

# Jaypee Infratech Limited

## Corporate Presentation

February 2011



**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 8840 MW to the national grid between 2002 and 2009



## □ Largest Private Hydropower Group

- 700MW operational
- 1000MW in Karcham Wangtoo (scheduled for commissioning in early 2011)
- 3920MW under various stages of development



*Power Generation*

## □ Thermal Power

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



*Cement*

- 3rd Largest Cement Group with 26.2 MTPA capacity by FY 2011 & 35.9 MTPA by FY 2012

**22.8 MTPA capacity in operation**

## □ 165 km Yamuna Expressway (Noida to Agra)

## □ Real Estate Development

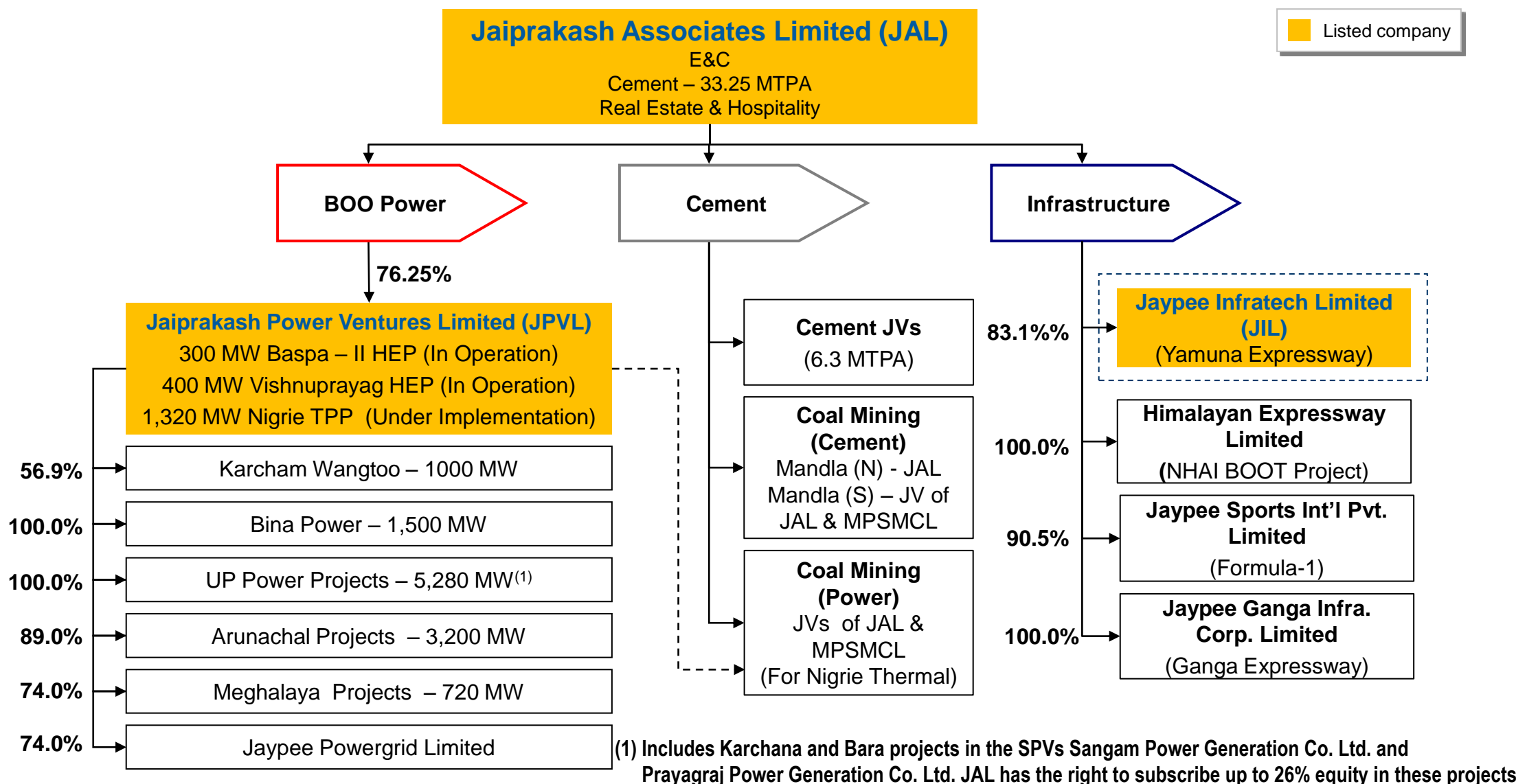
- Yamuna expressway: 530 Mn. Sq feet expected to be developed



*Real Estate & Expressways*



# Jaypee Corporate Structure

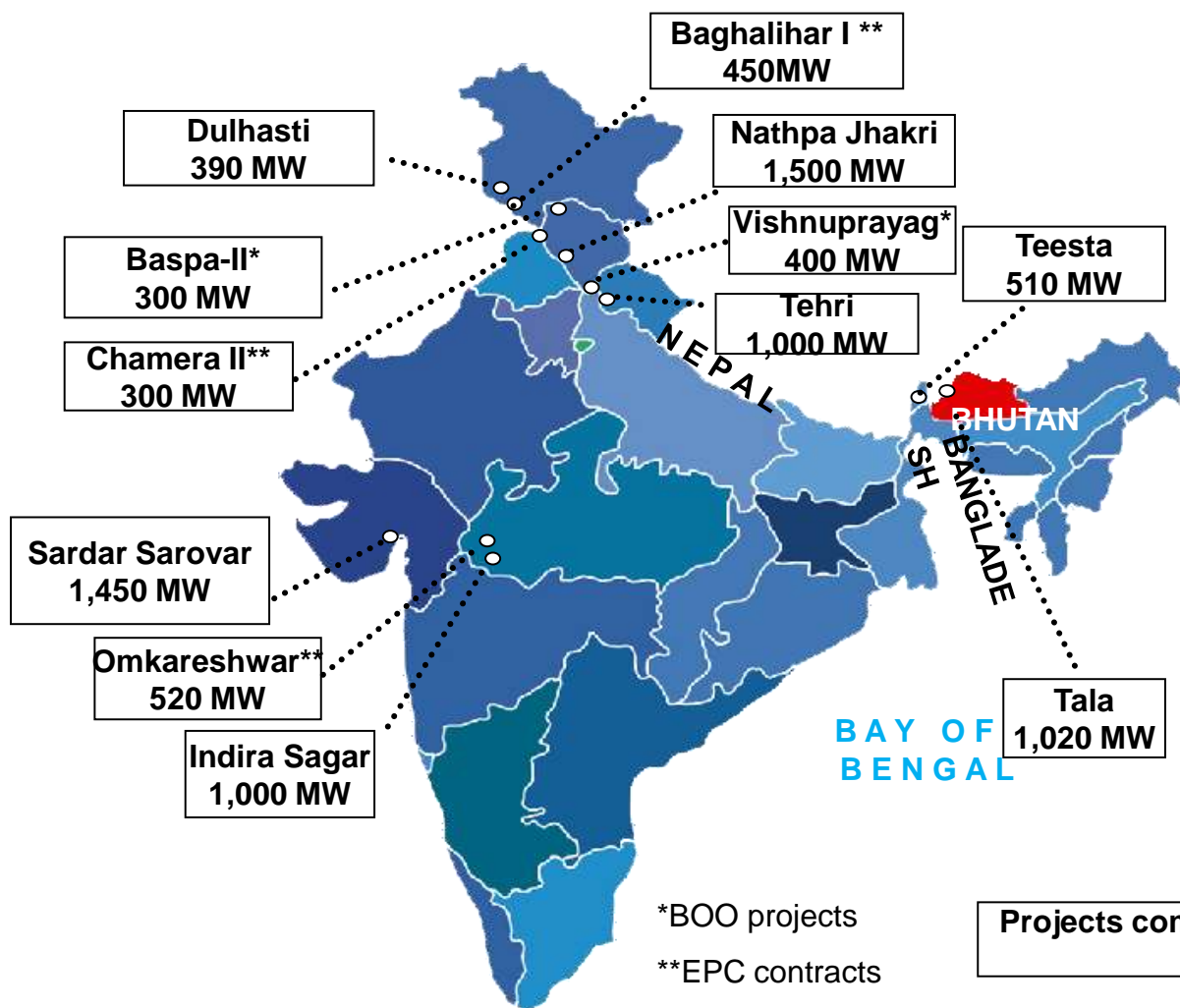


Market Cap. (24 Jan '11) – **JAL** INR 197 Bn (USD 4.28 Bn); **JPVL** INR 105 Bn (USD 2.28 Bn); **JIL** INR 100 Bn (USD 2.18 Bn)



# 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 8840 MW to the national grid between 2002 and 2009**





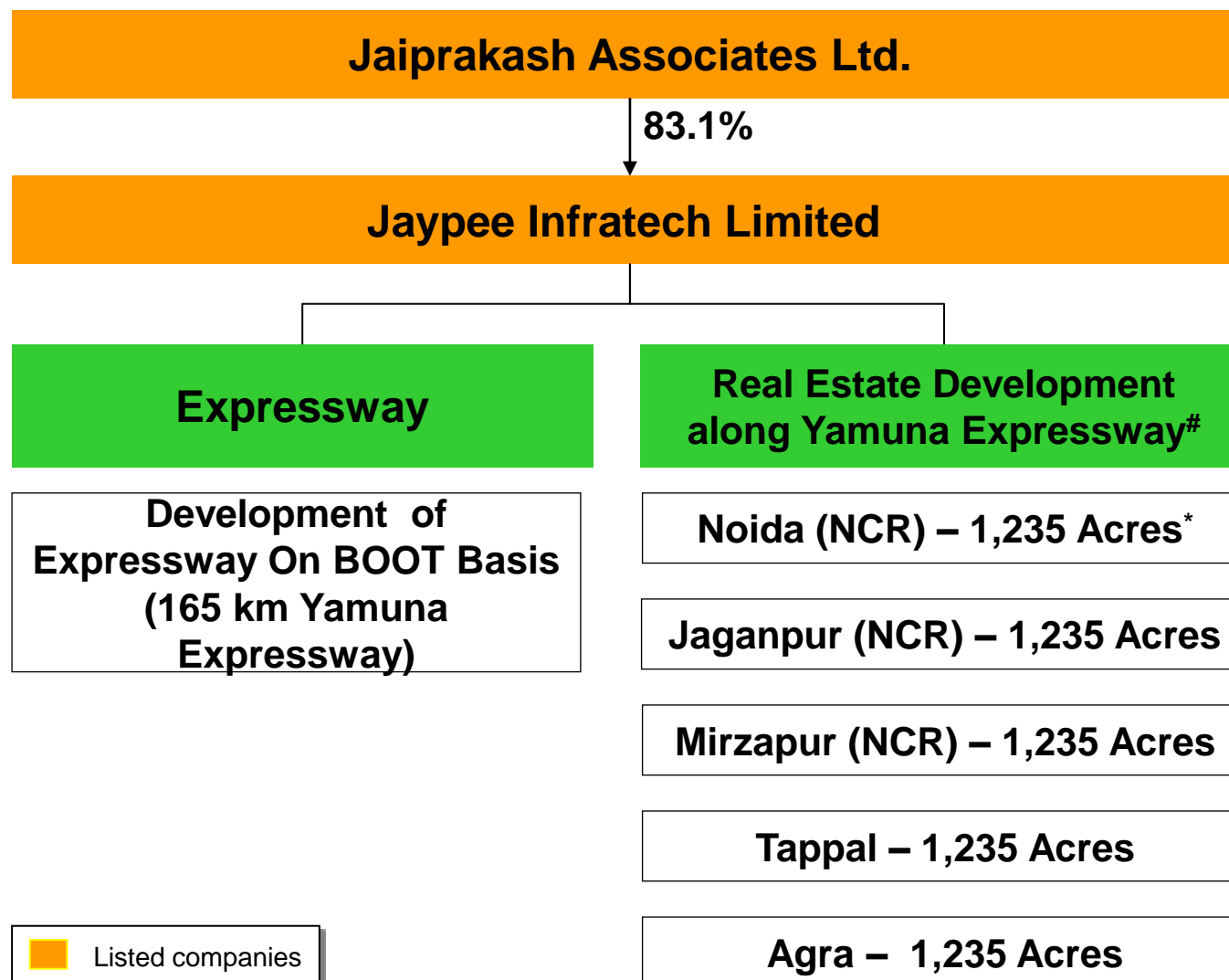
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## Company Overview



# Jaypee Infratech – Unique Balance of Toll & Real Estate

Unique Infrastructure company with balance of Toll & Real Estate revenues



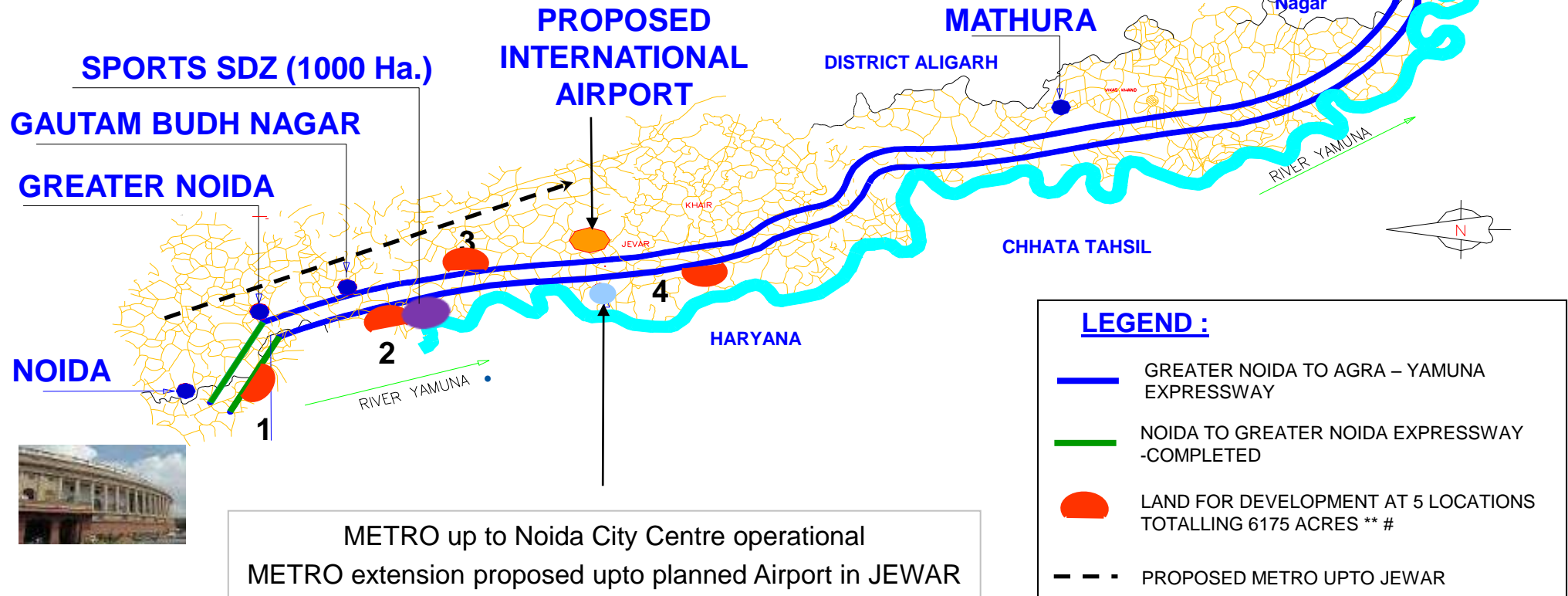
\* JIL has sold/ sub-leased 349 acres of the Noida land and plans to develop the remaining 885 acres

# As of December 31, 2010, JIL had signed lease deeds and taken possession of approximately 5,346 acres (87%) for Real Estate Development



# Largest Expressway Under Construction in India nearing completion

- ❑ **165 km long 6 Lane Access Controlled Expressway connecting Noida to Agra**
  - Estimated total cost\*: Rs. 97,390 Mn.
  - 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



**Expected To Open For Traffic By 2011 As Against Scheduled COD of Apr 2013**

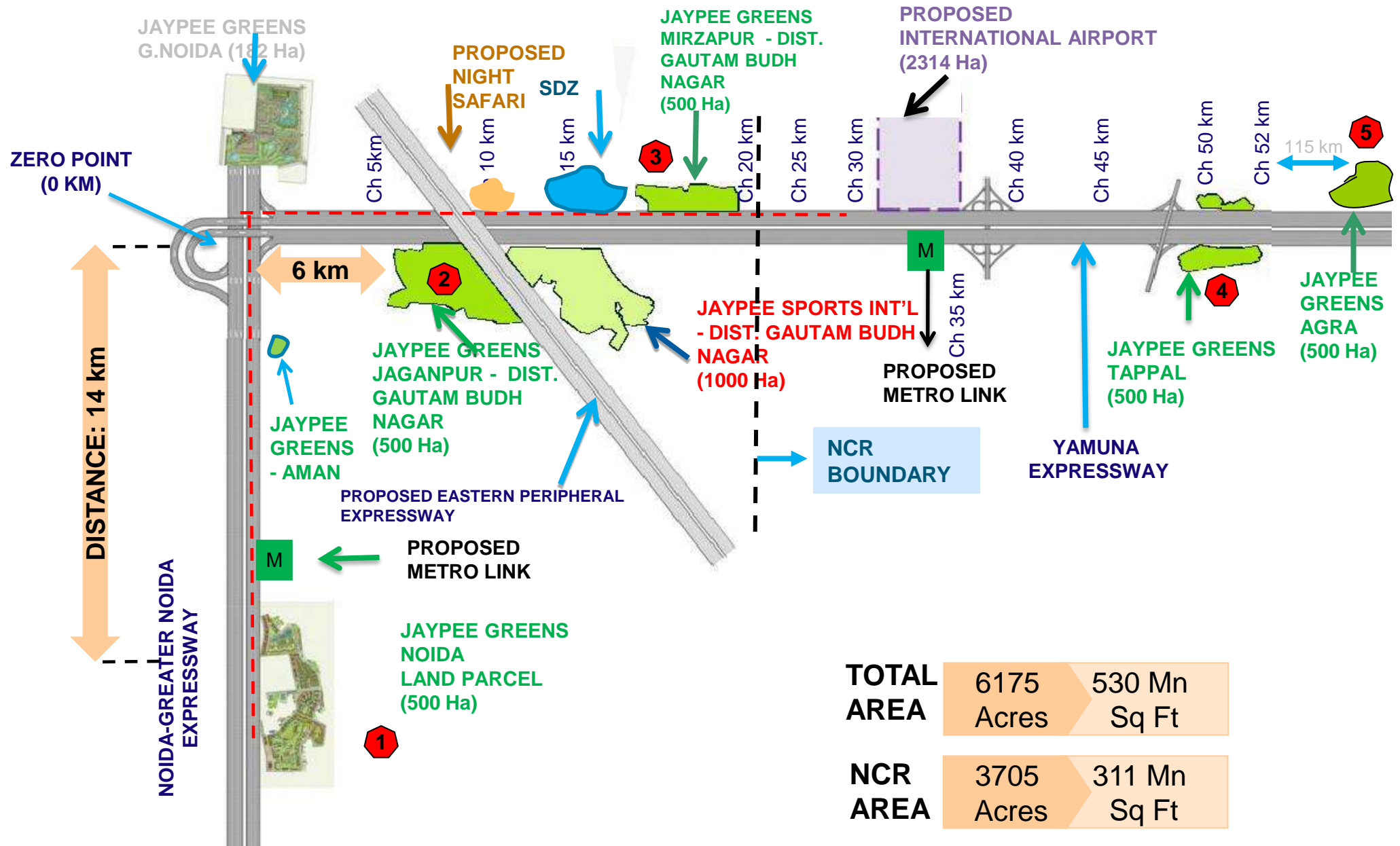
\* Total cost includes cost of land acquired for development and excludes the cost of real estate development

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

# As of December 31, 2010, JIL had signed lease deeds and taken possession of approximately 5,346 acres for Real Estate Development



# Amongst the Largest Land Banks in Nat. Capital Region



MAP NOT TO SCALE





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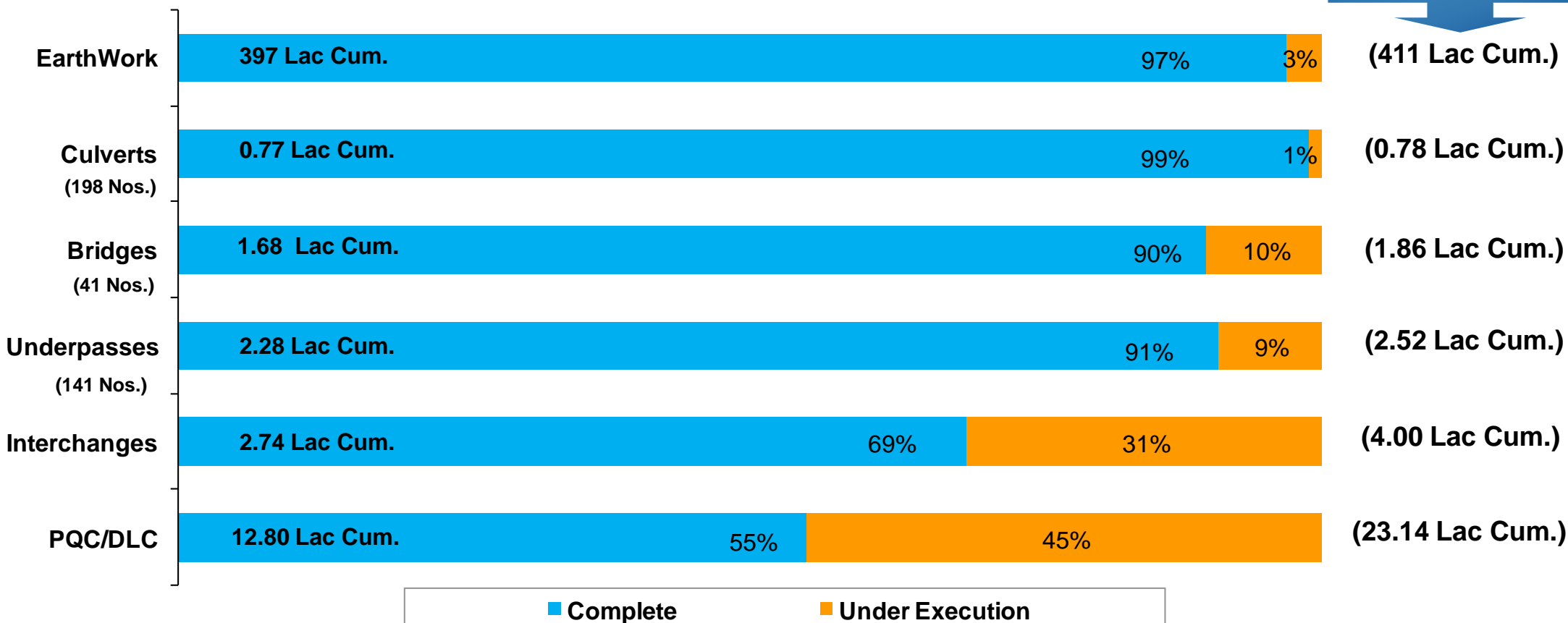
## Yamuna Expressway Progress



# Expressway Progress – Civil Works nearing completion; Final Concreting underway

as on 31 December 2010

**Total Quantity**





# 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	402 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 : Apr-Jun 2011 (36 months)
7) Project Cost	Rs 102,000 Mn.	Rs 16,000 Mn.	Rs. 97,390 Mn.

**Much Larger Scale of Works of Yamuna Expressway when compared with notable infrastructure projects of India**



# Construction Package -1 (0 - 55 km)



**INTERCHANGE AT KM. 0**



**PQC (RIGID PAVEMENT) COMPLETED AT KM. 3**



**PQC LAYING AT KM. 26**



**INTERCHANGE WORK AT KM. 48**



# Construction Package -2 (55 - 110 km)



**CART TRACK AT KM. 58**



**DLC COMPLETED AT KM. 81**



**MINOR BRIDGE AT KM 93**



**DECK SLAB WORK AT INTERCHANGE AT KM. 110+000**



# Construction Package -3 (110 - 165 km)



**DBM COMPLETED AT KM. 124**



**PQC (RIGID PAVEMENT) COMPLETED AT KM. 136**



**INTERCHANGE WORK AT KM. 153**



**PQC COMPLETED AT KM. 160**



# Project Expenditure & Funding

## Project Expenditure

*All figures in Rs. Mn*

Description	Total	Incurred till Dec 2010
Project Cost	97,390	92,370

## Funding

*All figures in Rs. Mn*

Description	Total	Incurred till Dec 2010
Equity from Promoters and Others	12,500	12,500
IPO proceeds	15,000	2,770 <sup>#</sup>
Accruals from real estate development incl. advances & sales of land	9,890	27,100
Debt	60,000	50,000
<b>Total</b>	<b>97,390</b>	<b>92,370</b>





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## Real Estate Development



# Overview of Land Parcels for Real Estate Development

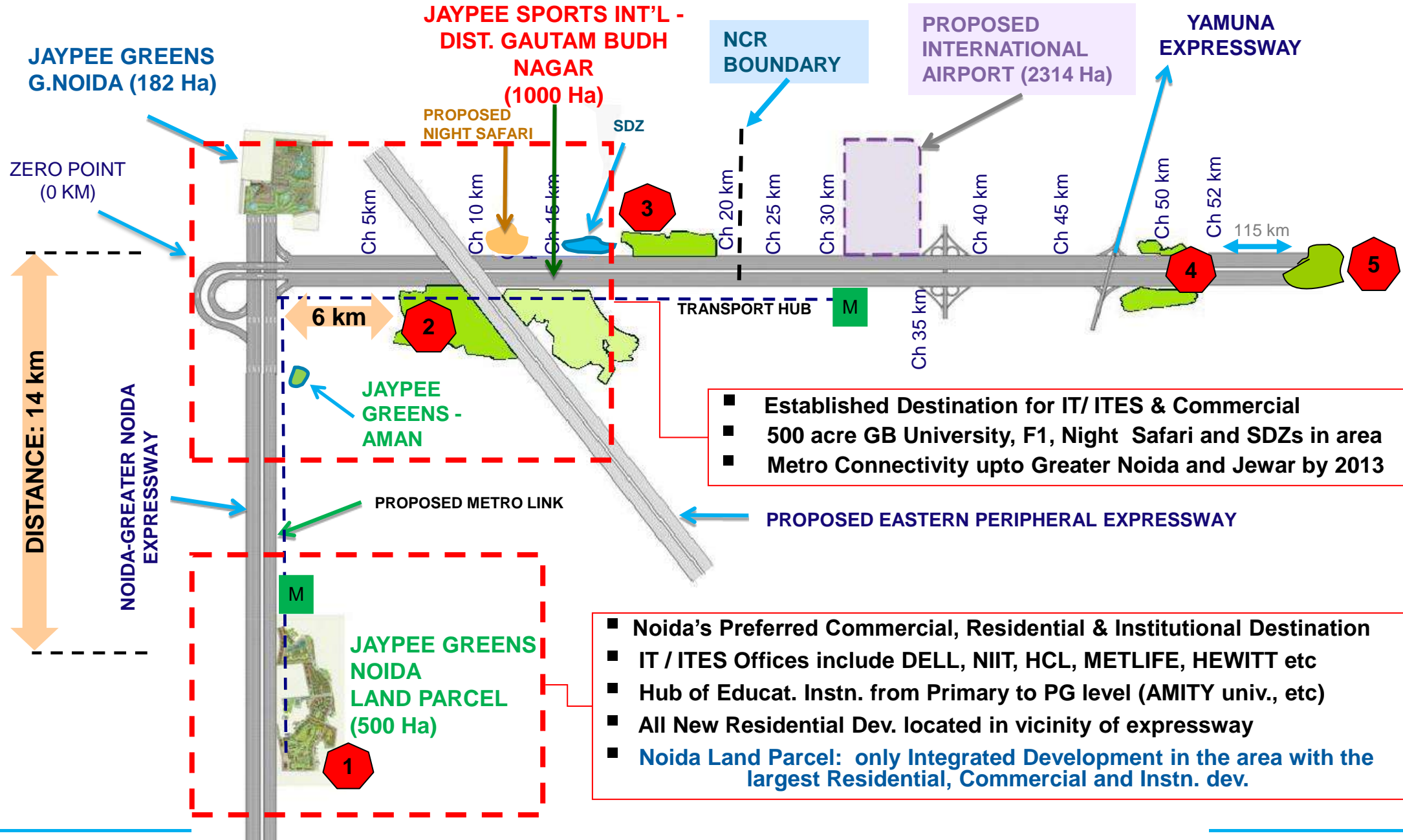
	Locations	Area (Acres)	Saleable Area(Mn Sq Ft)	Land Leased as at Dec 2010 (Acres)	Remaining Land as of Dec 2010 (Acres)
1.	Noida	1,235	78	1,219*	16
2.	District Gautam Budh Nagar (parcel 2)	1,235	116	1,195	40
3.	District Gautam Budh Nagar (parcel 3)	1,235	116	1,159	76
4.	District Aligarh	1,235	116	559	676
5.	District Agra	1,235	103	1,214	21
<b>TOTAL</b>		<b>6,175</b>	<b>530</b>	<b>5,346</b>	<b>829</b>

Located  
In NCR

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



# 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	Nearing Completion
Planned Ganga Expressway	Noida – Greater Noida	21	
Formula 1	Greater Noida	30	First Race in 2011
Jaypee Greens Championship Golf Course (5 Star Resort & Six Senses Spa)	Greater Noida	17	Operational
Proposed International Airport	Jewar	51	
Planned Metro Rail Link	Noida – Greater Noida – Jewar	8	Works underway
Planned Boraki Railway Station and Transport Hub	Noida – Greater Noida	28	
Planned Night Safari	Greater Noida	25	
Proposed Amusement Park	Greater Noida	18	



# Significant Real Estate Demand expected between 2009-13

City	Residential (Mn. Units)	Office (Mn Sq. Ft.)	Retail (Mn Sq. Ft.)
<b>NCR</b>	<b>1.02</b>	<b>24.9</b>	<b>6.66</b>
Mumbai	1.64	23.7	6.20
Bangalore	0.39	6.83	0.57
Chennai	0.28	27.2	4.48
Pune	0.41	21.7	1.76
Hyderabad	0.29	16.6	4.49
Kolkata	0.29	9.0	4.15
<b>Total</b>	<b>4.32</b>	<b>129.93</b>	<b>28.31</b>

**NCR to witness significant Real Estate demand over the next few years**



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



- 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**

	Residential
	Commercial
	Institutional



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



PARTICULARS (As on 31 Dec 2010)	LAUNCHED (Mn Sq Ft)	SOLD (Mn Sq Ft)
Aman Apartments	3.6	3.5
Klassic Apartments	5.4	4.4
Kosmos Apartments	8.5	7.5
Kensington Park Apartments	2.7	2.6
Kensington Boulevard Apts	2.8	2.4
Kingswood Oriental	0.2	0.1
Kasa Isles Apts	2.4	2.0
Kube Apts	1.4	1.1
Anant	0.1	0.1
Aman Commerical	0.2	0.2
Residential Plots	4.1	4.0
Commercial Plots	3.1	3.1
<b>TOTAL</b>	<b>34.4</b>	<b>31.1</b>



# Klassic – 5.4 Mn Sq. Ft.



KLASSIC APPTS	No. of Units	Area
Planned	3,698	5.4 Mn Sq Ft
Sold	3,035	4.4 Mn Sq ft.
Average Gross Rate	Rs 3,342 per sq ft	
Average Net Rate	Rs 3,113 per sq ft	
Number of Towers	23 towers (Ground + 20 floors)	
Delivery	Jan 2012 onwards (3 yrs from launch)	



# Kosmos – 8.5 Mn Sq Ft.



KOSMOS APPTS	No. of Units	Area
Planned	7,270	8.5 Mn Sq Ft
Sold	6,541	7.5 Mn Sq ft.
Average Gross Rate	Rs 3,255 per sq ft	
Average Net Rate	Rs 3,126 per sq ft	
Number of Towers	75 towers (Ground + 20 floors)	
Delivery	October 2012 (3 yrs from launch)	



# Kensington Park Plots & Apartments



KENSINGTON APPTS.	No. of Units	Area
Planned	1,868	2.7 Mn Sq Ft
Sold	1,786	2.6 Mn Sq ft.
Average Gross Rate	Rs 3,163 per sq ft	
Average Net Rate	Rs 3,003 per sq ft	
Number of Towers	18 towers (Ground + 18 floors)	
Delivery	Feb 2013 (3 yrs from launch)	

KENSINGTON PLOTS	No. of Units	Area
Planned	1,509	3.8 Mn Sq Ft
Sold	1,495	3.8 Mn Sq ft.
Average Rate	Rs 36,000 – Rs 42,000 per sq yd	
Delivery	1 yr from launch	



# Kasa Isles & Kensington Boulevard



KASA ISLES	No. of Units	Area
Planned	1,894	2.4 Mn Sq Ft
Sold	1,630	2.0 Mn Sq ft.
Average Gross Rate	Rs 3,512 per sq ft	
Average Net Rate	Rs 3,349 per sq ft	
Number of Towers	15 towers (Ground + 27 floors)	
Delivery	May 2013 (3 yrs from launch)	



KENSINGTON BLVD	No. of Units	Area
Planned	1,900	2.8 Mn Sq Ft
Sold	1,708	2.4 Mn Sq ft.
Average Gross Rate	Rs 3,436 per sq ft	
Average Net Rate	Rs 3,266 per sq ft	
Number of Towers	21 towers (Ground + 20/29 floors)	
Delivery	May 2013 (3 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





# Super Specialty Medical & Research Centre



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



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



- ❑ 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



# Recreation - Multiple Facilities Planned



- ❑ 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.



# Good Response to the Projects Launched

PERIOD	No. of Units Sold	Area Sold (Mn Sq Ft)	Average Gross Rate* (Rs / 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	3,449	3,328	3,162	630
2009-10 (Apr. '09 – Mar. '10)	13,205	20.35	2,944	2,858	58,170	16,699
2010-11 (Apr. '10 – Dec '10)	6,346	9.83	3,363	3,147	30,932	24,031
<b>TOTAL</b>	<b>20,251</b>	<b>31.13</b>	<b>3,092</b>	<b>2,964</b>	<b>92,264</b>	<b>41,361</b>

\* Average Gross Rate is rate before NPV based discounts given for advance payments

\*\* Average Net Rate is rate after NPV based discounts given for advance payments





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## Financial Overview



# Profit & Loss Account

*All figures in Rs. Mn*

Particulars	For the Period Ended March 31, 2008	For the Year Ended March 31, 2009	For the Year Ended March 31, 2010	For the Nine- Months Ended Dec. 31, 2010
Total Income	7.66	5,562.57	6,528.6	20,707.1
Expenditure	35.87	2,386.83	493.20	5,838.7
EBITDA	(28.21)	3,175.74	6,035.4	14,868.4
Depreciation	84.66	139.69	161.9	64.1
Profit /(Loss) before Tax	(112.87)	3,036.05	5,873.5	14,804.3
Tax	0.82	368.74	998.6	2,950
Net Profit/(Loss) after tax	(113.69)	2,667.31	4,874.9	11,850.1
EPS	(0.38)	2.76	4.33	8.69



# Financial Projections

*All figures in Rs. Mn*

Particulars	ACTUALS For the Period Ended March 31, 2010	PROJECTED		
		For the Period Ended March 31, 2011	For the Period Ended March 31, 2012	% Growth (CAGR b/w 2010-2012)
Total Income	6,529	28,560	48,140	171%
EBITDA	6,035	18,040	26,310	109%
Net Profit/(Loss) after tax	4,875	14,380	14,800	74%
EPS	4.33	10.36	10.66	57%





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## Key Highlights



# Jaypee Infratech Limited – USPs

- ❑ Amongst India's first 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
    - Expected Reduction in travel time between New Delhi and Agra from present 4 hrs to 2 hrs
    - India has the 3<sup>rd</sup> highest growth in number of vehicles in the world in the first 3 quarters of FY 2009-10
  - ❑ 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 31.13 mn sq ft in 25 months (Dec 08 – Dec 10)
  - ❑ 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***