

IL&FS Transportation Networks Limited



November 15, 2010

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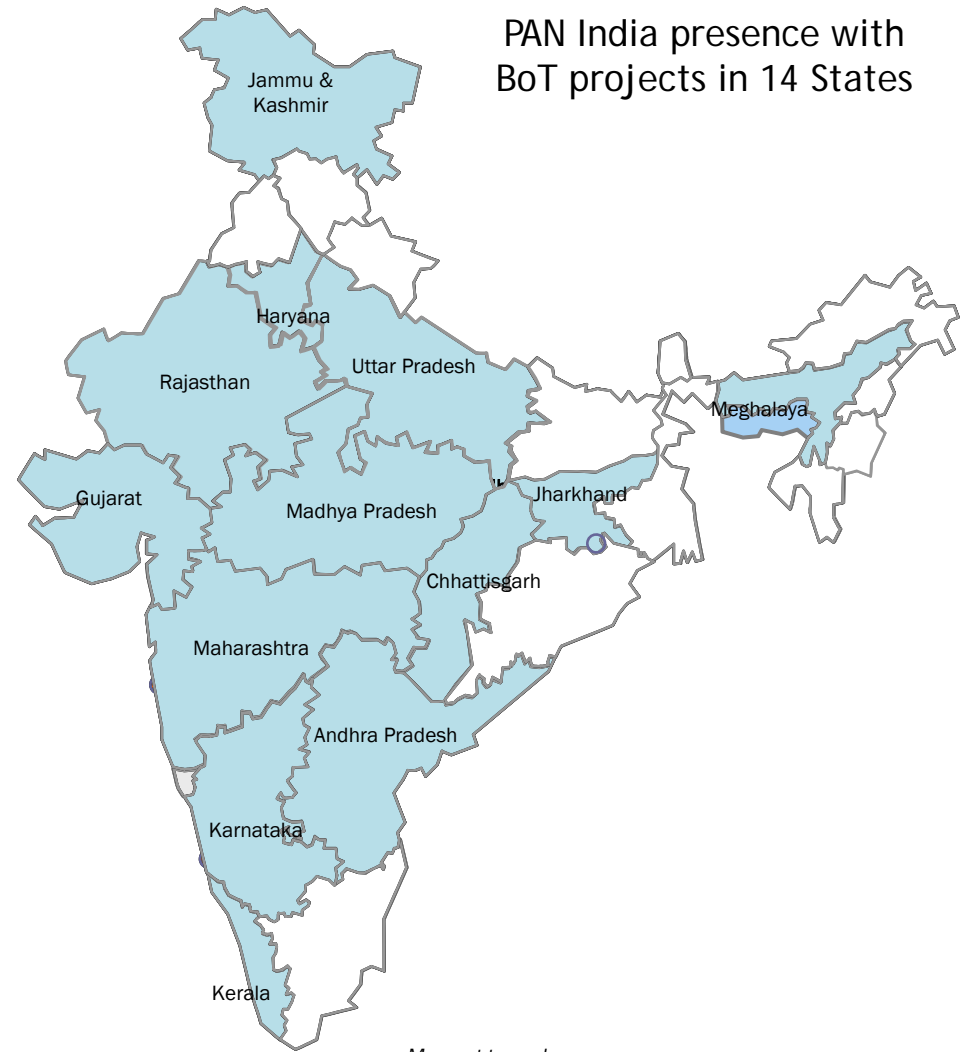
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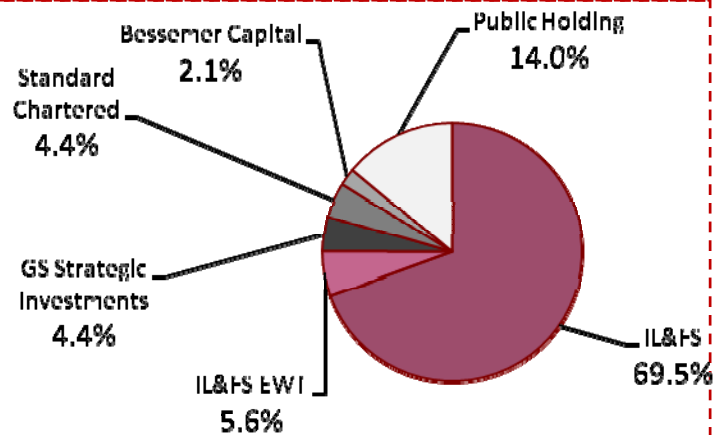
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- Company Overview
- Key Differentiators
- Major Milestones
- The ITNL Group
- Project Portfolio
- Company Positioning
- Highlights of FY10
- Project Pipeline
- Financial Performance
- Key Financial parameters of FY11 First Quarter
- Board of Directors and Key Managerial Personnel

- IL&FS Transportation Networks Limited (ITNL) has the largest BoT road asset portfolio (in terms of lane kilometer) in India
- ITNL has a pan India presence with projects in around 14 states
- Promoted by Infrastructure Leasing and Financial Services Limited (IL&FS) in 2000
- ITNL has ~12,000 lane km under its road assets portfolio
 - Of which ~1,398 lane km in projects in which we are L-1
- Has presence in other sub sectors viz. metro rail , bus transportation, border entry points and regional airports
- 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



Shareholding Pattern





Market Leadership in the Transportation Infrastructure Sector

- With around 12,000 lane km comprised in 22 projects in its road assets portfolio
- Forays into other surface transportation sub-sectors like metro, bus, border check-post & airports



Track Record of Successful Project Implementation

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



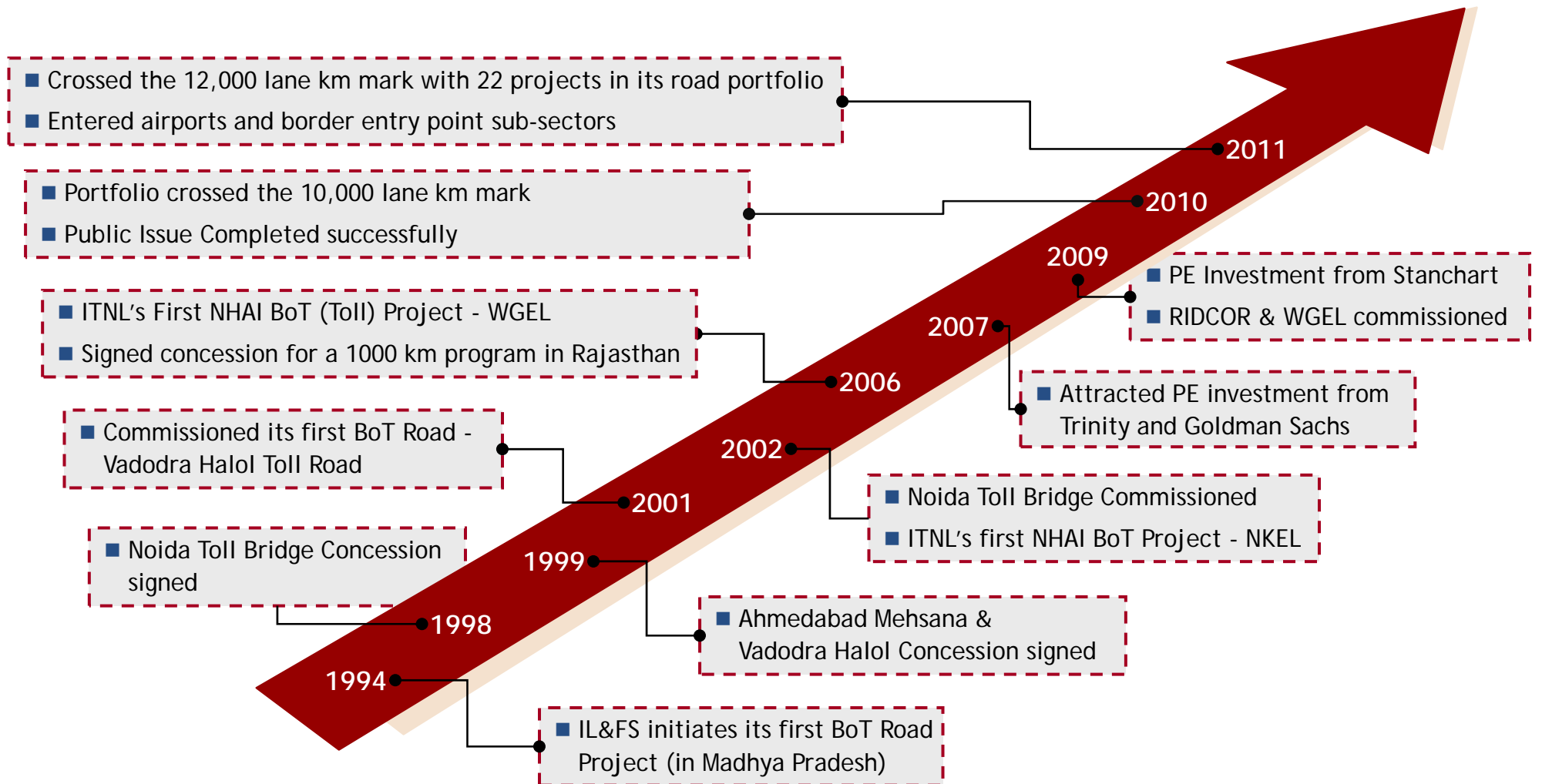
Partnerships and Bilateral contracts with State Govts

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

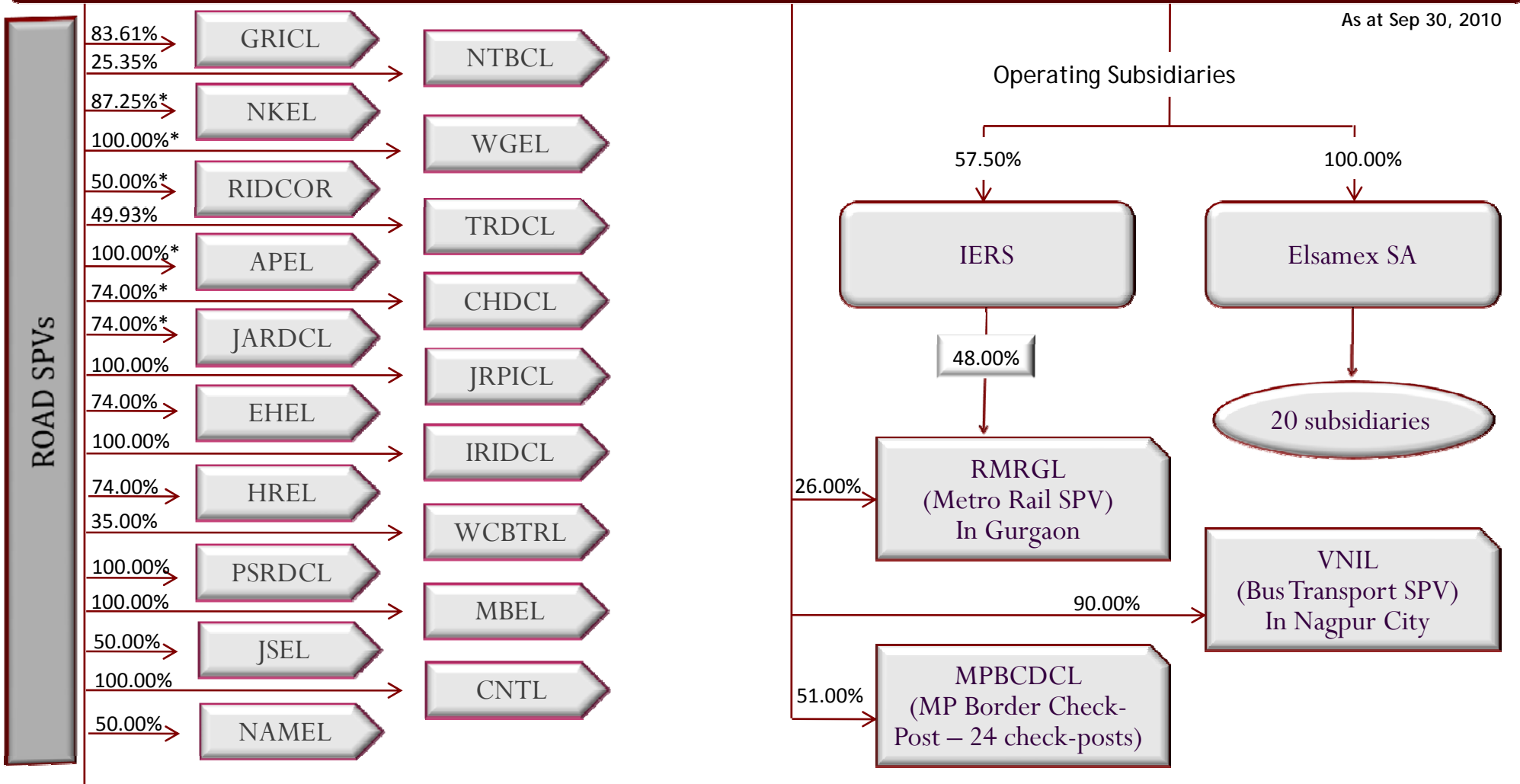


Diversified and de-risked portfolio

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

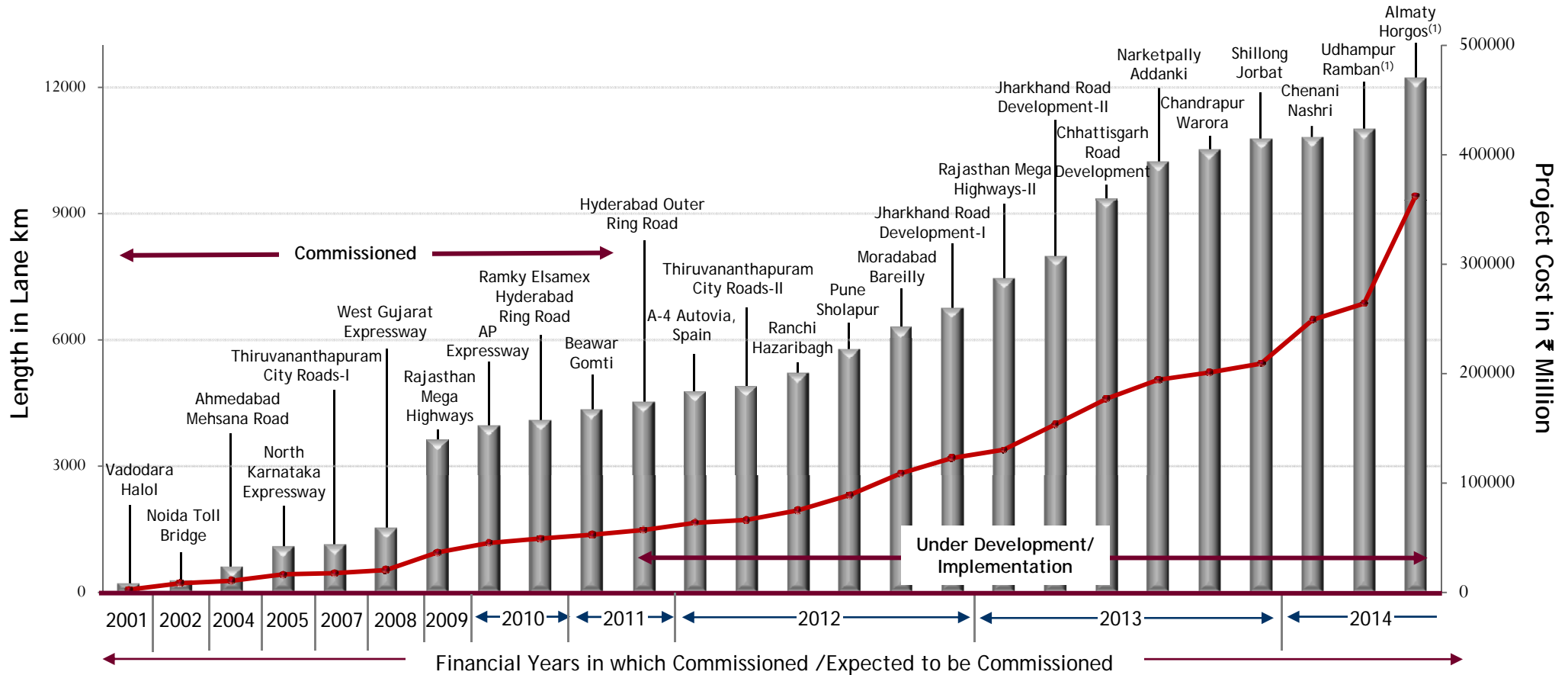


IL&FS Transportation Networks Limited



* Includes indirect and beneficial interest too

- Diverse BOT portfolio of 22⁽¹⁾ road projects covering ~12,000⁽¹⁾ lane km spread across various states of India
- Fair mix of “Annuity / assured payments” and “Toll” based projects in various stages of development



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

Project Cost ———

1. Total lane km of ~12,000 includes 1,212 lane km from - Almaty Horgos and 186 lane km of Udhampur - Ramban where the Company is believed to be the preferred bidder

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 ~ ₹ 1100 cr with a concession period of 99 years - ITNL stake in the project ~54%
- Likely Commissioning in 2012 - financially closed and construction commenced

Bus System

Nagpur Bus System Project - awarded by Nagpur Municipal Corporation

- Mobilizing, running, operating and maintaining the Nagpur City Bus Services on an exclusive basis
- Concession period of 10 years - ~228 buses deployed; another 300 being deployed of which 142 already deployed
- Project Cost of ~ ₹ 500 mn - Term loan of ₹ 394.17 mn sanctioned by Pooled Municipal Debt Obligation Fund

Border Entry Point

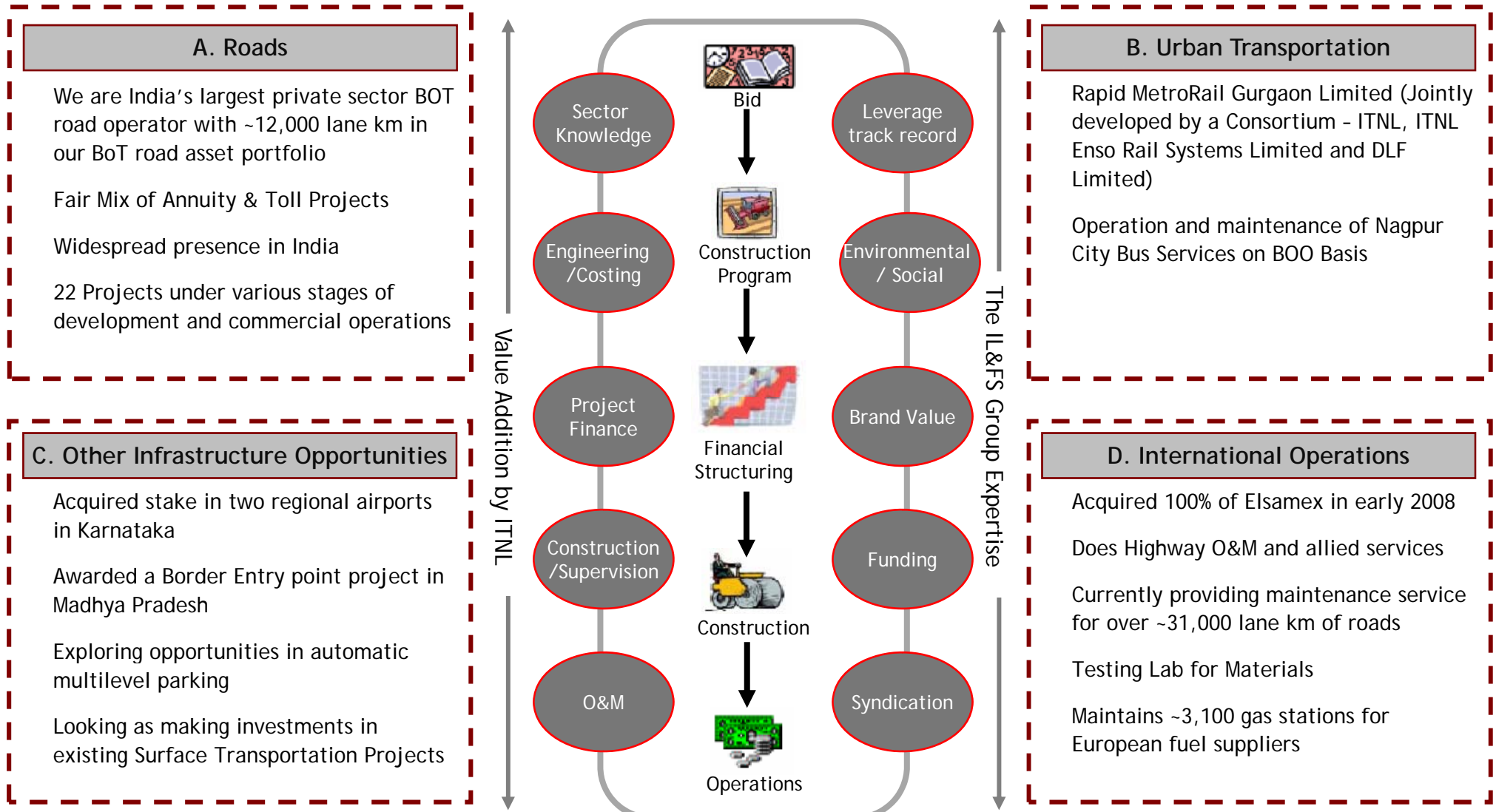
MP Border Check Post Project - awarded by the Government of Madhya Pradesh

- In consortium with Spanco (ITNL stake 51%), 24 border check-post in MP to be developed
- Revenue sources - entry fee from commercial vehicles, parking fee, loading/unloading etc
- Concession period of ~12.5 years with ~2 year construction period. Project cost estimated at ₹ 10,940 million

Regional Airports

Regional Airport Development -awarded by the Government of Karnataka

- Two regional airports - Gulbarga and Shimoga. Concession period -30 years. Project cost at ~ ₹ 4,000 million
- In consortium with Comet Group (ITNL stake 40%)
- Revenue sources - airport fees, vendor space revenue and land side development rights



Projects worth ₹ ~82 billion bagged in FY10

Project	Authority	BOT Type	Length (lane km)	Estimated Cost (₹ Million)
Road Sector				
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
Total			2851	71,133
Rail Sector				
Gurgaon Metro Rail	HUDA	-	4.8 km	11,000
Bus Transportation				
Nagpur City Bus Transportation	NMC	-	300 Nos	180
Total				82,313

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

Financially Closed projects of FY10

Project	Length (lane km)	Debt tied-up (₹ Million)
Ranchi to Hazaribagh	319	7,382
Pune to Sholapur	571	9,577
Moradabad to Bareilly	522	13,187
Three stretches under JARDP*	466	12,376
Thiruvanthapuram City Roads	107	2,242
Gurgaon Metro Rail	4.8 km	7,700
Nagpur City Bus Transportation	300 Nos	162
Total Debt tied –up		52,626

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

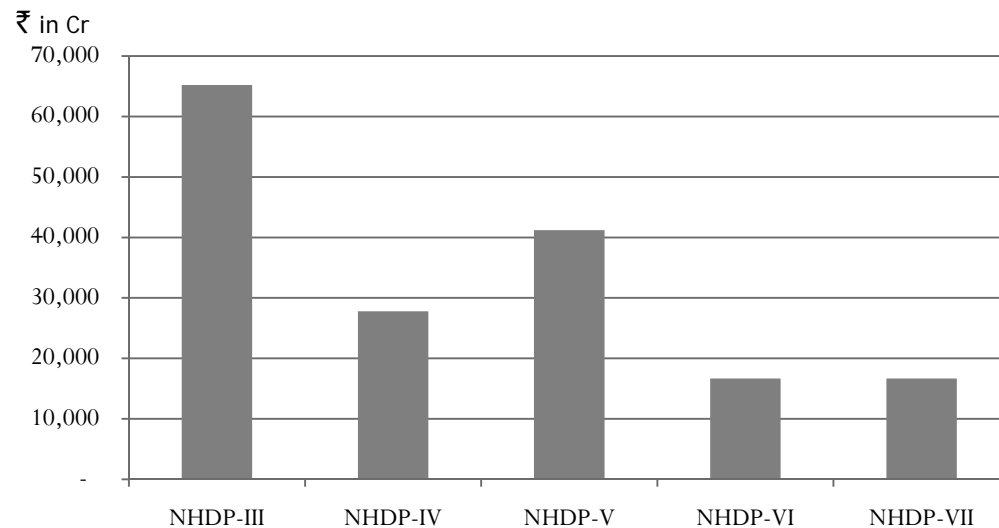
Project	Authority	Stake	BOT Type	Length (lane km)	Estimated Cost (₹ Million)
Projects Awarded after 31st March 2010					
Chenani to Nashri in Jammu & Kashmir	NHAI	100%	Annuity	38	39,842
Jorabat to Shillong in North East	NHAI	50%	Annuity	262	8,240
Narkattpally to Addanki in Andhra Pradesh	Govt of AP	50%	Toll	888	17,289
Madhya Pradesh Entry Point Project	Govt of MP	51%	Entry Fee	-	10,940
Total				1188	76,311
Lowest/Preferred Bidder					
Almaty to Khorgos in Kazakhstan	Govt of Kazakhstan	37%	Toll/ Annuity	1212	98,400
Udhampur to Ramban in Jammu & Kashmir	NHAI	100%	Annuity	186	15,000
Total				1398	113,400
Total Project Cost					189,711

	RFP Stage			RFQ Stage		
	Projects	Length (km)	Cost (₹ Mn)	Projects	Length (km)	Cost (₹ Mn)
NHAI	10	1,241	41,861	51	6,435	555,896
MORTH	0	0	0	5	796	47,612
STATE PROJECTS	14	1,630	43,774	20	2,384	157,925
Total	24	2,871	85,634	76	9,615	761,433

Financially closed projects	Debt tied-up (₹ Million)
Jorabat to Shillong	7,400
Chenani Nashri	33,750
Total Debt Tie-up	41,150

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

Estimated Capital Expenditure under NHDP Phases



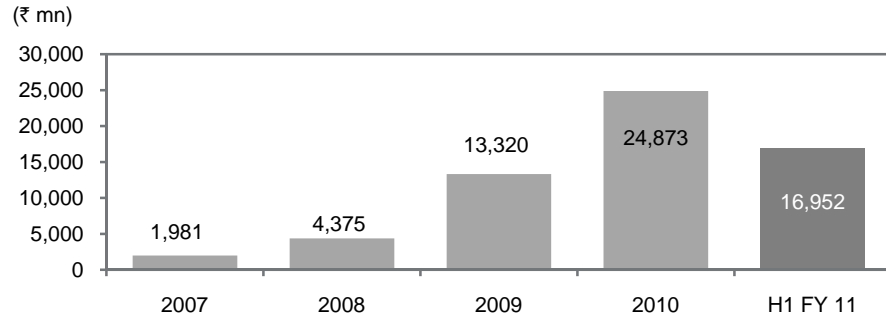
NHAI Construction Targets for 2010-11

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

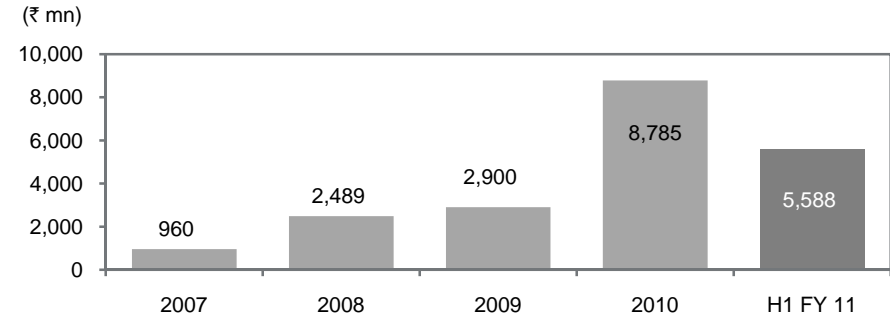
NHAI has awarded projects around 3,000 km till 31 Oct 2010. More projects are expected to be awarded during the next 4 months

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

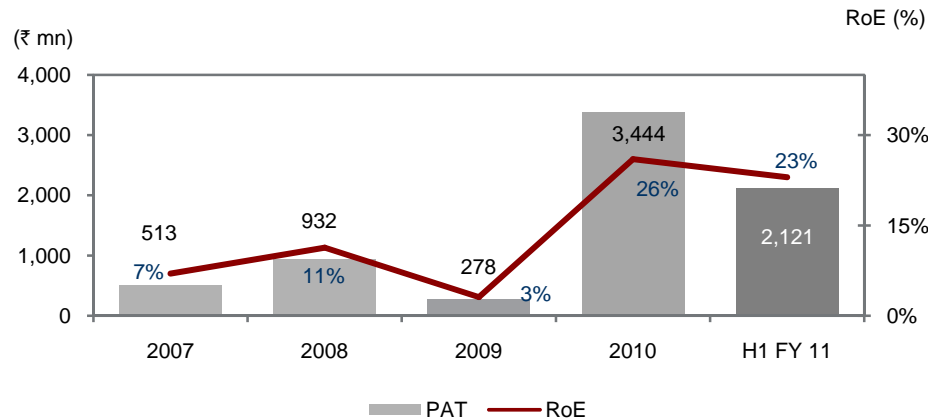
Revenue



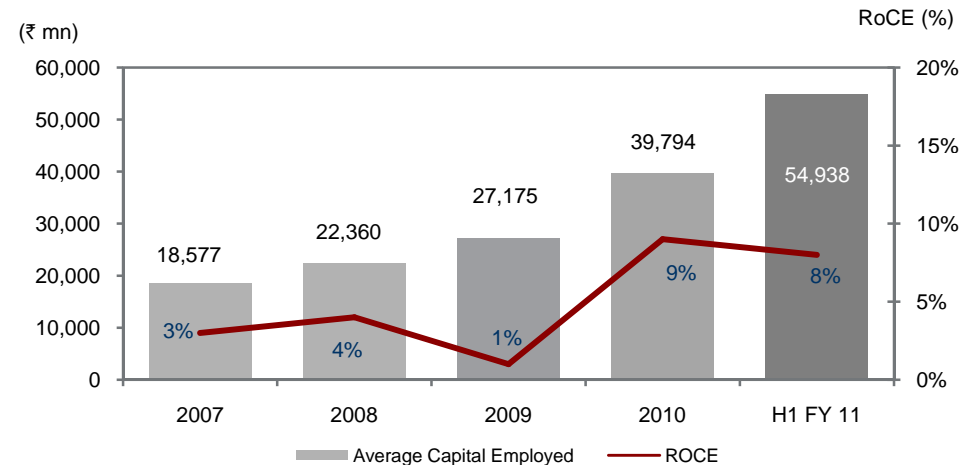
EBITDA⁽¹⁾



PAT⁽²⁾⁽⁴⁾

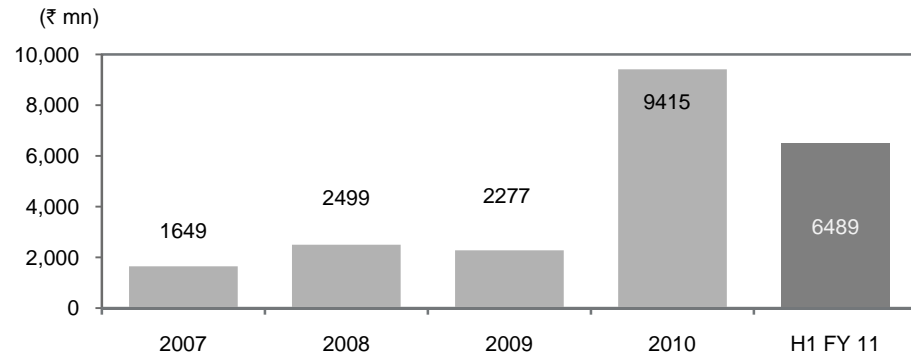


Average Capital Employed⁽³⁾⁽⁴⁾

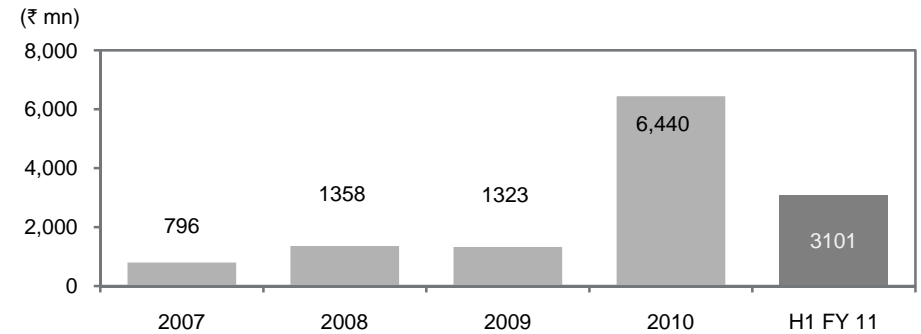


1. Includes other income and Excludes gain from Foreign exchange fluctuation
2. RoE based on average equity; for H1 FY11 it is annualised
3. RoCE based on average capital employed; for H1 FY11 it is annualised
4. RoE, RoCE and Average Capital employed figures based on actual FY2007 numbers and not average for FY2007

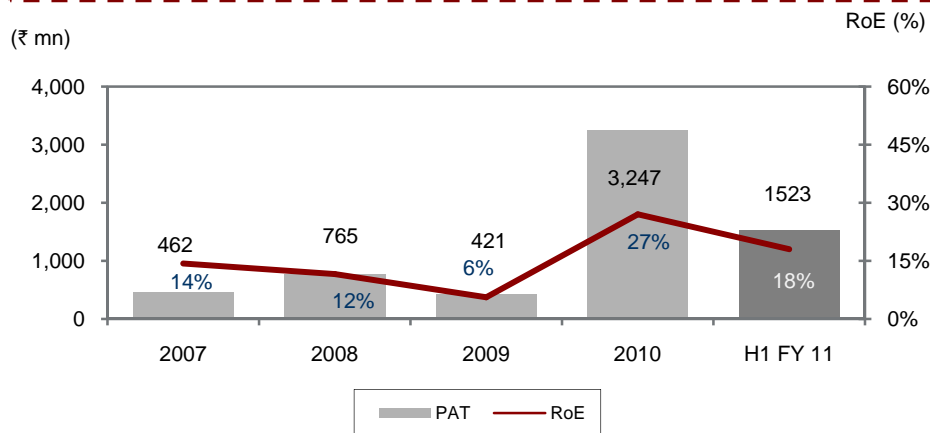
Revenue



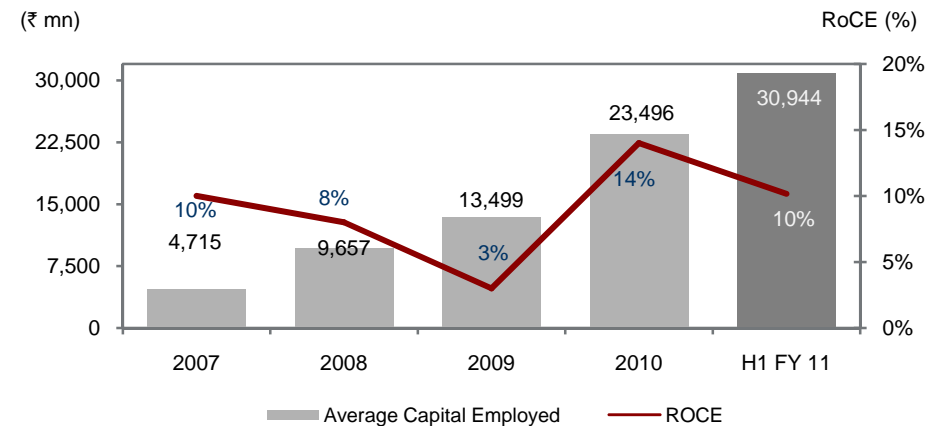
EBITDA⁽¹⁾



PAT⁽²⁾



Average Capital Employed⁽³⁾



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2. RoE based on average equity; for H1 FY11 it is annualised
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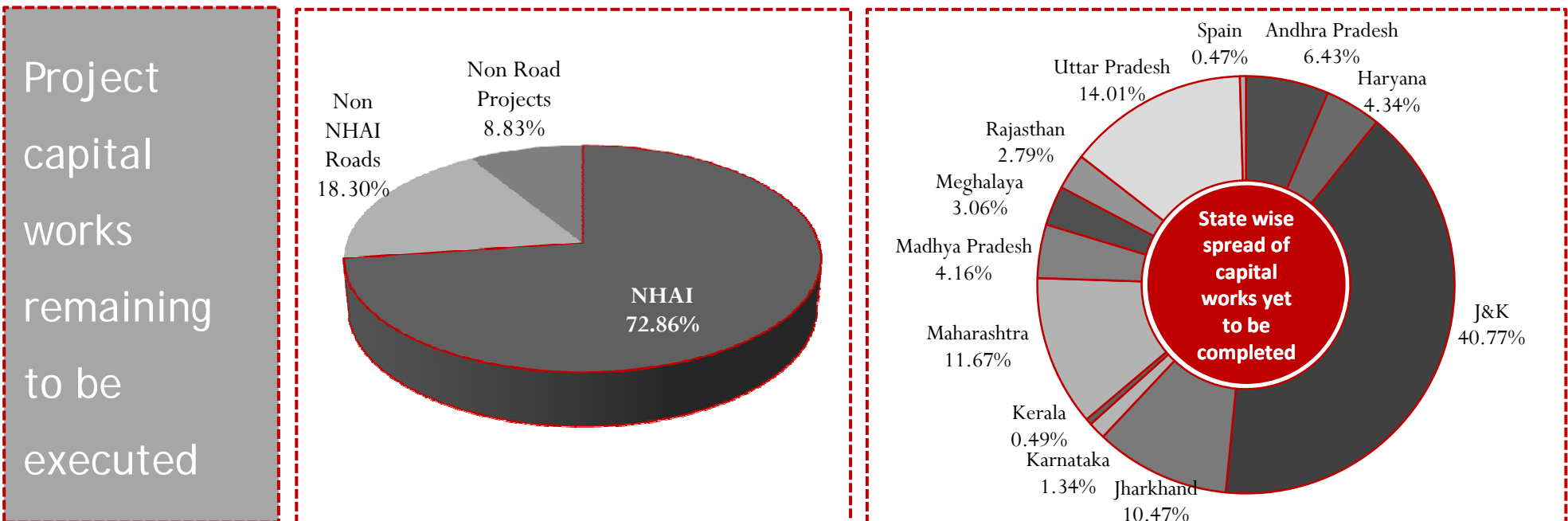
(All figures in ₹ million)

Key Parameters	Standalone					Consolidated				
	Q1-FY11	Q2-FY11	H1FY11	H1FY10	Change	Q1-FY11	Q2-FY11	H1FY11	H1FY10	Change
Revenue	2,535	3,954	6,489	3,262	↑ 99%	7,934	9,019	16,952	9,796	↑ 73%
EBITDA	1,525	1,576	3,101	2,401	↑ 29%	2,787	2,802	5,588	3,582	↑ 56%
EBITDA Margin	60%	40%	48%	74%		35%	31%	33%	37%	
Interest	315	331	646	497	↑ 30%	1,055	983	2,037	1,279	↑ 59%
Depreciation	22	25	47	16	↑ 194%	131	142	272	278	↓ -2%
Profit Before Tax	1,187	1,220	2,407	1,888	↑ 27%	1,602	1,677	3,279	2,025	↑ 62%
PAT after minority interest	737	786	1,523	1,143	↑ 33%	1,046	1,075	2,121	1,181	↑ 80%

Capital Works remaining to be executed (ITNL proportionate share)

(In ₹ million as on 31-Oct-10)

Of projects awarded till last quarter*	114,000
Of projects awarded after Sep 30, 2010**	5,600
Of projects where we have emerged as L-1 (not including Almatty to Horgos project)***	15,000
Total of Capital Works remaining to be executed	134,600



* Not considering Jharkhand Highways Ph-II and Chhattisgarh Highways where DPR phase is currently underway
 ** MP Border Entry Point Project awarded by the Government of Madhya Pradesh to consortium of ITNL and Spanco
 *** NHAH project from Udhampur to Ramban in J&K where ITNL has emerged as L-1

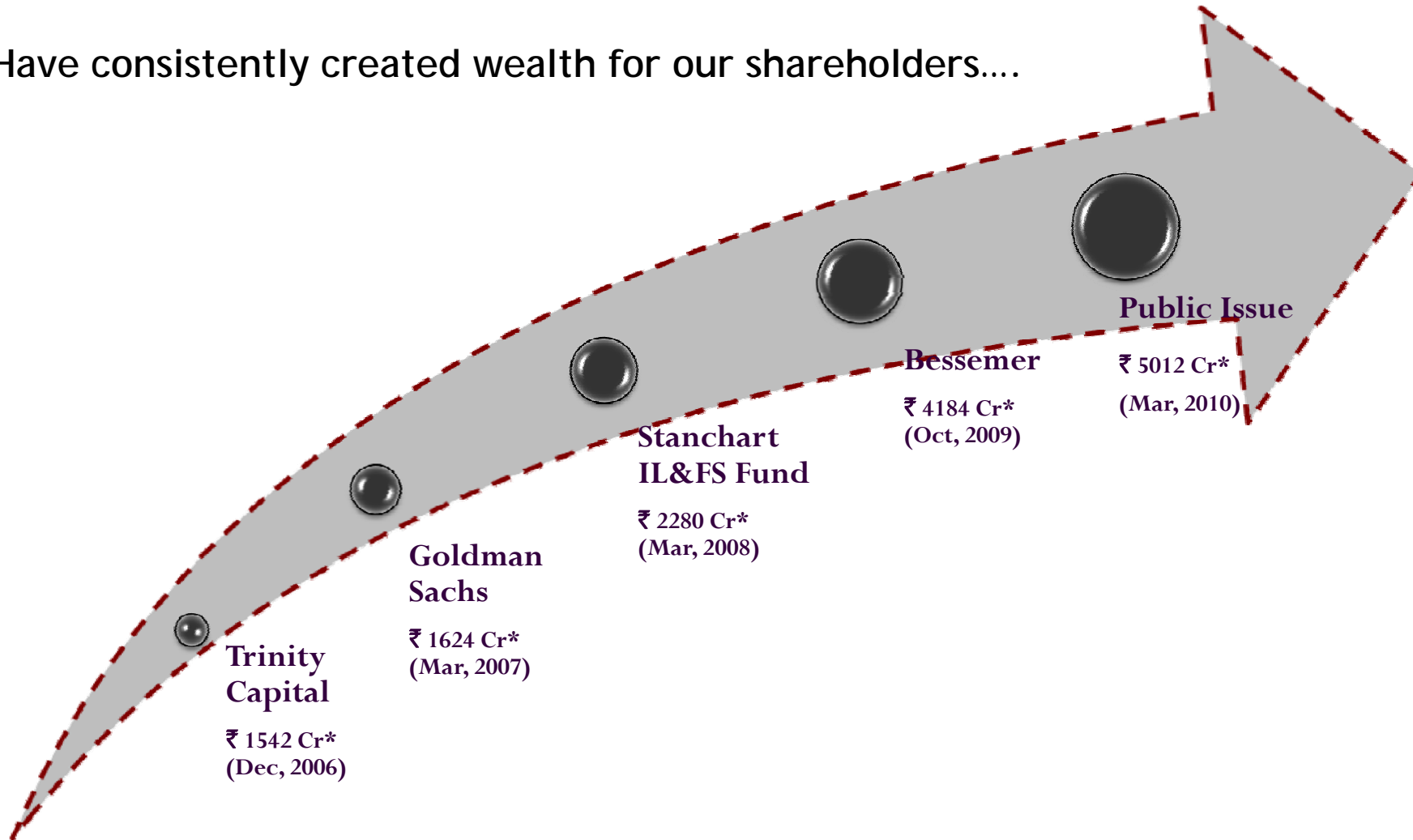
Revenue Collection on Operational Road Projects

Not adjusted for ITNL stake (All figures in ₹ million)

Toll Projects under Operation	Average Daily Toll Collection		
	In FY10	In Q1 FY1	In Q2 FY11
Ahmedabad Mehsana Road (Gujarat)	1.17	1.21	1.31
Vadodra Halol Road (Gujarat)	0.86	0.92	0.97
Noida Toll Bridge (UP)	1.94	1.93	1.91
Mega Highways – Rajasthan (Ph-I)	2.26	2.82	2.83
Rajkot to Jetpur – Gondal (Gujarat)	0.85	0.87	0.87
Beawer Gomti (Rajasthan) (operational for only 38 days in Q2 FY11)		-	0.39

Operational Annuity Projects	Annuity receivable Per Annum	Received /accrued in Q2 of FY11
Maharashtra Border to Belgaum (Karnataka)	1,010.34	253.28
Thirvananthapuram City Roads (Ph-I) (Kerala)	118.00	27.95
Kotakatta to Kurnool (Andhra Pradesh)	1130.40	283.38

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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