amounting to approx. INR 458,605 million, ITNL bagged 9.33% share

## Projects Achieving Financial Closure in FY10

Project	Length (lane km)	Estimated Cost (Rs Million)
Ranchi to Hazaribagh	319	8,692
Pune to Sholapur	571	14,027
Moradabad to Bareilly	522	19,836
Three stretches under JARDP*	466	14,078
Thiruvanthapuram City Roads	107	2,626
Gurgaon Metro Rail	4.8 km	11,000
Nagpur City Bus Transportation	300 Nos	180
<b>Total Funds Tied –up</b>		<b>59,439</b>

## Key Achievements

- Road Assets Portfolio at ~12,000 lane km
- Entry into Metro Rail Segment
- Expanded the Bus Transportation Business

\*Under Jharkhand Accelerated Development Program concession agreement was signed for Ranchi Ring Road; Ranchi to Patratu road; and Patratu to Ramgarh road

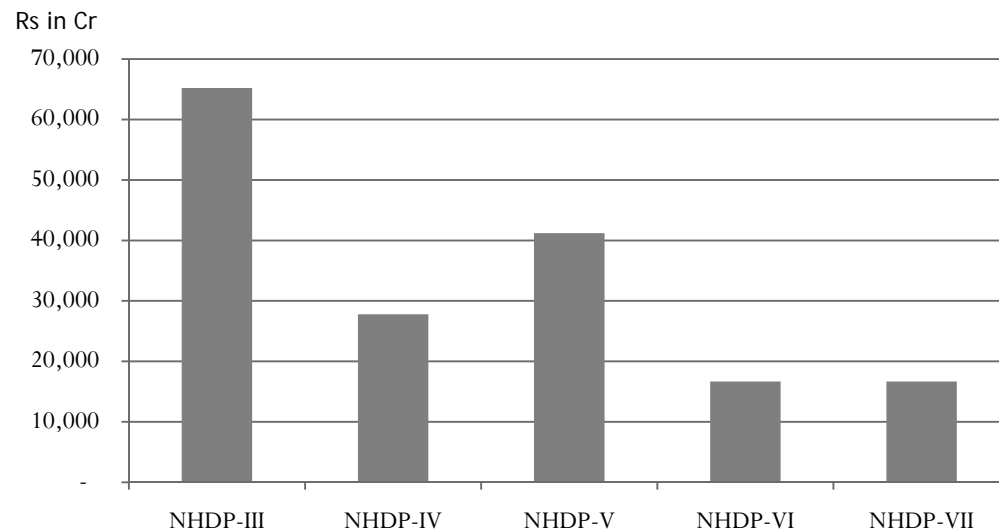
Project	Authority	BOT Type	Length (lane km)	Estimated Cost (Rs Million)
<b>Projects Awarded after 31<sup>st</sup> March 2010</b>				
Chennani to Nashri in Jammu and Kashmir	NHAI	Annuity	38	37,400
Jorbat to Shillong in North East	NHAI	Annuity	262	8,100
Narkattpally to Addanki in Andhra Pradesh	Govt of AP	Toll	888	16,700
<b>Total</b>			<b>1188</b>	<b>62,200</b>
<b>Lowest/Preferred Bidder</b>				
Almaty to Khorgos in Kazakhstan	Govt of Kazakhstan	Toll/ Annuity	1212	98,400
<b>Total</b>			<b>1212</b>	<b>98,400</b>
<b>Total Project Cost</b>				<b>160,600</b>

	RFP Stage			RFQ Stage		
	Projects	Length (km)	Cost (Rs. Mn)	Projects	Length (km)	Cost (Rs. Mn)
NHAI	5	1,118	44,683	27	2,886	196,252
MORTH	1	192	5,580	7	794	40,722
STATE PROJECTS	1	101	8,800	22	2,404	152,491
<b>Total</b>	<b>7</b>	<b>1,411</b>	<b>59,063</b>	<b>56</b>	<b>6,084</b>	<b>389,465</b>

Total Pipeline		
Awarded	3	62,200
Preferred	1	98,400
RFP Stage	7	59,063
RFQ Stage	56	389,465
<b>Total</b>	<b>67</b>	<b>609,128</b>

Government plans to Award USD 50 billion of Road Projects in FY11 - Private Sector to fund ~70%

### Estimated Capital Expenditure under NHDP Phases



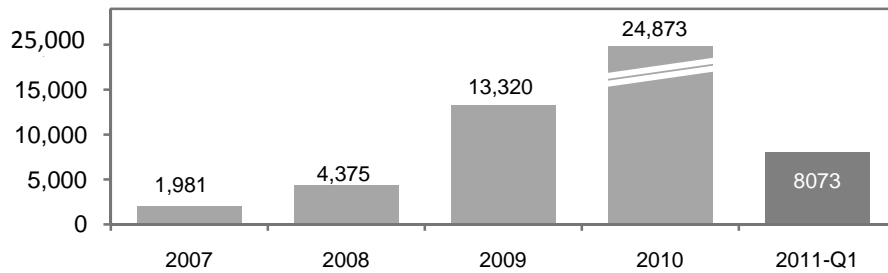
### NHAI Construction Targets for 2010-11

Program	Target in Km
NHDP-III	385
NHDP-V	1,786
NHDP-IV	9,401
SARDP-NE	282
<b>Total</b>	<b>11,854</b>

Preliminary estimates peg Infrastructure spend in the XIIth Plan (2012-17) at ~ INR 40 trillion

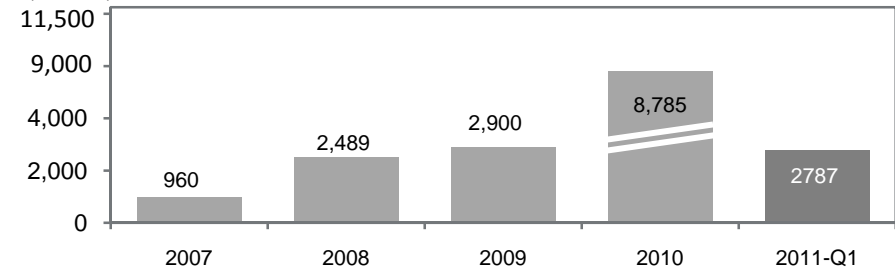
## Revenue

(INR mn)



## EBITDA<sup>(1)</sup>

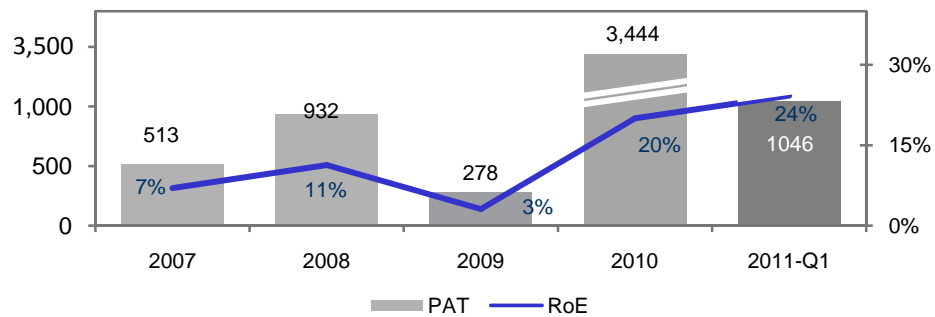
(INR mn)



## PAT<sup>(2)(4)</sup>

(INR mn)

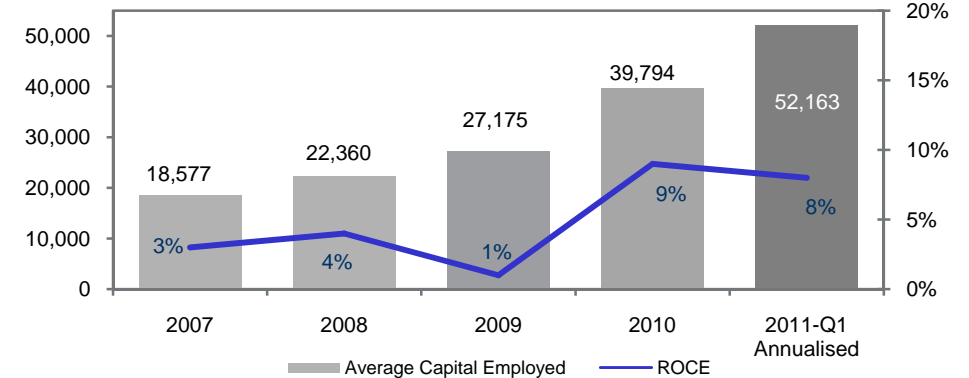
RoE (%)



## Average Capital Employed<sup>(3)(4)</sup>

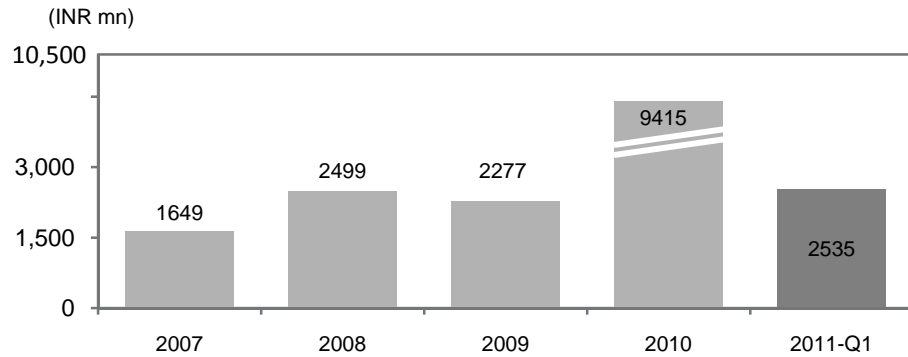
(INR mn)

RoCE (%)

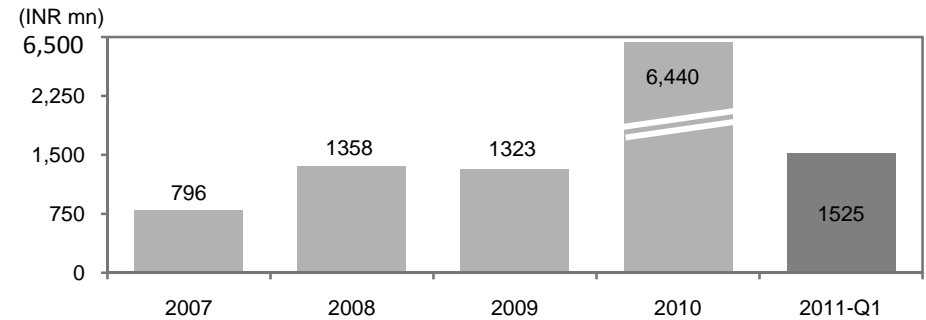


1. Includes other income and Excludes gain from Foreign exchange fluctuation
2. RoE based on average equity
3. RoCE based on average capital employed
4. RoE, RoCE and Average Capital employed figures based on actual FY2007 numbers and not average for FY2007

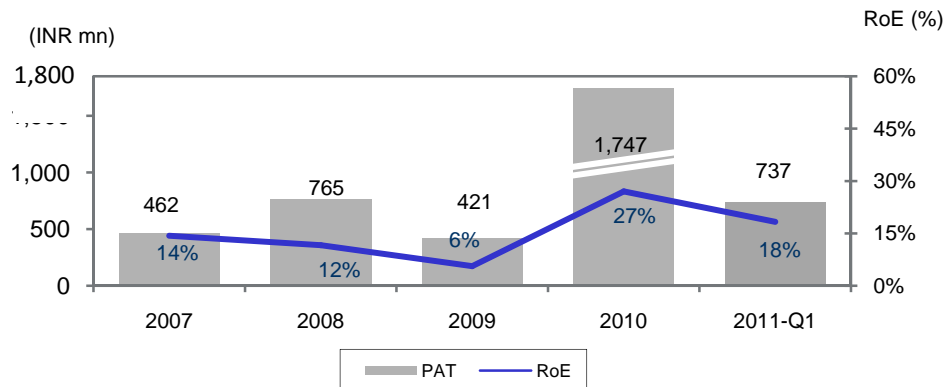
## Revenue



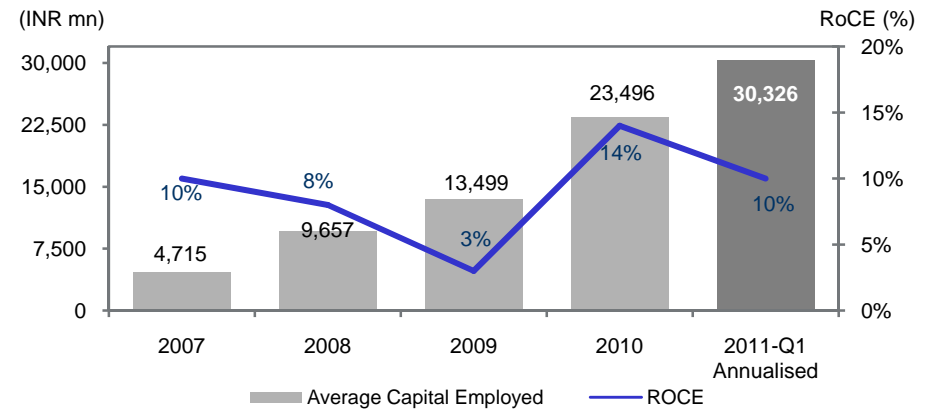
## EBITDA<sup>(1)</sup>



## PAT<sup>(2)</sup>



## Average Capital Employed<sup>(3)</sup>



1. Includes other income and including gain from Foreign exchange fluctuation
2. RoE based on average equity
3. RoCE based on average capital employed;

(All figures in INR million)

Key Parameters	Standalone				Consolidated			
	Q1-FY11	Q1 Annualised	FY10	Change	Q1-FY11	Q1 Annualised	FY10	Change
Revenue	2,535	10,140	9,415	108% ↑	8,073	32,292	24,873	130% ↑
EBIDTA	1,525	6,100	6,439	95% ↓	2,787	11,148	8,786	127% ↑
EBIDTA Margin	60%	60%	68%	↓	35%	35%	35%	
Interest	315	1,260	1,425	88% ↓	1,055	4,220	2,941	143% ↑
Depreciation	22	88	43	205% ↑	131	524	603	87% ↓
Profit Before Tax	1,187	4,748	4,971	96% ↓	1,601	6,404	5,241	122% ↑
Profit After Tax (PAT)	737	2,948	3,247	91% ↓	1,060	4,240	3,383	125% ↑
PAT after adjustment	737	2,948	3,247	91%	1,046	4,184	3,444	121%



# Revenue Collection on Operational Road Projects

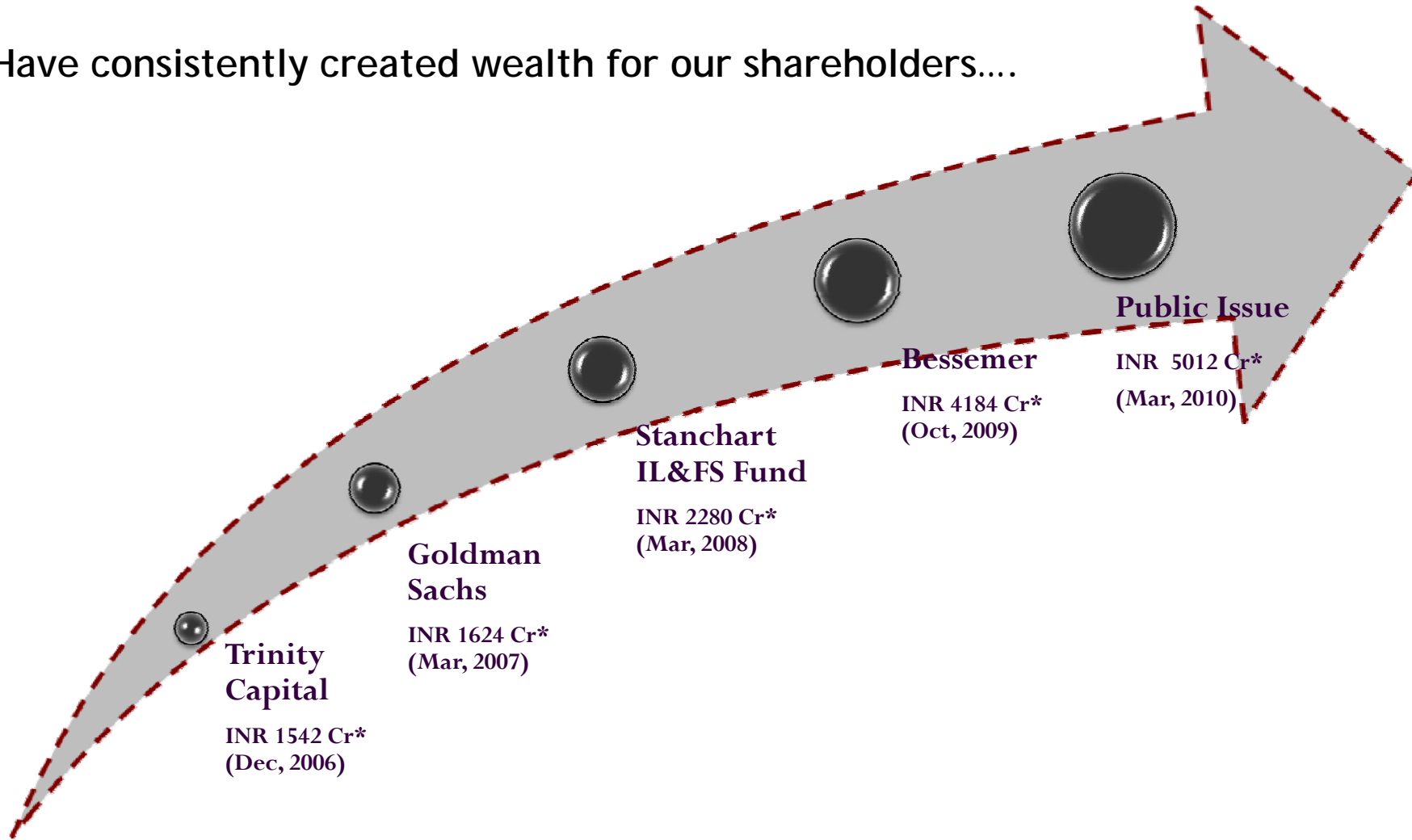
(All figures in INR million)

Toll Projects under Operation	Average Daily Revenue in FY10	Average Daily Revenue in Q1 of FY11
Ahmedabad Mehsana Road	1.17	1.21
Vadodra Halol Road	0.86	0.92
Noida Toll Bridge	1.94	1.93
Mega Highways – Rajasthan (Ph-I)	2.26	2.82
Rajkot to Jetpur – Gondal (Gujarat)	0.85	0.87

Operational Annuity Projects	Annuity Per Annum	Revenue received in Q1 of FY11
Maharashtra Border to Belgaum (Karnataka)	1,010.34	251.89
Thirvananthapuram City Roads (Ph-I)	118.00	29.42
Kotakatta to Kurnol (Andhra Pradesh)	1130.40	284.00

Have consistently created wealth for our shareholders...



\* Post money valuation

## Independent Directors

Name	Designation
Mr Deepak Dasgupta	Chairman; Former Chairman NHAI
Mr RC Sinha	Vice Chairman & MD, Maharashtra Airport Development Company Limited
Mr HP Jamdar	Former Principal Secretary, Government of Gujarat
Mr Deepak Satwalekar	Former Managing Director, HDFC

## Non-Independent Directors

Name	Designation
Mr Ravi Parthasarthy	Chairman, IL&FS
Mr Hari Sankaran	Managing Director, IL&FS
Mr Arun K Saha	Joint Managing Director, IL&FS
Mr Vibhav Kapoor	Group Chief Investment Officer, IL&FS
Mr Pradeep Puri	Managing Director, NTBCL
Mr K Ramchand	Managing Director
Mr Mukund Sapre	Executive Director

**K. Ramchand**  
Managing Director

- He has over 30 years of experience in urban and transport infrastructure development sector

**Mukund Sapre**  
Executive Director

- He has over 27 years of experience in the industry.

**Harish Mathur**  
Chief Executive

- Has over 33 years of experience in various road construction projects.

**M. K. Mohan**  
Chief Executive

- He has over 30 years of experience in the infrastructure and construction sector. He is responsible for Project Implementation

**Cherian George**  
Chief Financial Officer

- He has over 35 years of experience in accounting and finance. Responsible for Financial and Accounting matters, Statutory Compliances and Financial Planning

**V. K. Raina**  
Technical Director

- He has over 40 years of experience in the industry. He is our in-house expert on structures including bridges and RoBs. In the past, he has been associated with many projects and has authored many books on the subject too

**Sanjay Bhargava**  
Senior Vice President

- He has over 20 years of experience in the industry. He heads our in-house design unit

**Rajul B. Pandit**  
Vice President

- He has over 30 years of technical experience in infrastructure surface transport activities. He heads our ISO and Quality Management Unit

**Krishna Ghag**  
AVP & Company Secretary

- He has over 28 years of experience in the industry. He is the compliance officer, legal adviser and Company Secretary

Thank You



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