

# Jaypee Infratech Limited

## Corporate Presentation

November 2013



**JAYPEE**  
**INFRATECH**

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



1

# 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 contributed to 27% of India's total Hydro Power Capacity

## □ Largest Private Hydropower Group

- 1700 MW operational



*Power Generation*

## □ Thermal Power

- 2x250 MW at Bina (Operational)
- 2x660 MW at Nigrie with captive coal
- 3x660 MW Bara Project



*Cement*

- 3rd Largest Cement Group with 33.3 MTPA capacity operational & 35.9 MTPA by FY 2014

**33.3 MTPA capacity in operation**

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



*Real Estate & Expressways*

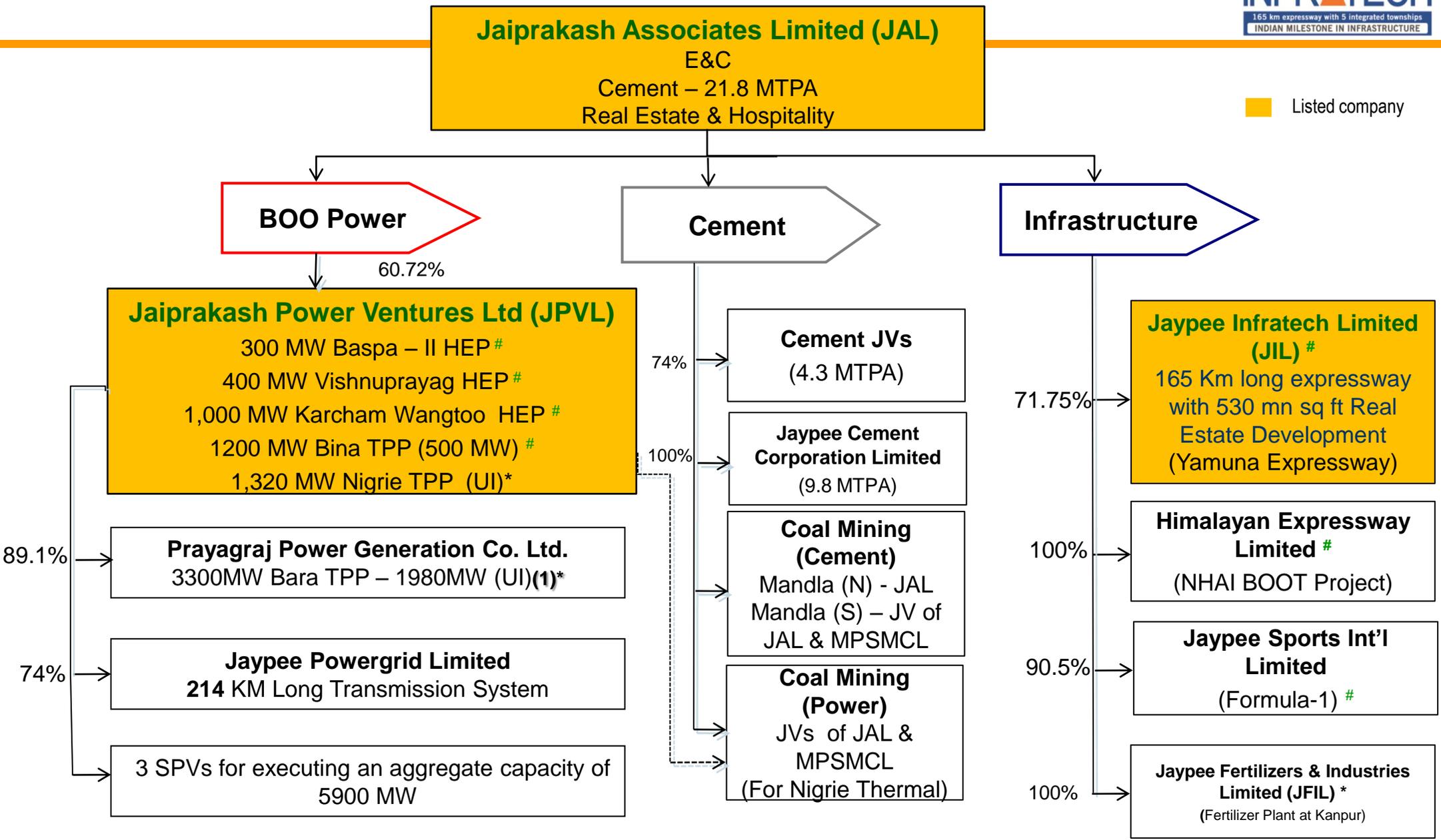
## □ Real Estate Development

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

# Corporate Structure



■ Listed company

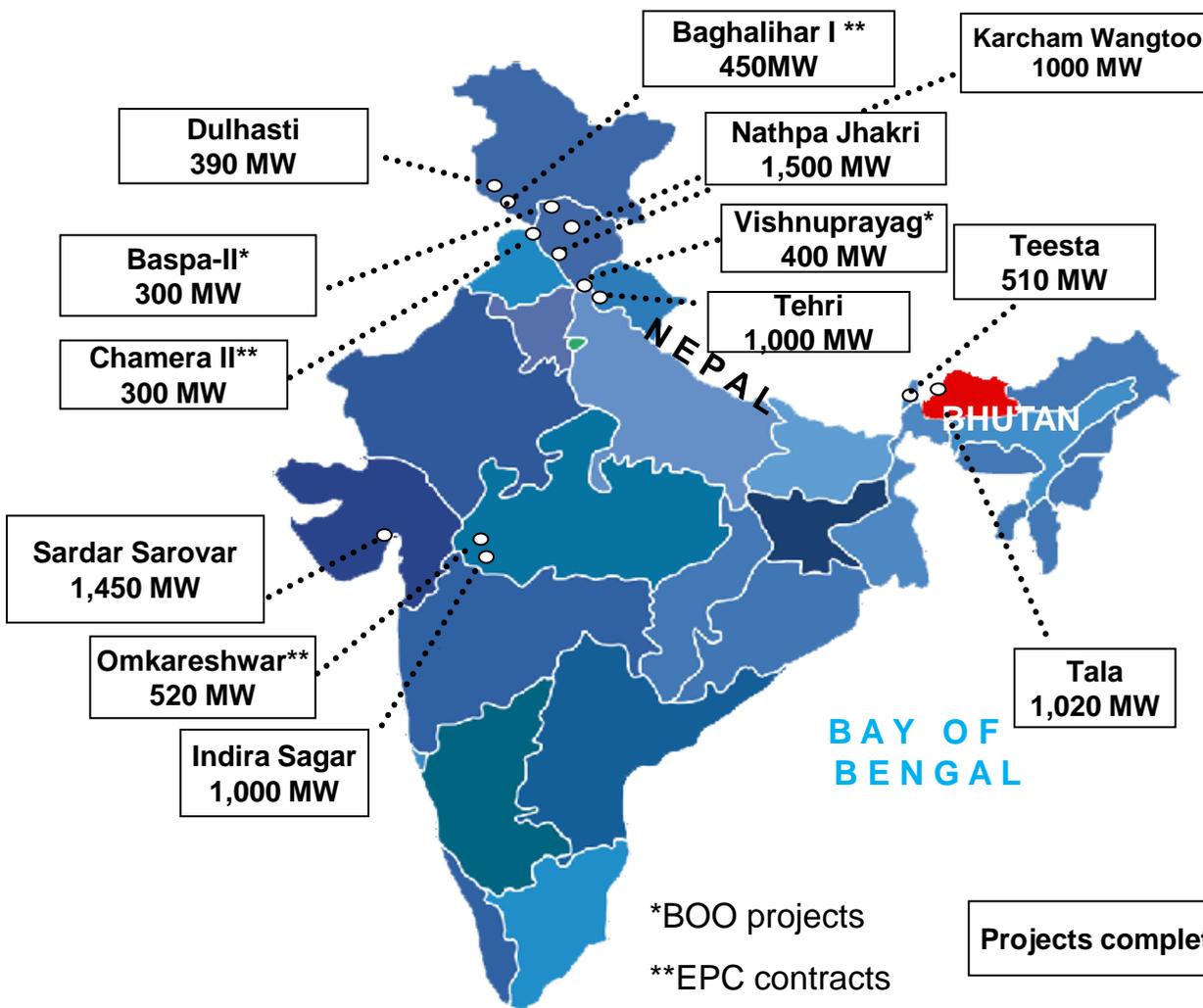


(1) JAL has a right to subscribe up to 26% Equity in this Project

\* UI - Under Implementation  
# In Operation

# 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



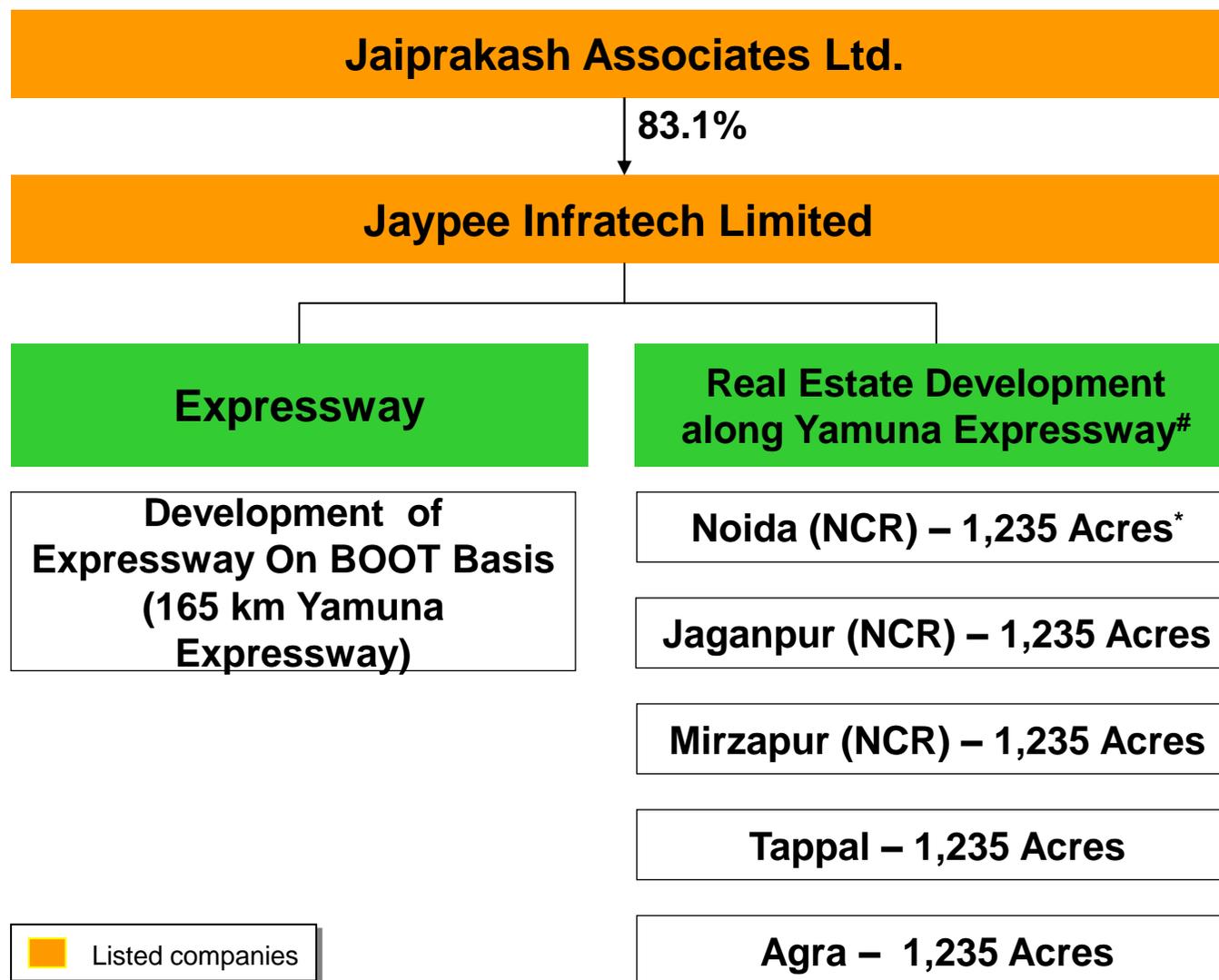
# 2

## Company Overview



# Jaypee Infratech – Unique Balance of Toll & Real Estate

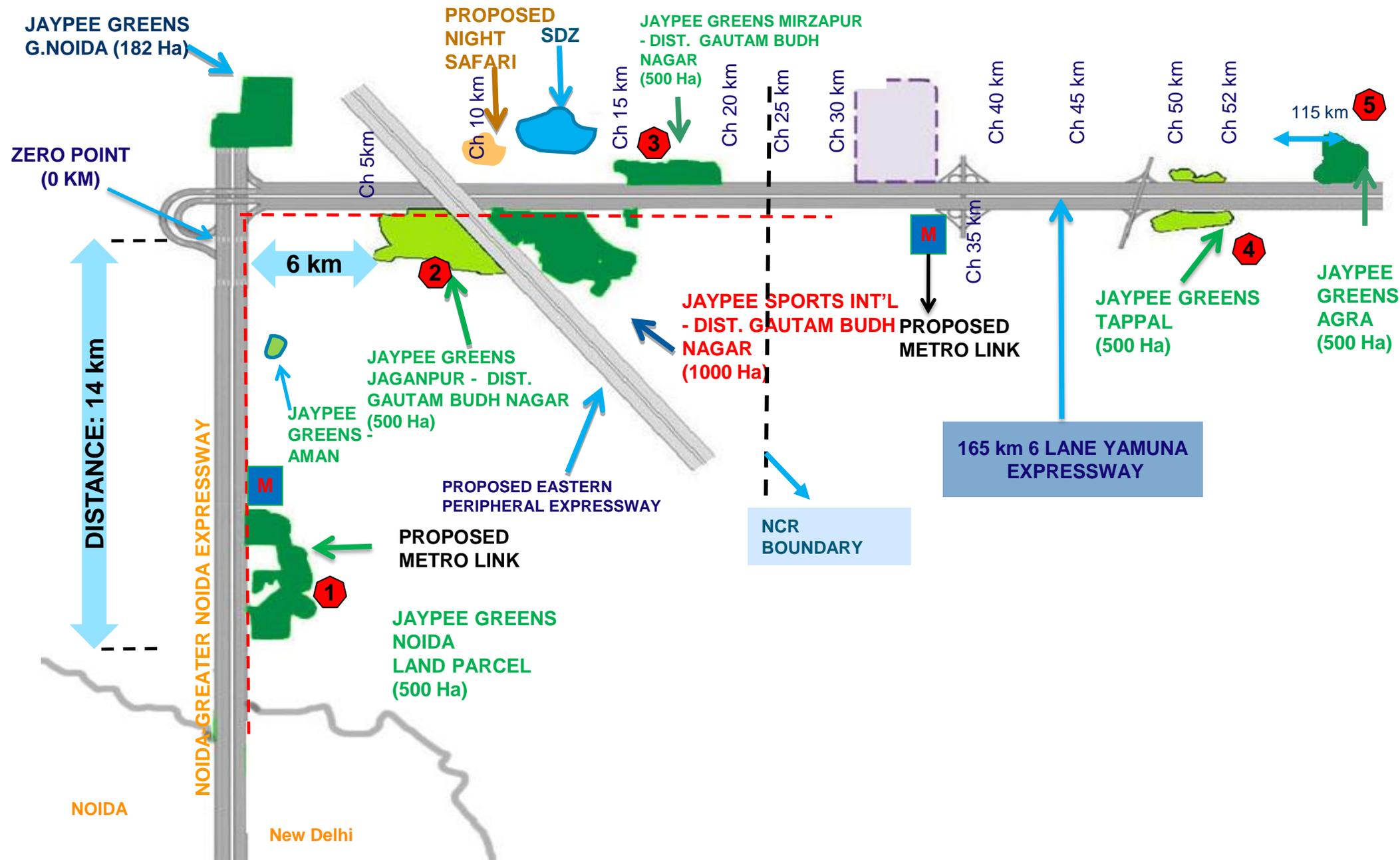
Unique Infrastructure company with balance of Toll & Real Estate revenues



\* JIL has sold/ sub-leased 367 acres of the Noida land and plans to develop the remaining 868 acres

# As of Sept 30, 2013, JIL had signed lease deeds and taken possession of approximately 6,072 acres (98.3%) for Real Estate Development

# Amongst the Largest Land Banks in Nat. Capital Region





3

## Yamuna Expressway Project

# Project Expenditure & Funding

## Project Expenditure

*All figures in Rs. Crs*

Description	Total	Incurred till June 2013
<b>Project Cost</b>	<b>13,300</b>	<b>13,283</b>

## Funding

*All figures in Rs. Crs*

Description	Total	Incurred till June 2013
Equity from Promoters and Others	1,250	1,250
IPO proceeds*	1,500	1,500
Accruals from real estate development incl. advances & sales of land	3,550	3,669
Debt	7,000	6,657
<b>Total</b>	<b>13,300</b>	<b>13,283**</b>

\*IPO of Jaypee Infratech Ltd. successfully completed in May 2010. Total proceeds raised by Jaypee Infratech Ltd.– INR 1,650 Crs (US\$ 284 Mn)

\*\* Includes Rs 207 Cr (USD 36 Mn) of outstanding liabilities

FX: 1US\$ = INR 58

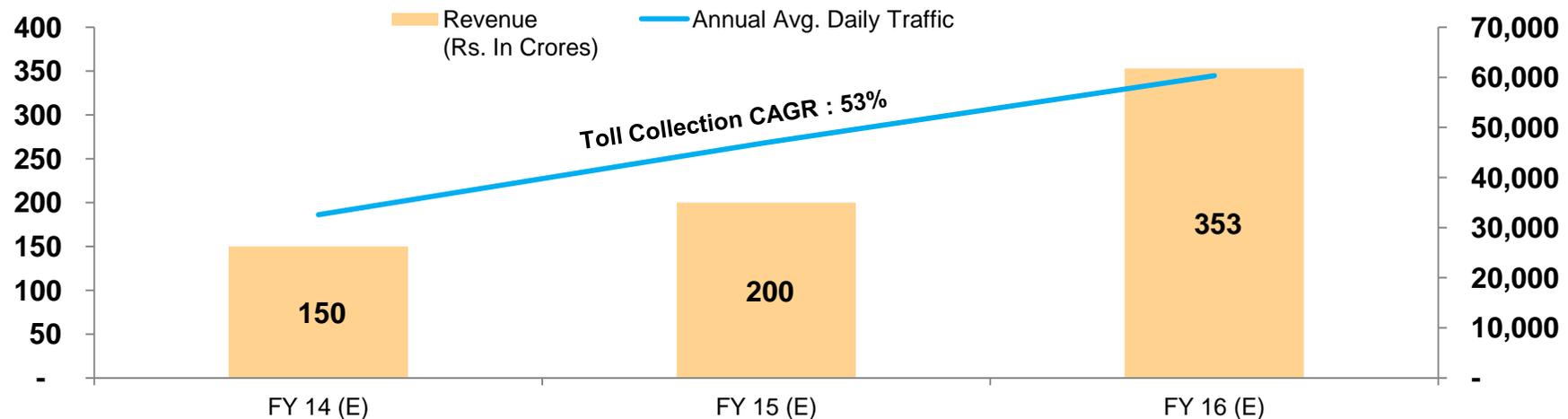
# Toll revenues

Toll Rate for G Noida-Agra  
(Single Journey)

Toll Rates.	Rs.
Two Wheeler	150
Car/Jeep	320
LCV	500
Truck/Bus	1,050
MAV	1,600

Total Concession Period: 36 Years

Period	Average Annual Daily Traffic (PCUs)	Total Revenue (` in Crores)
Apr'13 –Sept'13	11,902	59.20





# 4

## Real Estate Development

# Land Acquisition completed for all 5 land parcels

	Locations	Area (Acres)	Saleable Area (Mn Sq Ft)	Land Leased as at Sept 2013 (Acres)	Remaining Land as of Sept 2013 (Acres)
1.	Noida	1,235	78	1,232*	3
2.	District Gautam Budh Nagar (parcel 2)	1,235	116	1,223	12
3.	District Gautam Budh Nagar (parcel 3)	1,235	116	1,188	47
4.	District Aligarh	1,235	116	1,225	10
5.	District Agra	1,235	103	1,225	10
<b>TOTAL</b>		<b>6,175</b>	<b>530</b>	<b>6,093</b>	<b>82</b>

Located In NCR

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

\* Includes 359.56 acres that was sold as undeveloped land and 8.20 acres that was sub-leased.

# Infrastructure Initiatives in the Region driving Demand

Development	Location	Distance from Jaypee Greens NOIDA In KM (Appx.)	
Yamuna Expressway	Noida – Greater Noida	15	Commissioned
Formula 1	Greater Noida	30	First Race held in 2011
Jaypee Greens Championship Golf Course (5 Star Resort & Six Senses Spa)	Greater Noida	17	Operational
Planned Metro Rail Link	Noida – Greater Noida	5	Approved
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		

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



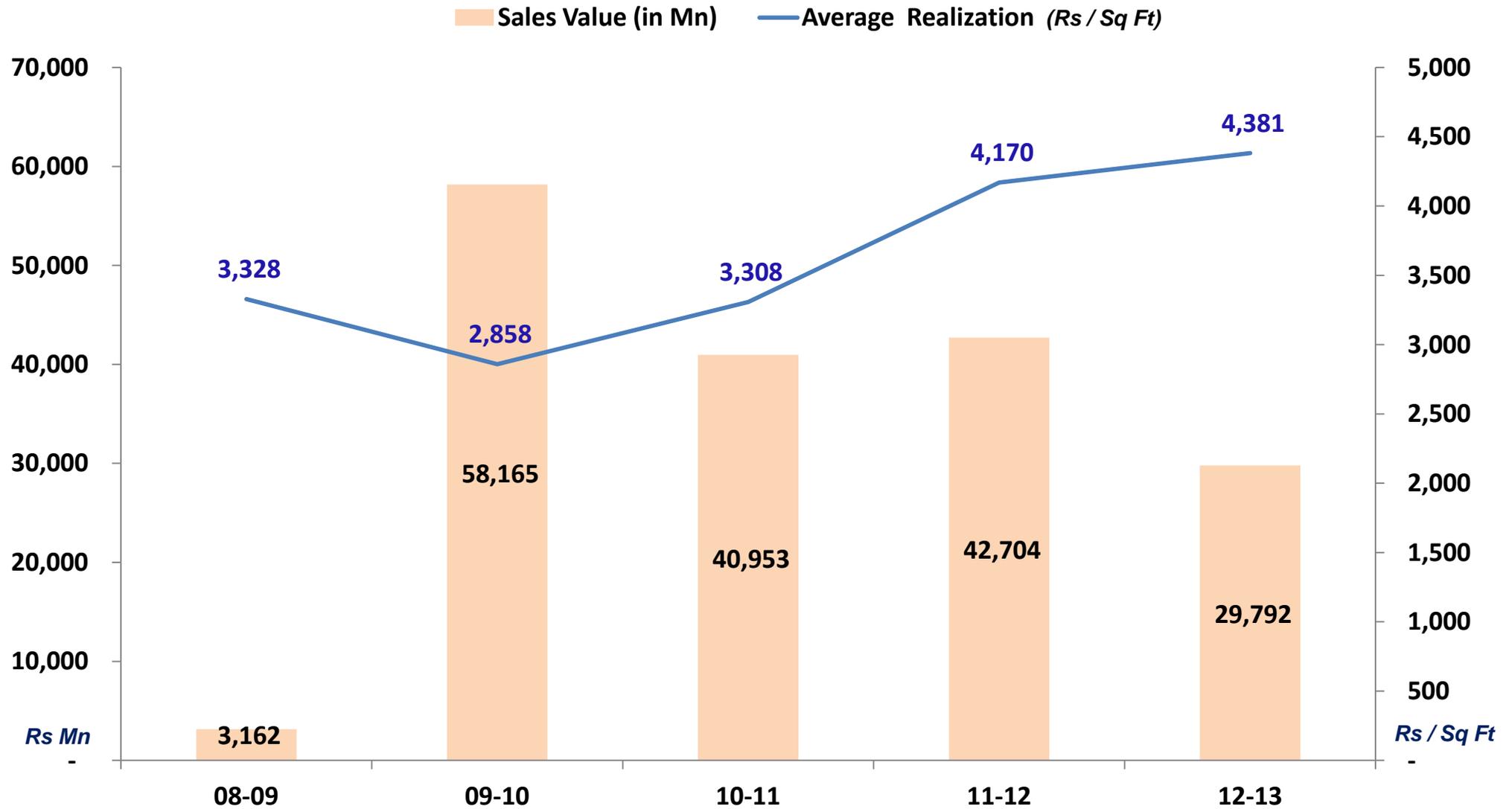
PARTICULARS (As on 30 <sup>th</sup> September 2013)	LAUNCHED (Mn Sq Ft)	SOLD (Mn Sq Ft)
<b>NOIDA</b>		
Aman	4.60	4.43
Klassic Apartments	5.59	5.43
Kosmos Apartments	8.50	7.88
Kensington Park Apartments	2.86	2.83
Kensington Boulevard Apartments	2.87	2.83
Kingswood Oriental	0.19	0.17
Kasa Isles Apartments	2.38	2.31
Kube Apartments	1.56	1.34
Krescent Homes	4.74	4.62
Orchard	2.77	2.65
Pebble Court	0.30	0.27
Garden Isle	5.18	4.59
Residential Plots	4.14	4.07
Commercial Plots	7.54	7.54
Institutional Plots	0.04	0.04
<b>Mirzapur (Parcel 3)</b>		
Residential Plots	3.19	1.87
Naturvue Apartments	0.78	0.15
Buddha Studio Apartments	0.94	0.90
Sports City: Built Up	1.12	0.26
<b>TOTAL</b>	<b>59.3</b>	<b>54.2</b>

# Real Estate Performance

PERIOD	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)	0.95	3,328	3,162	630
2009-10 (Apr. '09 – Mar'10)	20.35	2,540	58,165	16,699
2010-11 (Apr. '10 – Mar'11)	12.38	3,308	40,953	31,455
2011-12 (Apr'11- Mar'12)	10.92	4,162	45,450	29,378
2012-13 Noida	6.80	4,381	29,792	34,761
2012-13 Mirzapur	1.30	2,236	2,907	1,103
<b>Subtotal (2012-13)</b>	<b>8.10</b>	<b>4,037</b>	<b>32,699</b>	<b>35,864</b>
2013-14 (Apr-Sept) Noida	0.28	4,054	1,135	12,600
2013-14 (Apr-Sept) Mirzapur	1.22	3,840*	4,685*	
<b>Subtotal (2013-14)</b>	<b>1.50</b>	<b>3,880</b>	<b>5,820</b>	<b>12,600</b>
<b>TOTAL</b>	<b>54.20</b>	<b>3,436</b>	<b>186,249</b>	<b>126,626</b>

\* Sales & Collection do not include bulk land sales of 302 acres having sale value of Rs 1,529 Cr

# Real Estate Performance: Noida



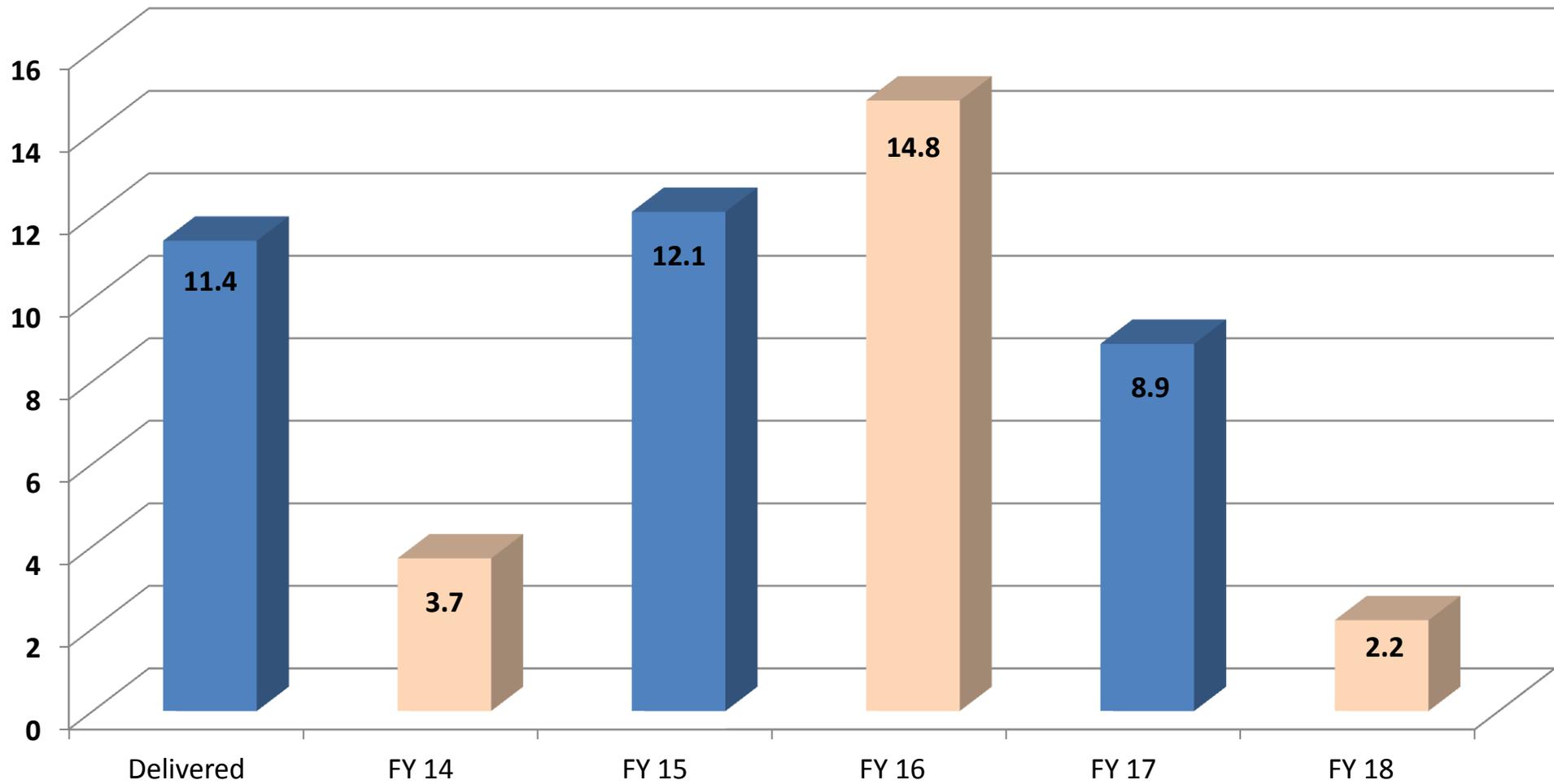
# Indicative Sales Value / Valuation for Parcel 2, 3 & 5

	Parcel 2	Parcel 3	Parcel 5	Total
<b>Area</b> (in Acres)	1235	1235	1235	3705
<b>Saleable Area</b> (in Mn Sq Ft)	116	116	103	335
<b>Average Selling Price</b> (per Sq Ft)	INR 4000	INR 3000~3500	INR 2750~3000	INR 2900~3300
<b>Potential Sale Value</b> (INR Cr)	54000	35000~40000	28000~30000	98000~110000
<b>Valuation of Land Parcel</b> (assuming 30% EBITDA margin) (INR Cr)	16000	10000~12000	8500~9000	34500~37000

Source: JIL – Company Current Prices

# Real Estate Delivery Schedule: Noida

Delivery (in Mn Sq Ft)





# 5

## 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	For the Year Ended March 31, 2013	For the 6M Ended Sept 30, 2013
Revenues	5,563	6,529	27,787	31,559	32,743	15,658
Expenditure	2,387	493	9,840	15,715	18,125	8,918
EBITDA	3,176	6,035	18,134	16,492	14,946	8,765
Depreciation	140	162	86	16	149	153
Profit /(Loss) before Tax	3,036	5,874	18,146	15,974	8,682	2,338
Tax	369	999	3,796	3,077	1,737	490
Net Profit/(Loss) after tax	2,667	4,875	14,351	12,897	6,945	1,848
EPS	2.76	4.33	10.48	9.29	5.00	1.33

# Shareholding Pattern

All figures in %

S.N.	Category	JIL
1	Promoters	71.75
2	FIIIs	5.17
3	Mutual Funds	1.23
4	Bodies Corporate	5.64
5	Public Financial Institutions & Banks	11.27
6	Public	4.94
<b>TOTAL</b>		<b>100</b>
<b>No. of Shares (in Mn)</b>		<b>1,389</b>
<b>Face Value (Rs)</b>		<b>10</b>

\* Shareholding Pattern as on 8<sup>th</sup> November, 2013



# 6

## 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 54.20 mn sq ft in 58 months (Dec 08 – Sept 13)
- ❑ 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.



**THANK YOU**

