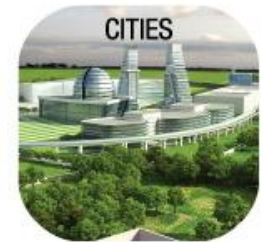


FY2010-11 performance updates



FY2010-11 – Key Highlights

MARG Limited – Crosses Rs.1000 crores mark in revenue

- Standalone revenue of Rs.1084 crores, 45% increase from FY2009-10
- EBITDA @ Rs. 130 crores, grew by 10% over the last year; PAT of Rs.59 crores

EPC – Delivering strong performance

- Current unexecuted Order book at Rs.3350 crores
- EPC revenue contribution is Rs.1005 crores in FY11
- External EPC revenue of Rs.474 crores; 47% of total EPC revenue in FY2010-11

Marine Infrastructure – Robust performance in first full year of operations

- Karaikal Port has handled 4.75 MMT of cargo in FY11
- Revenue @ Rs.170 crores, EBITDA of Rs. 79 crores and PAT of Rs. 24 crores
- Healthy EBITDA levels of 47% and PAT of 14%

Real Estate - Stable growth

- Sales of 0.9 MSFT (879 units) in FY11, sales value of Rs.228 crores
- Deals for 35% of leasable space in mall confirmed, mall scheduled for COD in Q12012

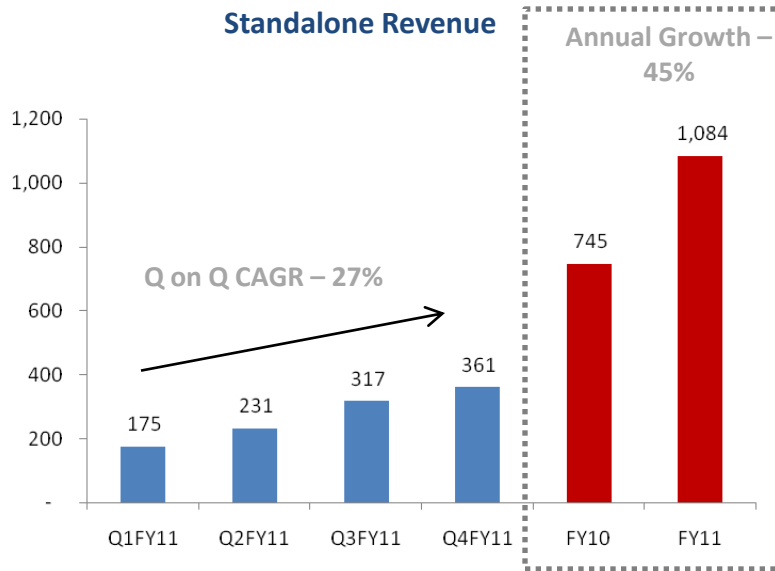
Urban Infrastructure – sustained growth

- MARG Swarnabhoomi registers Rs.198 crores in revenue for FY11, driven by good residential and FSI sales, EBITDA of 28%

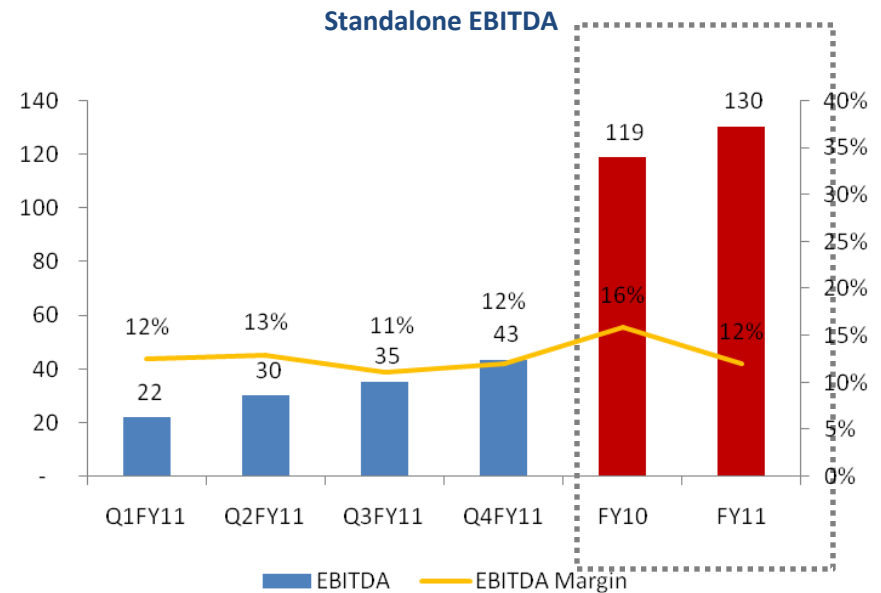
Financial Performance

INR Crores

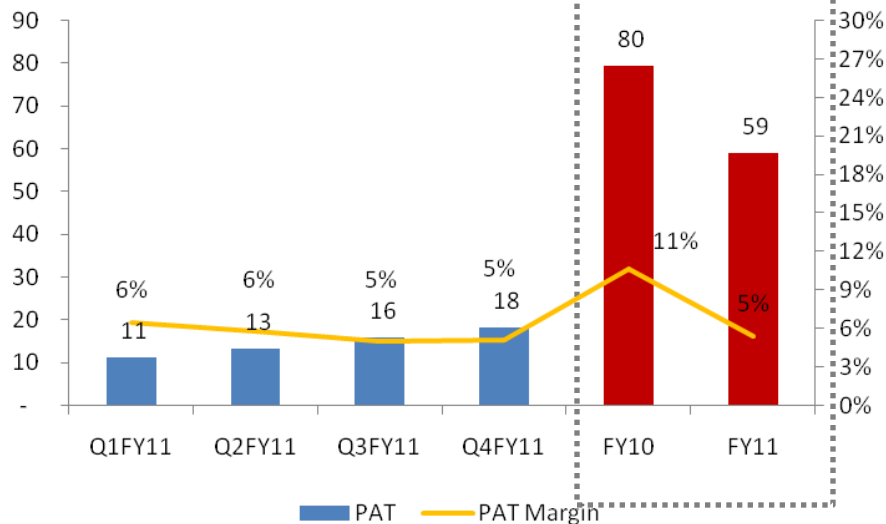
Standalone Revenue



Standalone EBITDA



Standalone PAT



MARG Consolidated Overview*

Consolidated turnover likely to be cross Rs.900 crores, growth of 2.5 times over the FY10 revenue of Rs. 360 crores

Operational EBITDA likely to double, crossing Rs.150 crores in FY11 as compared to Rs.83 crores in FY10

PAT likely to be more than Rs.17 crores in FY11, an increase of about 50% as compared to FY10 levels

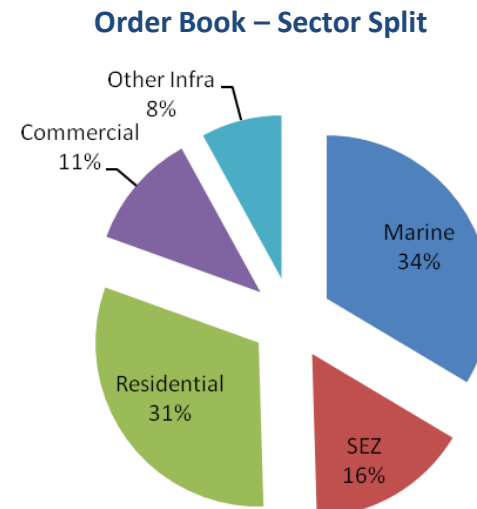
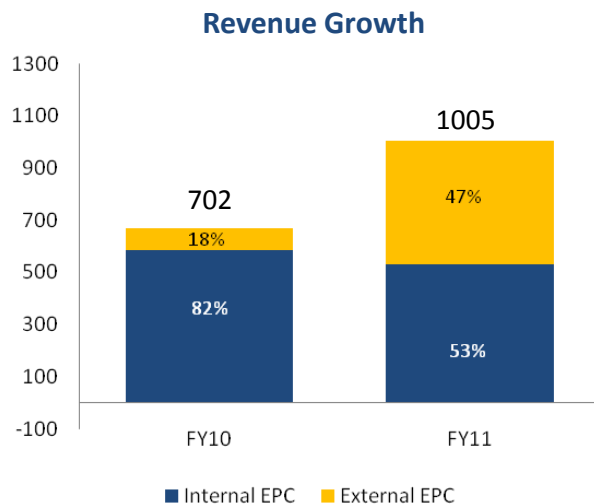
* Unaudited and Provisional



Key Business Updates

EPC

- EPC revenues in FY2010-11 at Rs.1005 crores (Q42010-11 at Rs.338 crores), increase of 43% Y-o-Y
 - 47% of EPC business revenue from external customers, Rs.474 crores in FY11 (Q4FY11 – Rs.217 crores)
- Current order book (unexecuted) of around Rs.3350 crores
 - External Orders around Rs.600 crores
- In FY11 won contracts worth Rs. 833 crores on a total bid of Rs.3300 crores (conversion rate of 25%)
 - As on FY11 year end, results are awaited for projects worth Rs. 400 crores
- Focus on strengthening capacities through alliances and collaborations, Developing human capital, equipment and technology base to gear up for growth
- Key clients include L&T, GoP(Mahe), Geo Miller, Petronet, IOCL, HSCC, Northern Railways, HUDA, BHEL, HPCL among others



Urban Infrastructure – MARG Swarnabhoomi

Engineering SEZ

- LOI's signed with leading companies including Techpro Energy Systems, Kwik® Patch, Sumeet Research Holdings for setting up their robotics, appliances and R&D unit
- Grundfos and Vanspall have commenced their operations and have started shipping orders
- Virgo and Polyhose has started construction of factory premises and are expected to be operational by Q2 of FY 11-12

Science Park

- Construction of phase-I of Wet Laboratory building underway and the building would be ready for occupation by March,2012
- Clients include Symphony, Micro Labs and Laxai Avanti and Biophenolika Polymers
- Department of Biotechnology (DBT), Government of India has approved for the Biotechnology Incubation Center (BTIC) that is being set up under association with ICRISAT. The Incubation Center shall be functional in Q3 2011-12



Operational factory sheds for LES clients

Urban Infrastructure – MARG Swarnabhoomi

Knowledge Hub

- The company signed MoU with Virginia Tech, USA for setting up a centre of higher education in the advanced engineering space
- Swarnabhoomi Academy of Music (SAM) and MARG Navjyothi Vidyalaya (School) are functional
- Interest from foreign universities and Higher Education Institutions (HEIs) in the field of science & technology, hospitality training institutes, humanities & fine arts

Residential

- A total of 607 (0.618 million sq ft) apartments were sold during FY11 taking the total sales since inception to 1.25 million sq ft; Mahautsav with 496 apartments was launched in Sept 2010



Operational SAM building



Swarnabhoomi entry

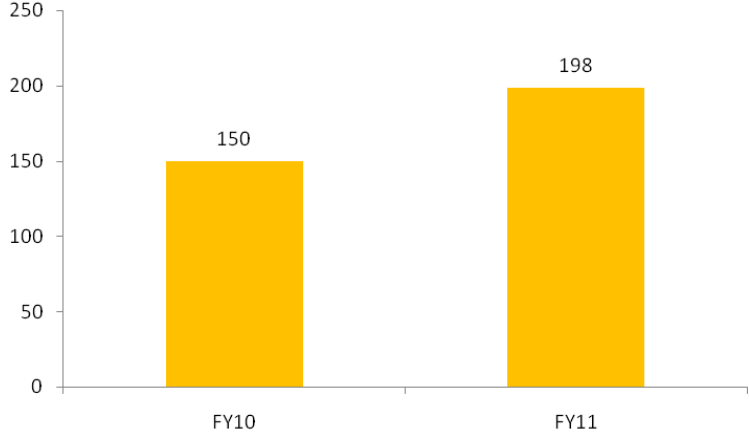


Residential block

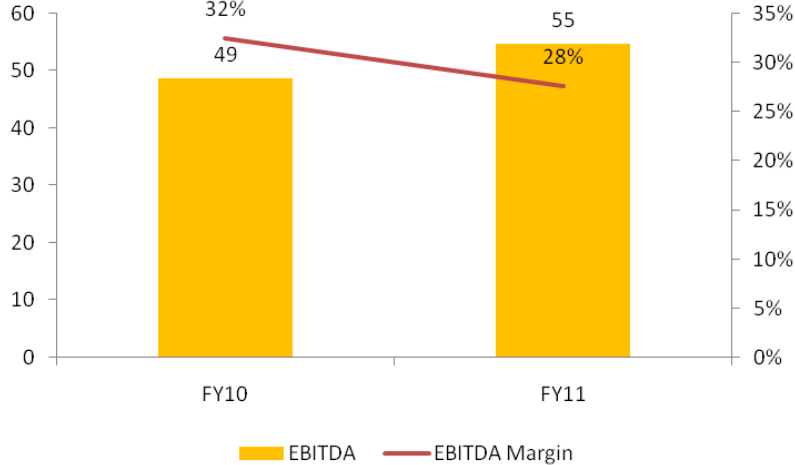
MARG Swarnabhoomi – Financial Performance

INR Crores

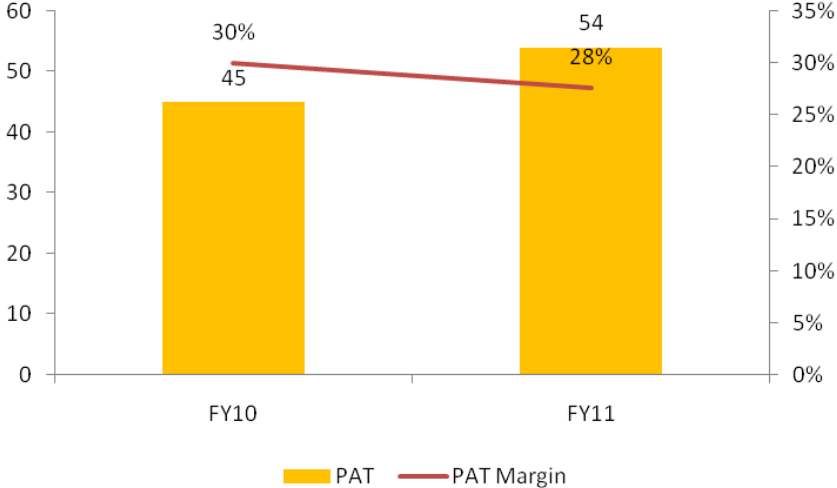
Revenue



EBITDA



PAT



Real Estate

MARG ProperTies – Residential Business

- Sales of 0.9 million sq ft (879 units) in FY2010-11, sale value of Rs.228 crores
- Total sales (ITD) till March 2011 is 1385 units (1.5 million sq ft) at sales value of Rs.343 crores
- MARG ProperTies launched 2.97 million sq ft of new projects in various categories in FY11, further 1.47 million sq ft of projects are in pipeline to be launched in FY12
- Projects like Pushpadruma, Lakshana and Vishwashakthi (Phase1) are all sold out and are scheduled for handover in the FY 2011 – 2012
- Brand presence in South India has been enhanced by the launch of **MARG ProperTies Shoppe**, first of its kind in the real estate industry and recently launched **Mascot Mr. Joy**, both have received tremendous response

Construction in Progress



MARG ProperTies Shoppe



Real Estate

MARG Junction, OMR – Commercial Business

- Financial closure for the Retail space (Mall) has been achieved, the project is scheduled for operations by Q1 2012
- So far, deals for 35% of the leasable space have been finalized – healthy pipeline for remaining space
- Key clients include PVR, Shoppers Stop, HyperCity, Rayban, HP etc
- Agreement with Shangri-La Hotel for development of hotel



Construction Progress



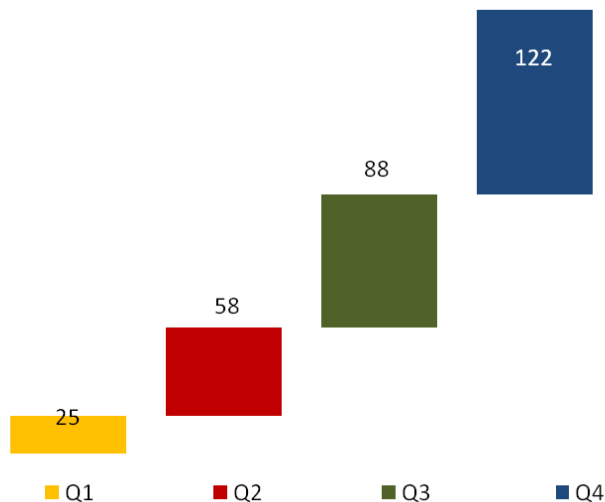
Elevation



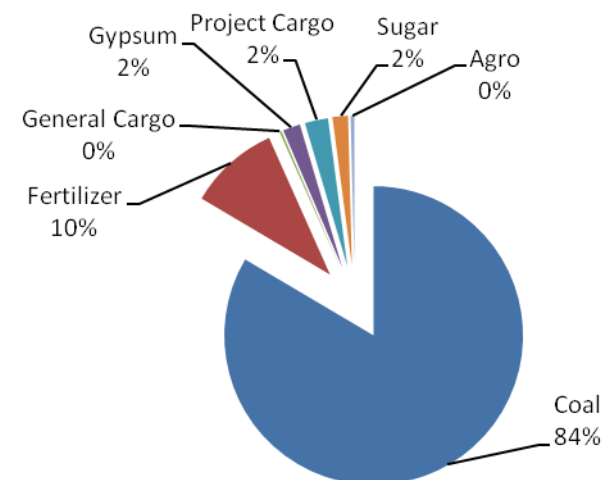
Marine Infrastructure – Karaikal Port

- Handled cumulative traffic of 4.75 MMT in the current FY 2010-11 as against 1.57 MMT in FY 2009-10
- Revenue of Rs.170 crores, EBITDA of Rs.79 crores and PAT of Rs.24 crores in FY11
- The port has achieved a record peak discharge rate of 55,912 MT of coal in 24 hrs (through conventional handling)
- Handled 228 rakes in Q4 (highest number of rakes handled in a quarter till date); discharged 745 rakes in full year FY11

Vessels at Karaikal Port



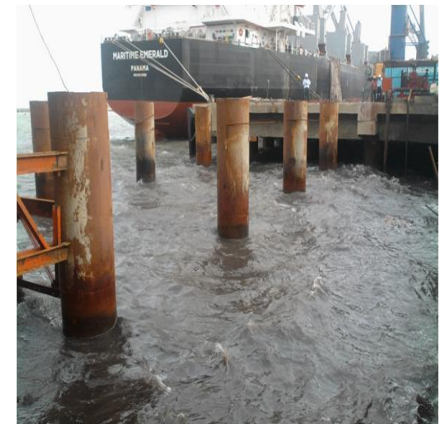
Cargo Mix – FY11



Marine Infrastructure – Karaikal Port

- Government Notification for handling urea received – handled 0.47 MMT of fertilizer cargo in FY11
- Credit rating of KPPL upgraded to “Triple B”
- Phase 2A expansion to 21 MMT is on schedule – one berth out of the three planned in Phase2A already commissioned
- IDFC has invested Rs.150 crores including Rs.40 crores in April 2011
- Awarded ISO 9001: 2008, ISO 14001: 2004 and OSHAS 18001: 2007 certifications

Operations – Cargo Handling at Port



Construction Progress – Phase 2A

Karaikal Port - Customers

Cargo Type	Customer Name (Existing)
OSV / PSV	HOEC, Reliance
General Cargo	Krishna & Co Madras Cements
Coal	Madras Cements Chettinad Cements India Cements Bhatia International Coal & Oil Devendran Coal JSW MALCO TNPL
Raw Sugar	Thiru Aaroon Sugars
Copra Cake	South India Edible Oil
Project Cargo	Nagarjuna Oil Corporation Private Limited BHEL

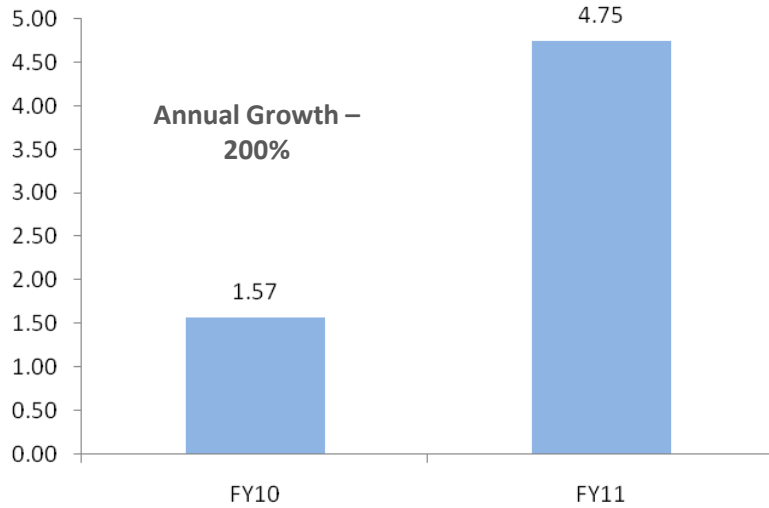
Cargo Type	Customer Name – New clients in FY11
Fertilizer	Coromandel Fertilizers Nagarjuna Fertilizers Limited Zuari
Coal	Seshasayee Paper Boards Dalmia Cements Adani Enterprises
Agro	Cepex Energy / EID Parry (Empty Fruit Bunch)
General Cargo	Murudeshwar Ceramics (Clay)
Project	ABC Marine / BHEL



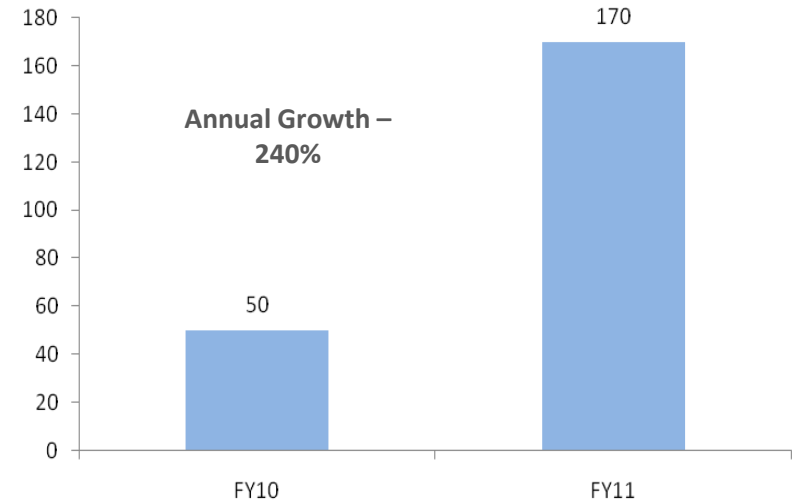
Karaikal Port – Financial Performance

INR Crores

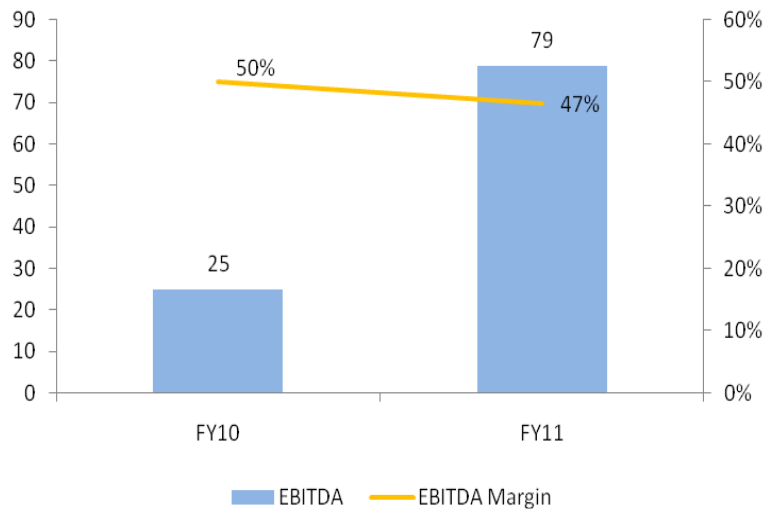
Cargo Handled (MMT)



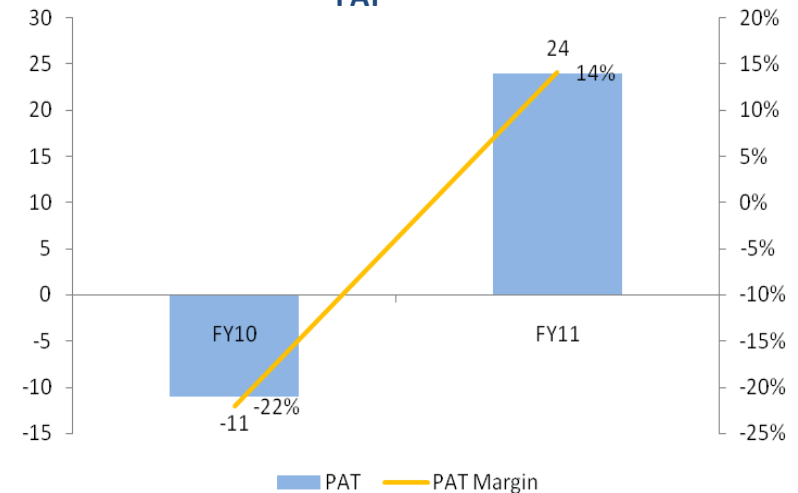
Revenue



EBITDA



PAT





Thank You

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Disclaimer: The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of capital expenditures. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.