

# Jaypee Infratech Limited

## Corporate Presentation

August 2012



**JAYPEE**  
**INFRA**▲**TECH**

165 km expressway with 5 integrated townships  
INDIAN MILESTONE IN INFRASTRUCTURE

# Agenda

Section <b>1</b>	Jaypee Group Overview
Section <b>2</b>	Company Overview
Section <b>3</b>	Yamuna Expressway Progress
Section <b>4</b>	Real Estate Development
Section <b>5</b>	Financial Overview
Section <b>6</b>	Key Highlights



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## Jaypee Group Overview

# Jaypee Group at a Glance

Jaypee Group is a leading integrated infrastructure conglomerate in India with exposure to the power generation, cement, construction and real estate sectors



**Engineering & Construction**

- JAL has participated in projects that have added 9840 MW to the national grid between 2002 and 2011

## Largest Private Hydropower Group

- 1700 MW operational
- 3920 MW under various stages of development



**Power Generation**

## Thermal Power

- 2x250 MW at Bina
- 2x660 MW at Nigrie with captive coal
- 3x660 MW Bara Project
- 2x660 MW Karchana Project



**Cement**

- 3rd Largest Cement Group with 33.3 MTPA capacity operational & 35.9 MTPA by FY 2013

**33.3 MTPA capacity in operation**

## 165 km Yamuna Expressway (Noida to Agra)

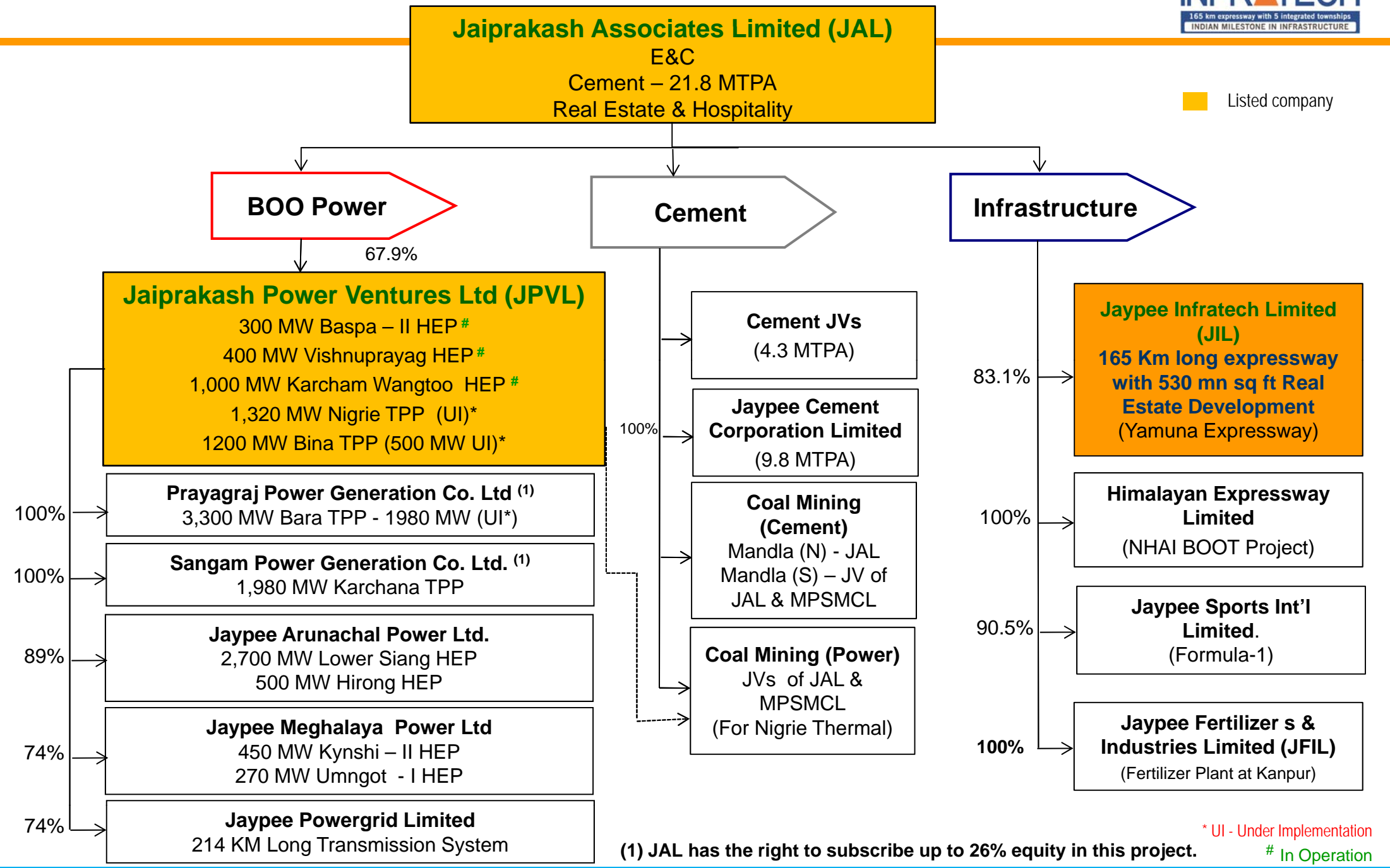


**Real Estate & Expressways**

## Real Estate Development

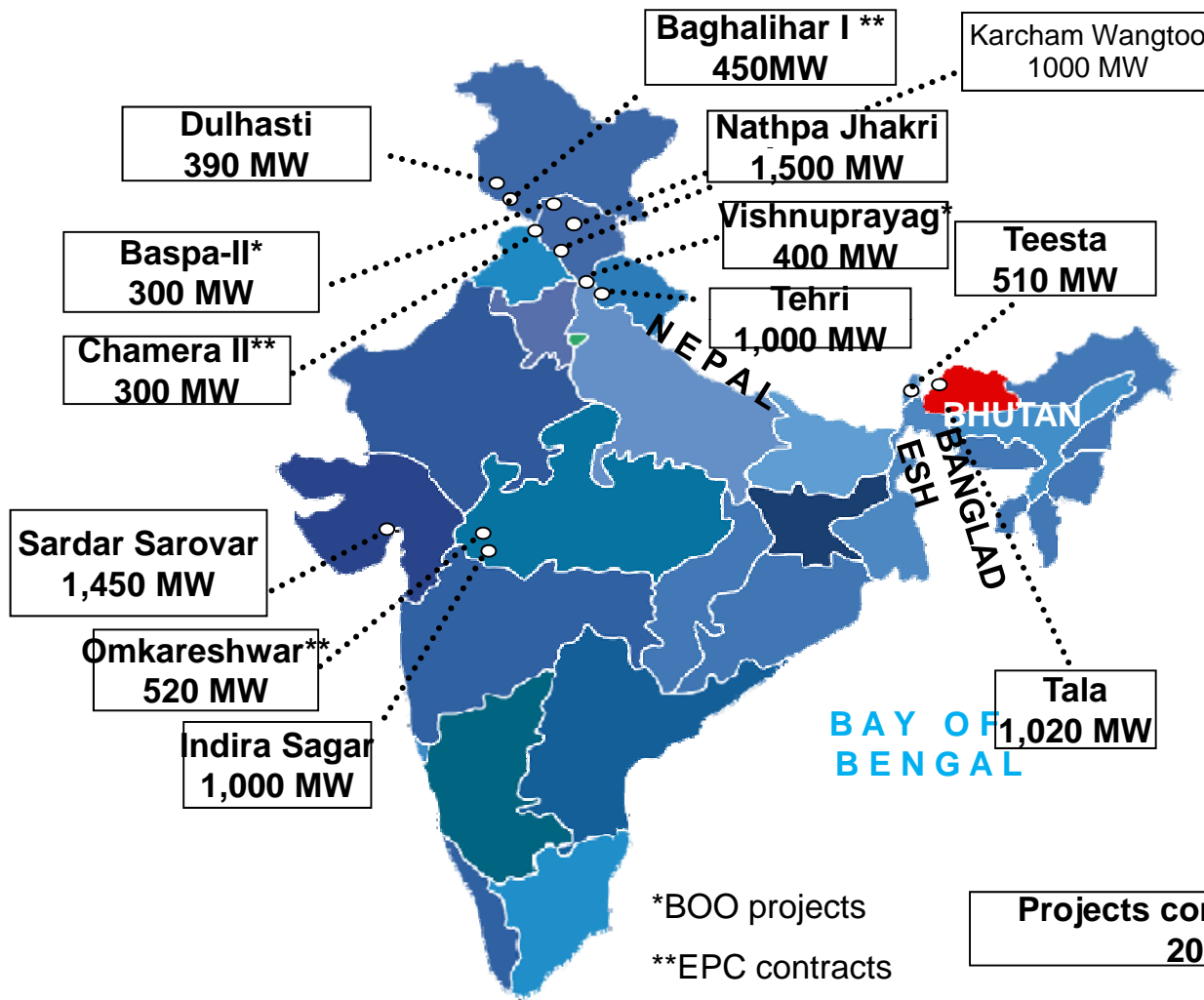
- Yamuna expressway: 530 Mn. Sq feet expected to be developed

# Corporate Structure



# Demonstrated Execution Capability

JAL is the leader in the construction of multi-purpose river valley and hydropower projects and has been involved in construction of major engineering projects over the last 4 decades



## Proud To Participate In



- Largest Concrete Dam In India –Sardar Sarovar



- Largest Rockfill Dam In India –Tehri



- Largest Underground Powerhouse In India –nathpa-jhakri



- Second Largest Surface Powerhouse In India –Indira-sagar

JAL has participated in projects that have added 9840 MW to the national grid between 2002 and 2011

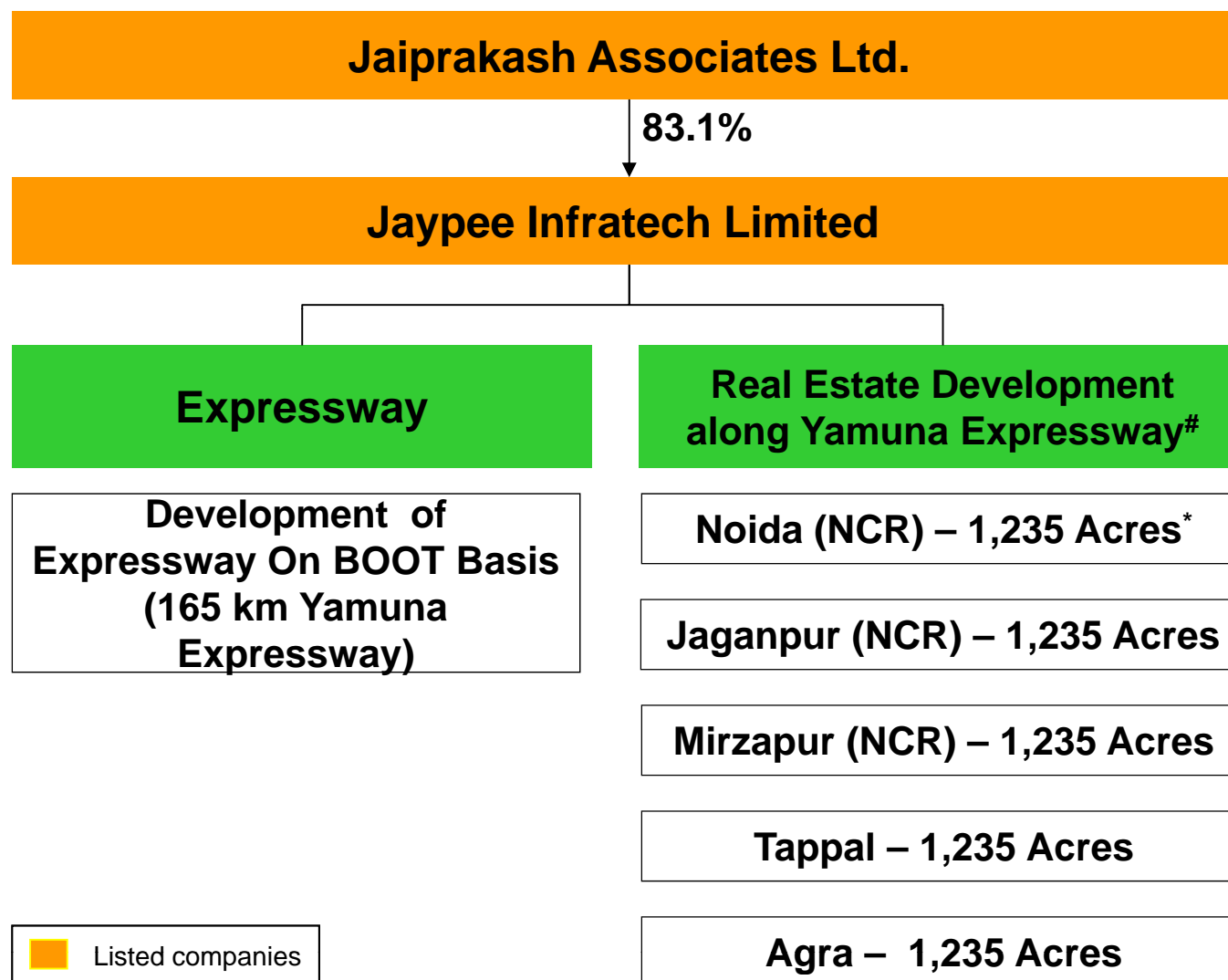


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## Company Overview

# Jaypee Infratech – Unique Balance of Toll & Real Estate

Unique Infrastructure company with balance of Toll & Real Estate revenues

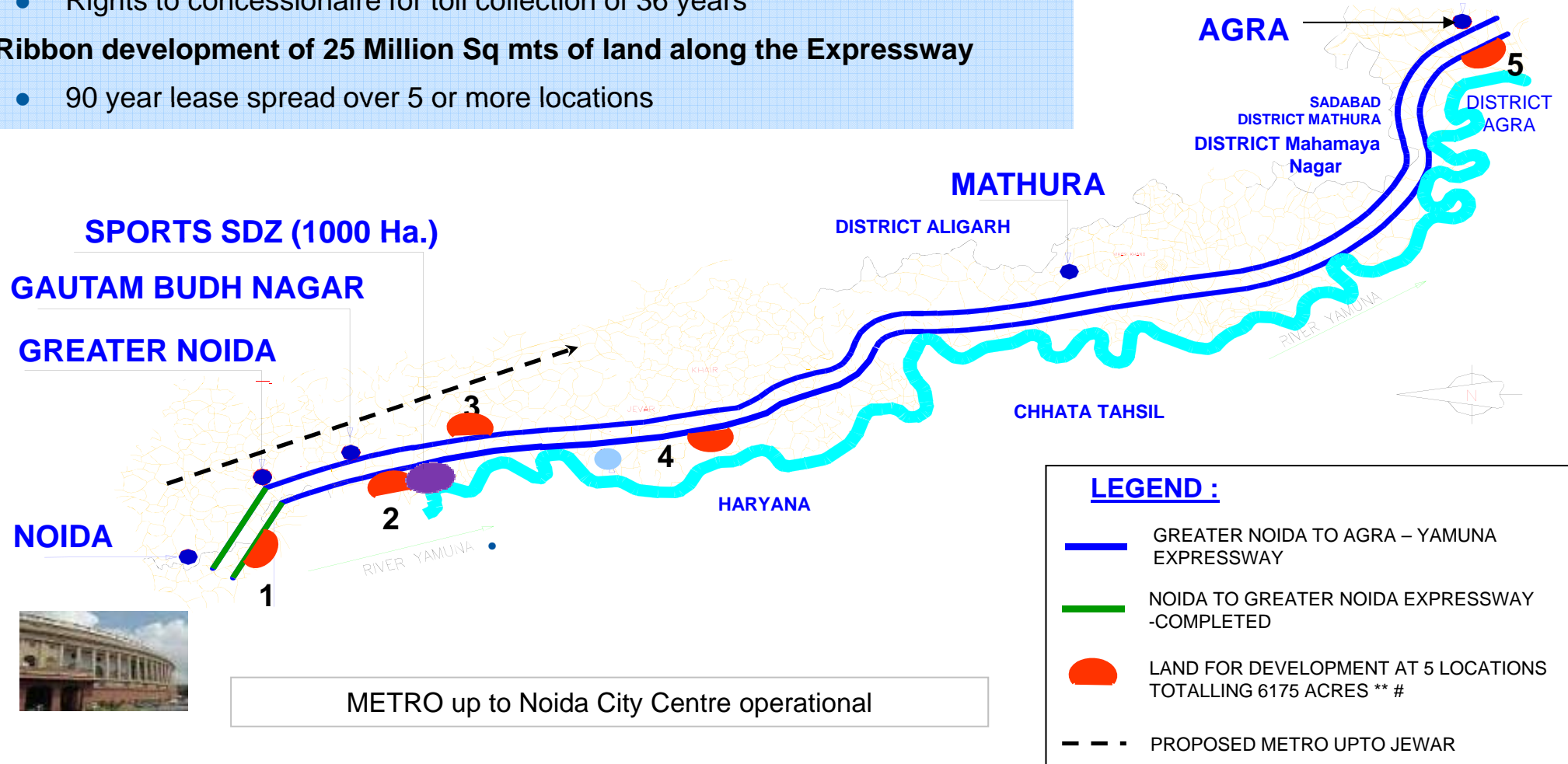


<sup>\*</sup> JIL has sold/ sub-leased 349 acres of the Noida land and plans to develop the remaining 885 acres

<sup>#</sup> As of Mar 31, 2012, JIL had signed lease deeds and taken possession of approximately 6,043 acres (98.0%) for Real Estate Development

# India's LONGEST 6 Lane Access Controlled Concrete Expressway

- ❑ 165 km long 6 Lane Access Controlled Expressway connecting Noida to Agra
  - Estimated total cost\*: Rs. 13,300 Crs.
  - Rights to concessionaire for toll collection of 36 years
- ❑ Ribbon development of 25 Million Sq mts of land along the Expressway
  - 90 year lease spread over 5 or more locations



**Expressway Commissioned in Aug. 2012 As Against Scheduled COD of Apr 2013**

\* Total cost includes cost of land acquired for development and excludes the cost of real estate development

\*\* JIL has sold/ sub-leased 349 acres of the Noida land and plans to develop the remaining 885 acres

# As of Mar 31, 2012 JIL had signed lease deeds and taken possession of approximately 6,043 crs (98.0%) for Real Estate Development



**JAY PEE**  
**INFRA TECH**  
165 km expressway with 5 integrated townships  
INDIAN MILESTONE IN INFRASTRUCTURE



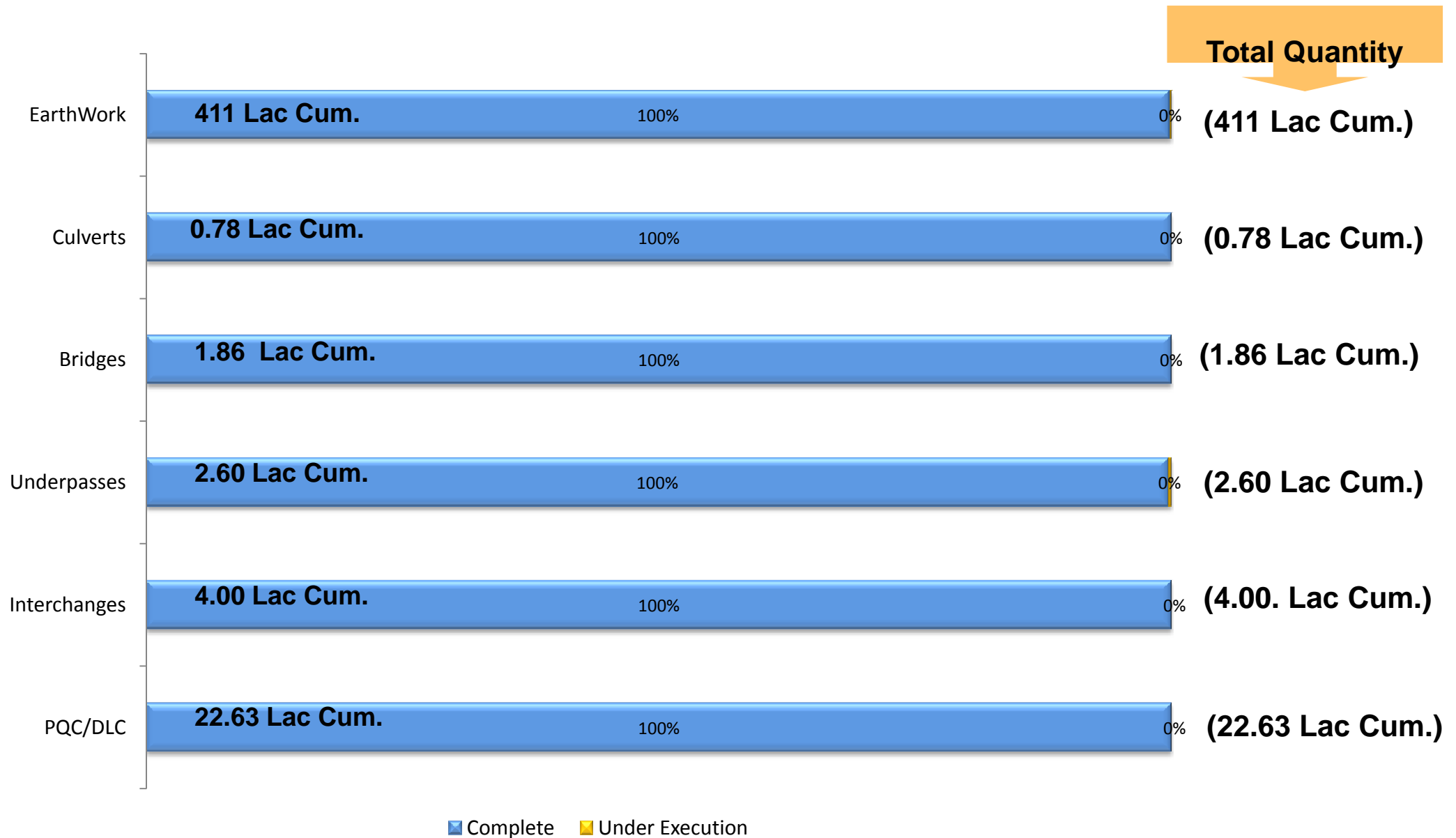


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## Yamuna Expressway Project

# Yamuna Expressway opened to Traffic on 9<sup>th</sup> August, 12

## Summary of Qty. of Earthworks, Structures & Concreting



# Construction Highlights - A Few Benchmarks

## Largest Quantity of Earthwork and Structures for any Road of Equiv. Length in India

Parameter	Quantities	Highlights
EQUIPMENTS UTILISATION AT PEAK	2000 nos	Over 2000 nos. including Dumpers, Excavators, Compactors, Concreting Pumps, DG Sets, Compressors, Crushing and Batching Plants etc.
HANDLING OF FLY ASH	27 lac Cum.	<b>Largest</b> for <b>any Expressway</b> / Highway Project by taking care of Environmental protection in Substantial manner
EARTHWORK	411 lac Cum.	<b>Equiv. to Kashmir – Kanyakumari</b> 1 lane road of 1.5 m height. <b>250 lac Cum</b> in 2009 - <b>Largest</b> in <b>any road</b> work for <b>equiv. length</b> anywhere <b>in India</b>
CONCRETING PAVEMENT	25 lac Cum.	<b>Equivalent to Kashmir – Kanyakumari</b> Single lane road of 1.5 m height above ground.
STRUCTURES	380 Nos.	Average length between 2 structures 450 m is also high wrt any equivalent road.

# Scale of Works: Yamuna Expressway vs. Mumbai-Pune Expway and Delhi Intl. Airport (T3)

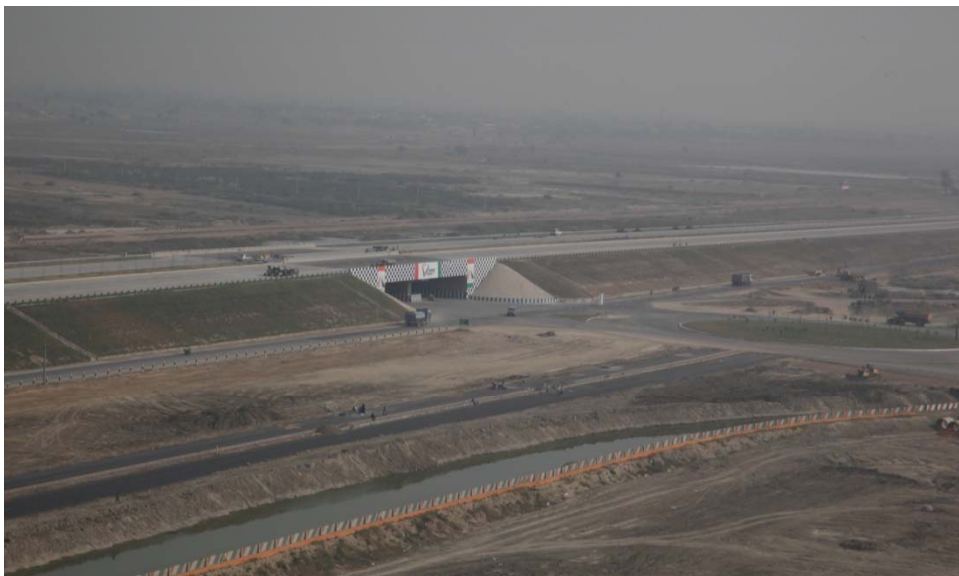
Particulars	Delhi Intl. Airport (T3)	Mumbai - Pune Expressway	Yamuna Expressway
1) Description	India's Largest Intl. Airport	India's 1 <sup>st</sup> 6 lane Access Controlled Concrete Expressway	India's Longest 6 lane Access Controlled Concrete Expressway
2) Total Length	NA	95 Km	165 Km
3) Land Required	2023 hectares	640 hectares	4100 hectares
3) Earth Work	1.1 Mn. Cum.	7.84 Mn. Cum.	40.6 Mn. Cum.
4) Cement	0.45 Mn. MT	0.72 Mn. MT	1.25 Mn. MT
5) Steel	1,00,000 MT	28,200 MT	1,55,000 MT
6) Construction Period	37 Months	Start : Jan-1998 Finish : Mar-2002 (52 months)	Start : May-2008 Finish : Dec 2011 (44 months)
7) Project Cost	Rs 10,200 Crs	Rs 1,600 Crs	Rs. 13,300 Crs

**MUCH LARGER SCALE OF WORKS OF YAMUNA EXPRESSWAY WHEN COMPARED WITH NOTABLE INFRASTRUCTURE PROJECTS OF INDIA**

# Yamuna Expressway Photographs -1 (0 - 55 km)



EXPRESSWAY COMPLETED AT KM 2+000



A view of the Yamuna Expressway at 36 Km from zero point

# Yamuna Expressway Photographs -2 (55 - 110 km)



**EXPRESSWAY COMPLETED AT KM 75+000**



**PAVED QUALITY CONCRETE COMPLETED AT KM 100+000**



**EXPRESSWAY COMPLETED AT KM 110+750**



Interchange at 110 Km from zero point at Yamuna Expressway

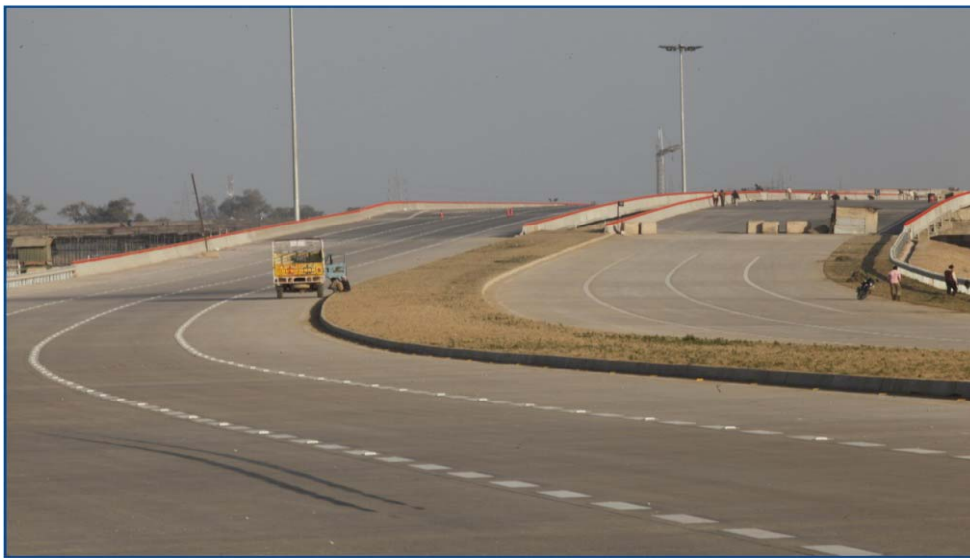
# Yamuna Expressway Photographs -3 (110 - 165 km)



**EXPRESSWAY COMPLETED AT KM 112+000**



**Interchange at 165 Km from zero point at Yamuna Expressway**



**A view of the Yamuna Expressway at 152 Km from zero point**



**EXPRESSWAY COMPLETED NEAR INTERCHANGE KM.165+000**

# Project Expenditure & Funding

## Project Expenditure

*All figures in Rs. Crs*

Description	Total	Incurred till Jun 2012
Project Cost	13,300	12,839**

## Funding

*All figures in Rs. Crs*

Description	Total	Incurred till Jun 2012
Equity from Promoters and Others	1,250	1,250
IPO proceeds	1,500	1,072
Accruals from real estate development incl. advances & sales of land	3,550	3,945
Debt	7,000	6,000
<b>Total</b>	<b>13,300</b>	<b>12,839**</b>



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## Real Estate Development

# Land Acquisition completed for all 5 land parcels

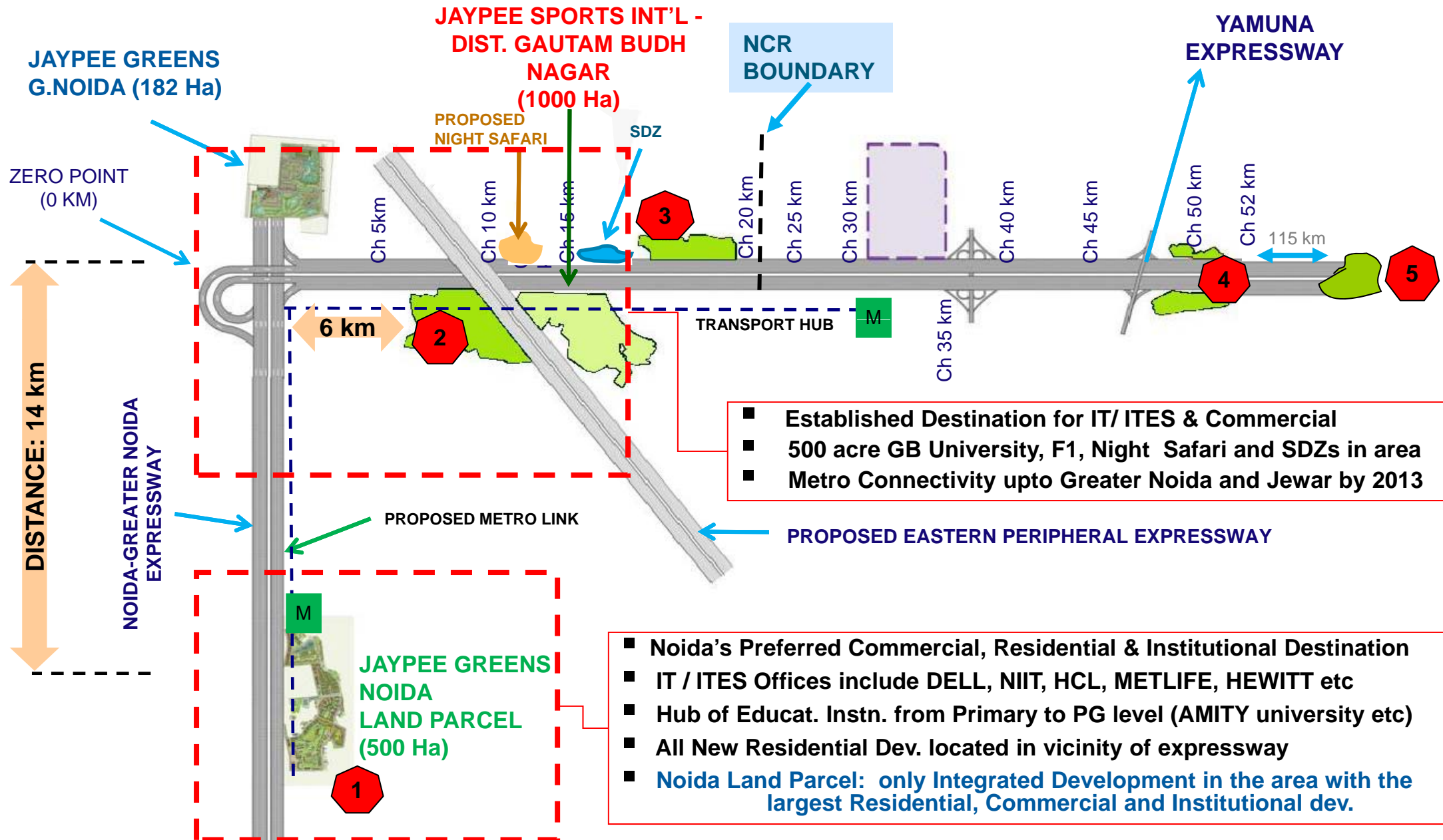
	Locations	Area (Acres)	Saleable Area (Mn Sq Ft)	Land Leased as at Mar 2012 (Acres)	Remaining Land as of Mar 2012 (Acres)
1.	Noida	1,235	78	1,232*	3
2.	District Gautam Budh Nagar (parcel 2)	1,235	116	1,212	23
3.	District Gautam Budh Nagar (parcel 3)	1,235	116	1,159	76
4.	District Aligarh	1,235	116	1225	10
5.	District Agra	1,235	103	1215	20
<b>TOTAL</b>		<b>6,175</b>	<b>530</b>	<b>6043</b>	<b>132</b>

Located  
In NCR

**Out of Total 530 Mn Sq Ft developable area, 311 Mn Sq Ft is in NCR alone**

\* Includes 341.56 acres that was sold as undeveloped land and 8.20 acres that was sub-leased.

# Yamuna Expressway: Hub of Noida Real Estate Activity



# Infrastructure Initiatives in the Region driving Demand

Development	Location	Distance from Jaypee Greens NOIDA In KM (Appx.)
Yamuna Expressway	Noida – Greater Noida	15
Formula 1	Greater Noida	30
Jaypee Greens Championship Golf Course (5 Star Resort & Six Senses Spa)	Greater Noida	17
Planned Metro Rail Link	Noida – Greater Noida	5
Planned Bodaki Railway Station and Transport Hub	Noida – Greater Noida	28
Planned Night Safari	Greater Noida	25
Proposed Amusement Park	Greater Noida	18
Proposed International Airport	TBD	

Commissioned

First Race held in 2011

Operational

# Jaypee Greens, Noida: Preferred real estate destination of Noida



## JAYPEE GREENS, WISH TOWN, NOIDA MASTER PLAN

- First land parcel of the Yamuna Expressway: **1,235 Acres of Contiguous Land Development**
  - Approx. **18 km** from **South Delhi** and **20 kms** from **Central Delhi**
- **Green Area** of nearly **70%** covering 903 acres approx.
- **Integrated City** - "Opportunity to Live, Learn and Leisure within 5 minutes proximity"
  - **Residential** - **61 Mn sq ft**
  - **Commercial** - **10 Mn Sq ft**
  - **Institutional** - **7 Mn Sq ft**
- **Road network** of over **20 kms**, **126 MVA** of captive power generation, **30,000 klpd** capacity **sewage treatment plants**



# 61 Mn Sq ft of Residential Development – Strong Sales Momentum

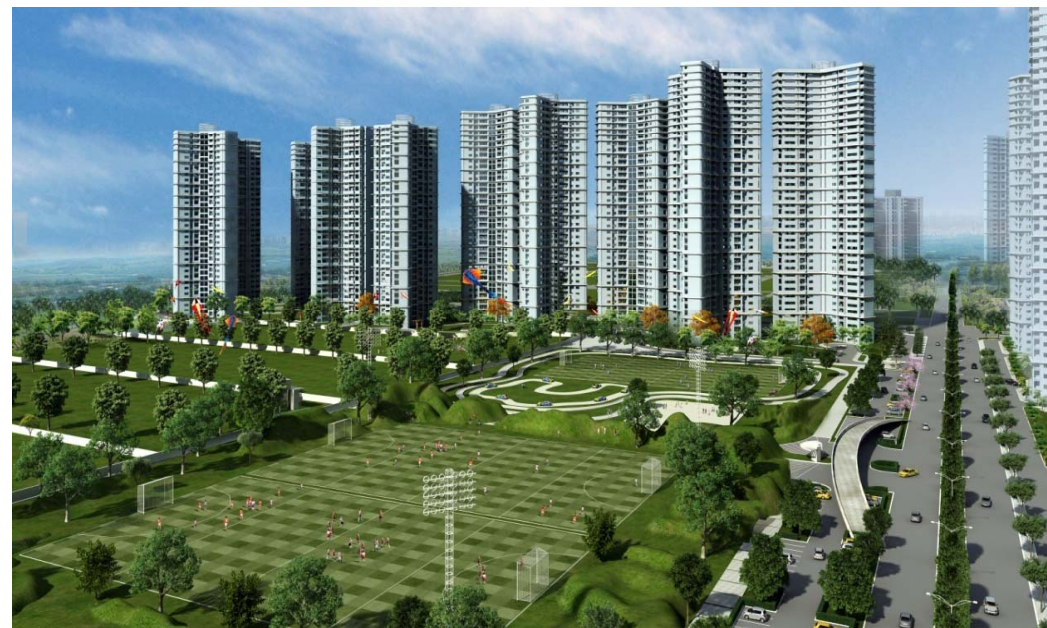


PARTICULARS (As on 30th Jun 2012)	LAUNCHED (Mn Sq Ft)	SOLD (Mn Sq Ft)
Aman –I & II Apartments	4.51	4.63
Klassic Apartments	5.53	5.2
Kosmos Apartments	8.50	8.3
Kensington Park Apartments	2.86	2.83
Kensington Boulevard Apartments	2.87	2.79
Kingswood Oriental	0.19	0.19
Kasa Isles Apartments	2.35	2.33
Kube Apartments	1.51	1.36
Krescent Homes	4.32	4.17
Orchard	2.72	2.57
Anant	1.88	0.34
Pebble Court	0.30	0.23
Garden Isle	4.85	2.68
Sports City: Built Up	1.12	0.39
Residential Plots	6.04	5.93
Commercial Plots	3.13	3.13
<b>TOTAL</b>	<b>52.68</b>	<b>47.10</b>

# Orchard & Garden Isles – Recent Launches



Orchard	No. of Units	Area
Launched	1226	2.7 Mn Sq Ft
Sold	831	1.8 Mn Sq ft.
Average Rate	Rs 4,904 per sq ft	
Number of Towers	8 towers (Ground + 31 floors)	
Delivery	September 2014 (3.5 yrs from launch)	



Garden Isles	No. of Units	Area
Launched	3087	5.0 Mn Sq Ft
Sold	1409	2.7 Mn Sq ft.
Average Rate	Rs 4,131 per sq ft	
Number of Towers	26 towers (Ground + 32-38 floors)	
Delivery	April 2015 (3.5 yrs from launch)	

# Pebble Court – Recent Launches



Pebble Court	No. of Units	Area
Launched	64	0.30 Mn Sq Ft
Sold	58	0.27 Mn Sq ft.
Average Rate	Rs 10,785 per sq ft	

**Delivery** **Oct 2013**  
**(3.0 yrs from launch)**

# JUIT - Noida, Engineering College Operational since 2009 Jaypee Public School by 2011



- Around 40 schools & colleges planned
- Pre-Nursery to Post Graduation courses
- Accessible within 5 minutes from residential communities
- First Engineering College already operational



**ENGINEERING COLLEGE** 15.07.2011



**JAYPEE PUBLIC SCHOOL** 15.07.2011

# Commercial - approx. 10 mn sq ft of Development Planned



**OFFICE BUILDING**

**30.04.2012**

- ❑ Walk to work concept
- ❑ Pure commercial belt fronting the Noida – Greater Noida Expressway
- ❑ Usage for office space, shopping malls, hotels, restaurants, etc.
- ❑ Integrated retail & recreation areas

# Super Specialty Medical & Research Centre



**HOSPITAL**

**30.04.2012**

- ❑ Complete Health Care solutions
- ❑ 450 bed super specialty hospital
- ❑ Well –equipped with the best of medical equipments

# Recreation - Multiple Facilities Planned



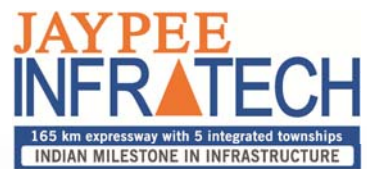
**VIEW OF GOLF COURSE**

**30.04.2012**

- Jaypee Greens Wish Town offers multiple recreational facilities such as:
  - 18-hole & 9-hole golf course
  - Multiple & dedicated social clubs
  - Sports facilities & kids play areas
  - Thematic parks
  - Town Centre with facilities like cultural galleries, restaurants & café's, etc.

# Real Estate Performance

PERIOD	No. of Units Sold	Area Sold (Mn Sq Ft)	Average Net Rate (Rs / Sq Ft)	Net Sales Value (Rs Mn)	Advances Received (Rs Mn)
2008-09 (Dec. '08 – Mar'09)	700	0.95	3,328	3,162	630
2009-10 (Apr. '09 – Mar'10)	13,205	20.35	2,540	51,705	16,699
2010-11 (Apr. '10 – Mar'11)	7,906	12.38	3,308	40,953	31,455
2011-12 (Apr'11- March '12)	5,100	10.92	4,162	45,450	29,378
2012-13 (1 <sup>st</sup> -30 <sup>th</sup> June'12)	967	2.50	3,724	9,310	8,050
<b>TOTAL</b>	<b>27,878</b>	<b>47.10</b>	<b>3,197</b>	<b>1,50,580</b>	<b>86,212</b>



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## Financial Overview

# Profit & Loss Account

All figures in Rs. Mn

Particulars	For the Year Ended March 31, 2009	For the Year Ended March 31, 2010	For the Year Ended March 31, 2011	For the Year Ended March 31, 2012	% Growth over FY 2009-10	For Q1 FY '12	For Q1 FY '13
Revenues	5,563	6,529	27,787	31,559	120%	6,170	6,783
Expenditure	2,387	493	9,840	15,715	465%	2,961	4,068
EBITDA	3,176	6,035	18,134	16,492	65%	3,279	2,728
Depreciation	140	162	86	16	-69%	4	6
Profit /(Loss) before Tax	3,036	5,874	18,146	15,974	65%	2,973	2,625
Tax	369	999	3,796	3,077	76%	595	525
Net Profit/(Loss) after tax	2,667	4,875	14,351	12,897	63%	2,378	2,099
EPS	2.76	4.33	10.48	9.29	46%	1.71	1.51



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## Key Highlights



# Jaypee Infratech Limited – USPs

- ❑ India's LONGEST Six Lane (expandable to Eight lanes) Access Controlled Expressway with Concrete Pavement connecting NCR to Agra.
  - Agra is amongst the top destinations for tourists in the country
  - Reduction in travel time between New Delhi and Agra from present 4 hrs to 2 hrs
- ❑ Expected Ribbon Development along the expressway by Yamuna Expressway Authority
  - Special Development Zones for IT, Industries, Biotechnology, Service Sectors & Commercial
  - Five integrated townships with total real estate development of 530 mn sq ft of which 311 mn sq ft is in NCR.
- ❑ Unique Infrastructure Company enjoying 80 I(A) tax benefit with two revenue streams - toll income and real estate revenues.
- ❑ Real Estate Demand 2009-13 – NCR is expected to have 2<sup>nd</sup> highest Real Estate Demand in this period
  - NCR – 1.02 mn units for residential and 24.9 mn sq ft for office space\*
  - Mumbai – 1.64 mn units for residential and 23.7 mn sq ft for office space\*

\* Source : Cushman & Wakefield India Real Estate Investment Report 2009
- ❑ Jaypee Infratech has successfully sold 47.10 mn sq ft in 43 months (Dec 08 – Jun 12)
- ❑ Developing integrated townships (a city in itself) Offering a bouquet of products catering to high-mid segment
  - Walk to work concept with world class institutional, recreational & commercial facilities within walking distance of residential options.

# Key Highlights

***Ability to leverage Jaypee's Group's well documented technical, project management & execution skills***

***Strength of Brand Jaypee***

***Integrated development with real estate projects being developed alongside an expressway***

***Strong Regional Growth Prospects***

***Large & mostly contiguous land reserves among 3 parcels in the NCR with significant land use flexibility***

***Single state location of the entire Yamuna Expressway***

***Strong & experienced management team, well-trained workforce and streamlined operating processes***



**THANK YOU**