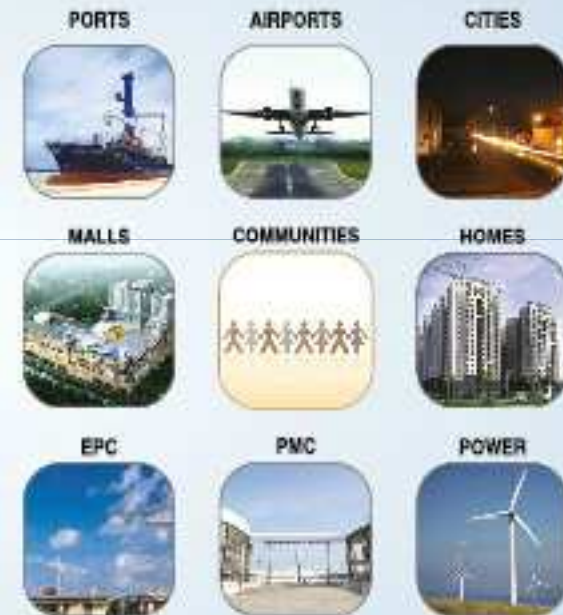


Corporate Presentation



MODELS FOR
ACCELERATED
REGIONAL
GROWTH



One of India's fastest growing infrastructure organisations

November 2011

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MARG Overview

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COMMUNITIES



HOMES



EPC



PMC



POWER





MARG - Overview

Company Snapshot



Inception

- The company was incorporated in 1994 & is promoted by Mr. GRK Reddy, a first generation entrepreneur

Listing

- The company went public in 1995
- Shares of the company are listed at BSE and traded as a permitted security in NSE

Business

- **Infrastructure** – Marine Infrastructure & Services, Urban & Industrial Infrastructure
- **Engineering, Procurement & Construction**
- **Real Estate**

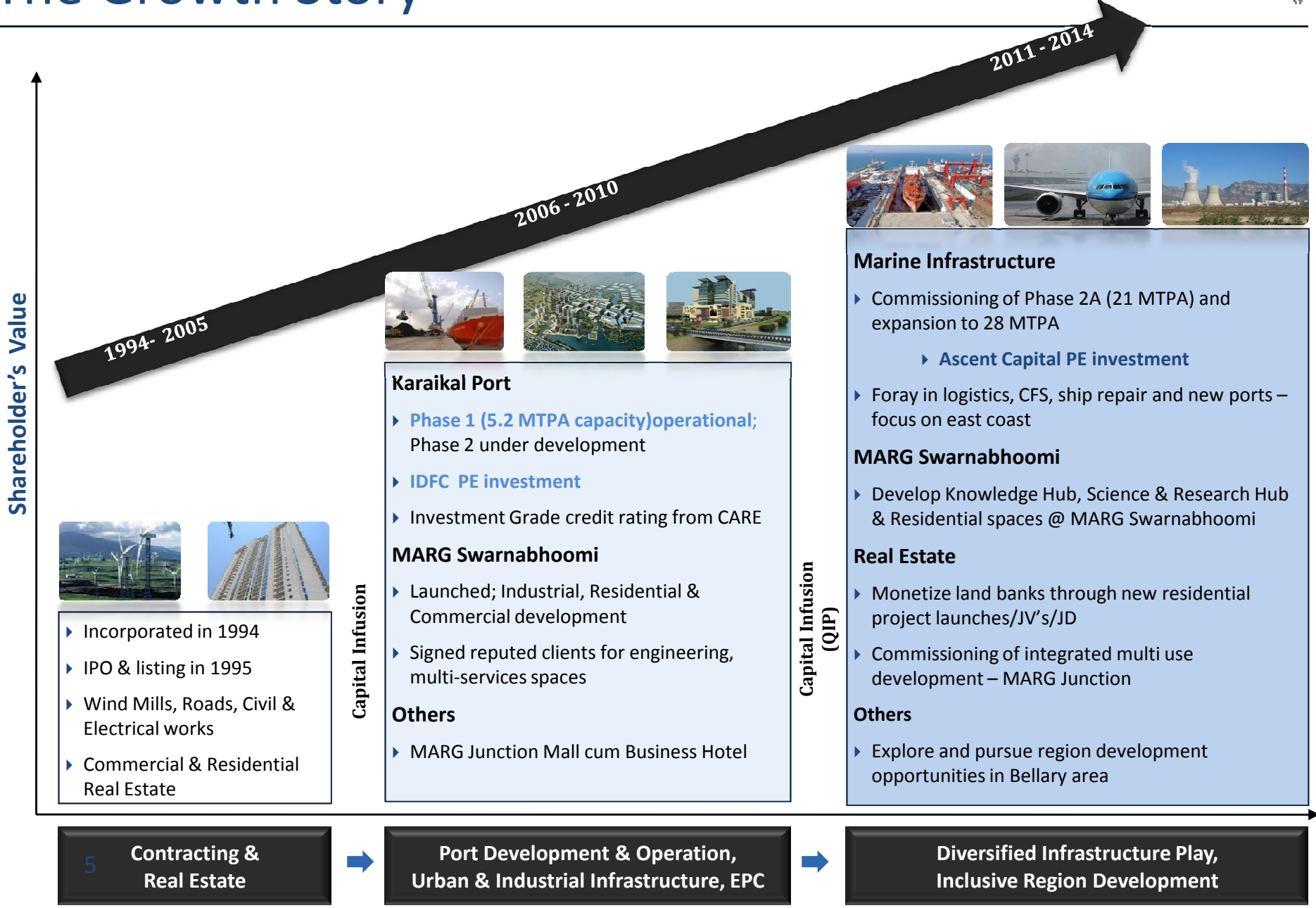
Strategy

- Region Development
- Vertical integration by diversification into synergistic businesses

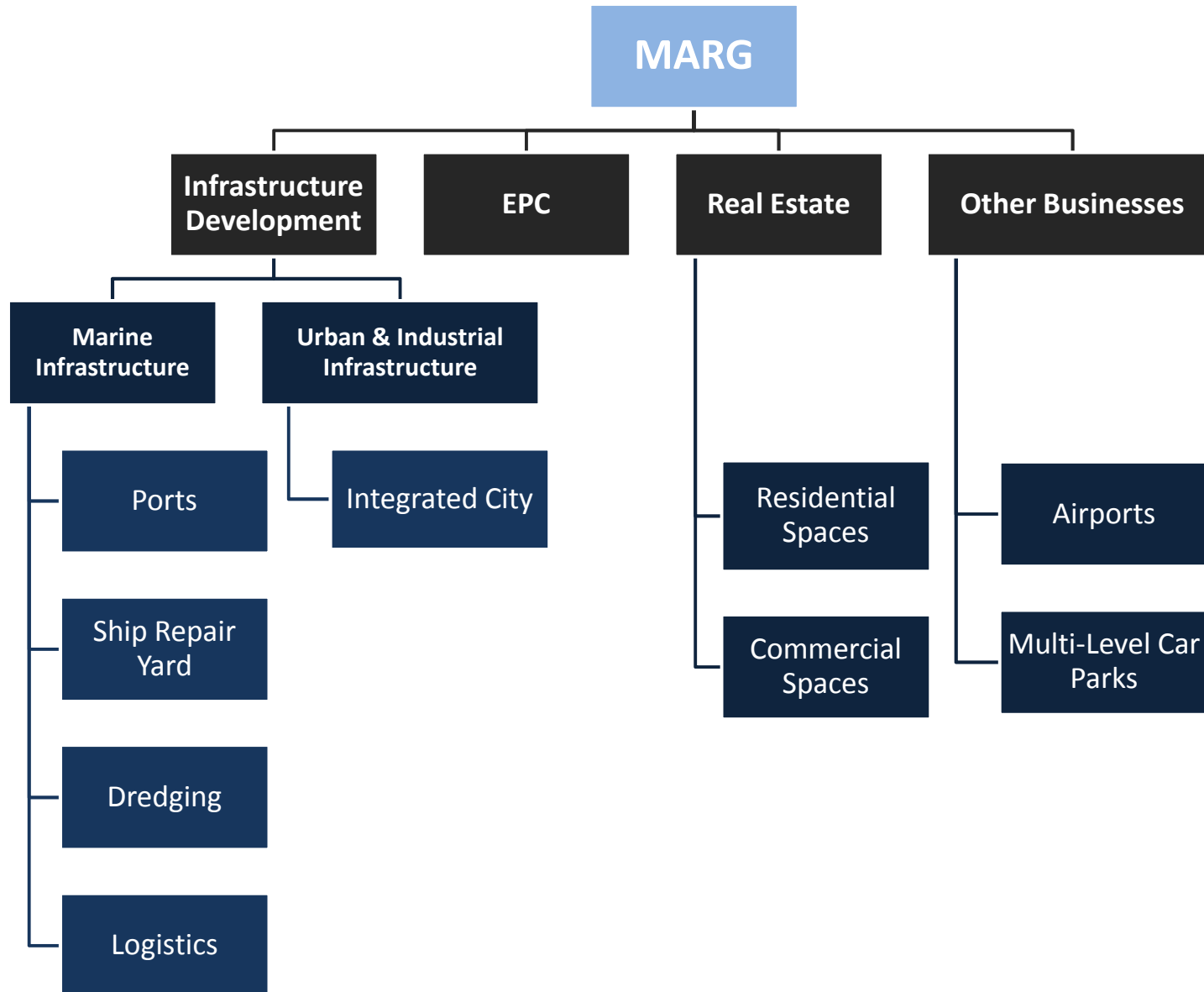
Management

- MARG Limited & subsidiaries have around 1240 employees
- Professional and experienced management

The Growth Story



Business Verticals

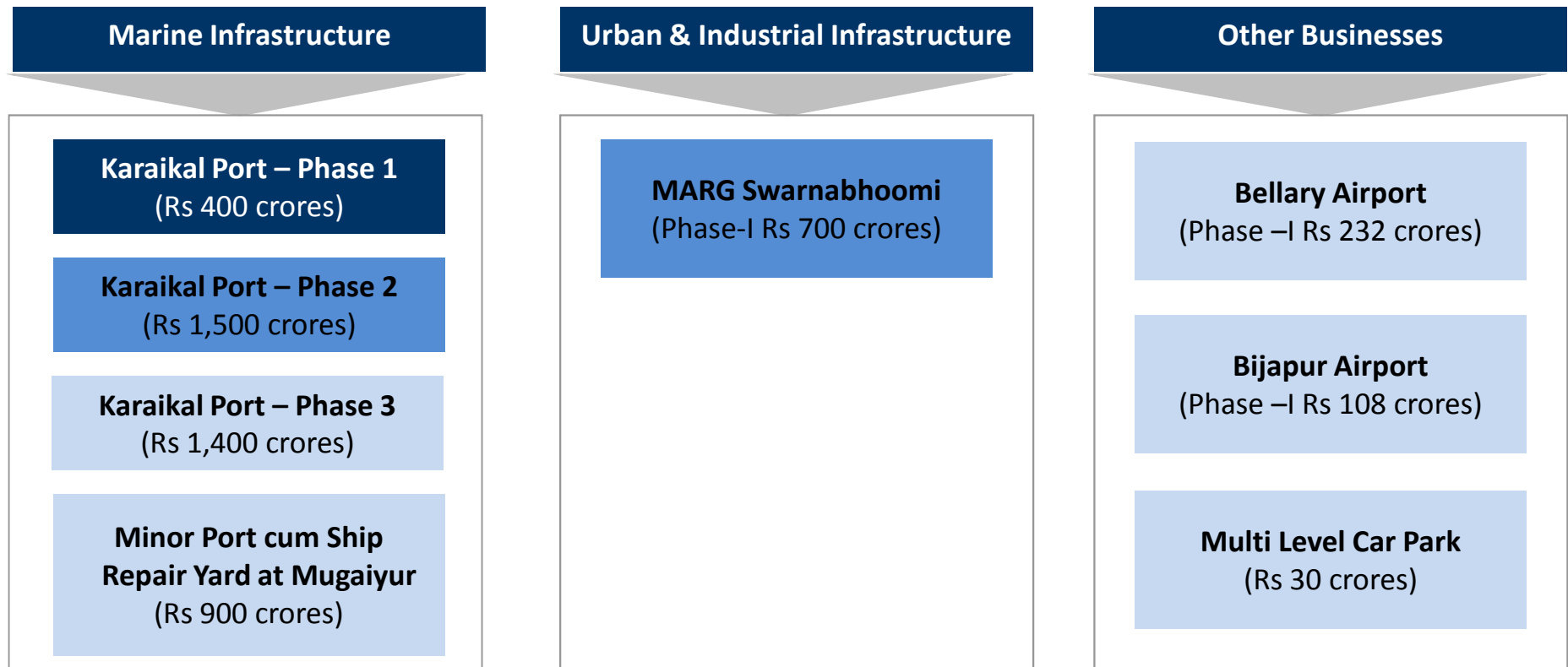


Business Model

	Revenue Model	MARG's Portfolio	Cash Flow Profile	Project Profile	EBITDA Margin
EPC & Services	<ul style="list-style-type: none"> Services Revenue 	EPC, Dredging, Logistics	<ul style="list-style-type: none"> Asset light services play with short-term cash flows 	<ul style="list-style-type: none"> 1-3 years 	<ul style="list-style-type: none"> 7-15%
Real Estate Development & Assets	<ul style="list-style-type: none"> Annuity Revenue + Sale Revenue 	Residential, Commercial Real Estate	<ul style="list-style-type: none"> Self-funding, low capital, short-medium term cash flow 	<ul style="list-style-type: none"> 2-7 years 	<ul style="list-style-type: none"> 25-30% (residential) 60-70% (commercial)
Infrastructure Assets	<ul style="list-style-type: none"> Annuity Revenue 	Marine Infrastructure, Urban & Industrial Infrastructure	<ul style="list-style-type: none"> Upfront capital but provides stable long term return 	<ul style="list-style-type: none"> 15-30+ years 	<ul style="list-style-type: none"> 65-70%

* Width reflects relative capital investment and EBITDA margins

Snapshot of Infrastructure Assets



Figures in brackets show Project Cost

 Operational

 Under Construction

 Pre-Development Stage

Diversified infrastructure portfolio with a total capital outlay of about Rs 5,300 crores

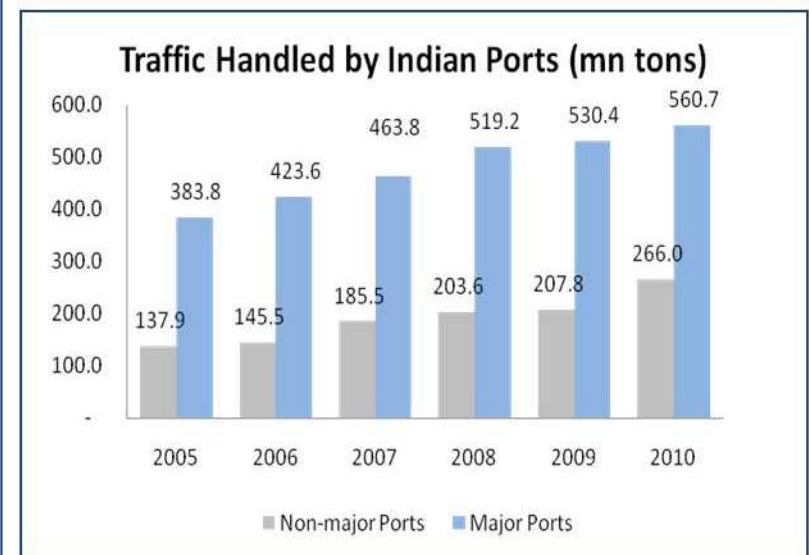
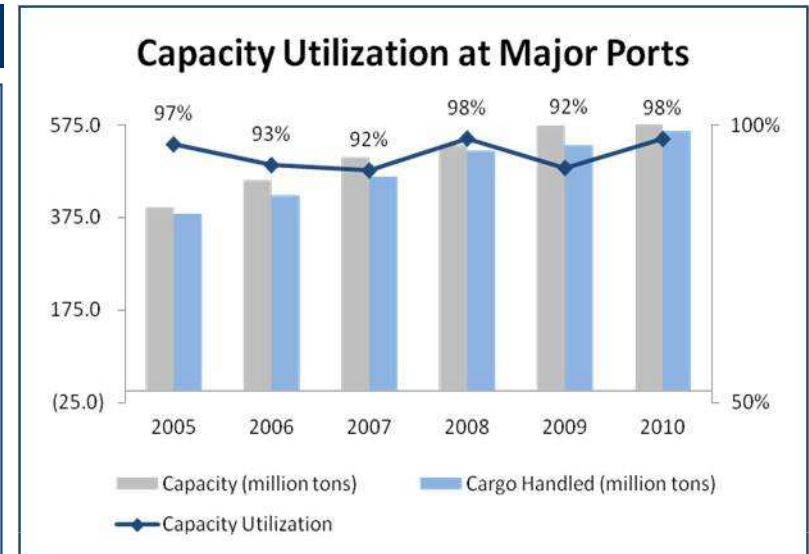


Marine Infrastructure & Services

Sector Snapshot

INDUSTRY TRENDS

- ▶ According to the Planning Commission, US\$ 19.6 billion will be invested in the ports sector during the Eleventh Plan (2007-2012)
- ▶ The share of total traffic handled by non-major ports is expected to grow from 32% in 2009-10 to 42.6% by 2013-14 due to
 - ▶ Increased investment and capacity expansion at non-major ports
 - ▶ Congestion, capacity constraints and other operational issues at major ports
- ▶ Cost advantages associated with using large ships make it essential for Indian ports to provide adequate draughts for handling them.
- ▶ Coal-based plants are being setup near ports due to the dependence on imported coal, thus providing the ports a steady revenue stream



Source: CRISIL Research

Likely Shift in Traffic to Non-Major Ports



State	Major Port Currently Handling Traffic	Cargo Handled in 2009-10 (in mn tons)	Alternative Non-Major (Ports)
Gujarat	Kandla	79.521	Dahej Dholera Mundra Gangavaram
Andhra Pradesh	Visakhapatnam	65.501	Krishnapatnam Dhamra Gopalpur
Tamil Nadu	Chennai	61.057	Krishnapatnam Karaikal
	Ennore	10.703	Krishnapatnam Karaikal
	Tuticorin	23.787	Karaikal Vizhinjam
Orissa	Paradip	57.011	Gangavaram Gopalpur Dhamra Kirtania
Goa	Mormugao	48.847	Krishnapatnam
Karnataka	New Mangalore	35.528	Krishnapatnam
Maharashtra	Mumbai	54.543	Mundra Dharmatar
	JNPT	60.746	Mundra
West Bengal	Kolkata	13.045	Kulpi

** The shift in traffic may vary according to nature of commodity handled at the ports

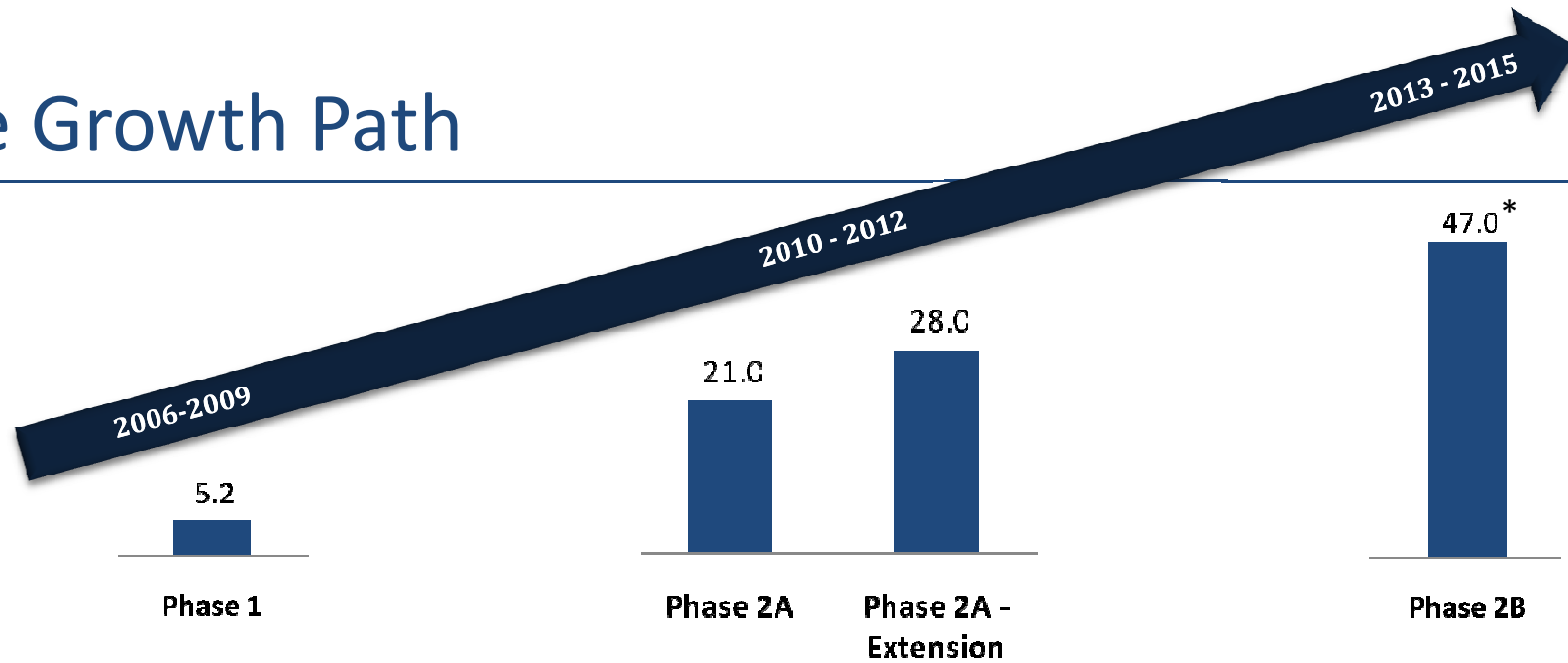
Source: CRISIL Research

Karaikal Port - Overview



Background	<ul style="list-style-type: none"> Developed and operated on BOT basis by Karaikal Port Private Ltd (KPPL) , a subsidiary of MARG Ltd based on the concession agreement signed with the Government of Puducherry in January 2006. 602 acres of lease land for development
Location	<ul style="list-style-type: none"> Strategically located on the eastern coast of India between Chennai and Tuticorin Port and well connected to the road and rail networks.
Concession Agreement	<ul style="list-style-type: none"> The concession is for a period of 30 years extendable by another 20 years. Revenue share at 2.6% for first 30 years
Construction	<ul style="list-style-type: none"> Developed as a lagoon type harbor connected to sea by an entrance/access channel protected by sea breakwaters
COD for Phase I	<ul style="list-style-type: none"> Phase I (5.2 MTPA) is completed and operational from June 2009
Highlights	<ul style="list-style-type: none"> In FY 2010-11, the port has handled more than 4.75 MMT of cargo and called more than 122 major vessels. H1 FY12 cargo at 2.94 MMT Currently operating at full capacity

The Growth Path



Foray into Marine Infrastructure

- ▶ Development of a Greenfield port facility, riding on in-house EPC capabilities
- ▶ COD in June 2009 (2-Months ahead of schedule)
- ▶ Cash profit in the first year of commercial operations

Mini-Port with Aggressive Expansion plans backed by Strong Demand

- ▶ IDFC Equity Investment – Rs.150cr
- ▶ Investment Grade Credit Rating from CARE – BBB
- ▶ Obtained ISO 9001: 2008 certification
- ▶ Stage 1 – Financial closure complete; COD in FY12
- ▶ Stage 2 – Financial closure complete; COD in Q3 FY13
- ▶ Container facility development

Preferred port of call on East Coast. * Potential to go up to 54 MMTPA

- ▶ Coastal shipping facility
- ▶ Container Freight Stations
- ▶ Fully mechanized, efficient operation
- ▶ Completely integrated port with end-to-end marine operations catering to both imports and exports

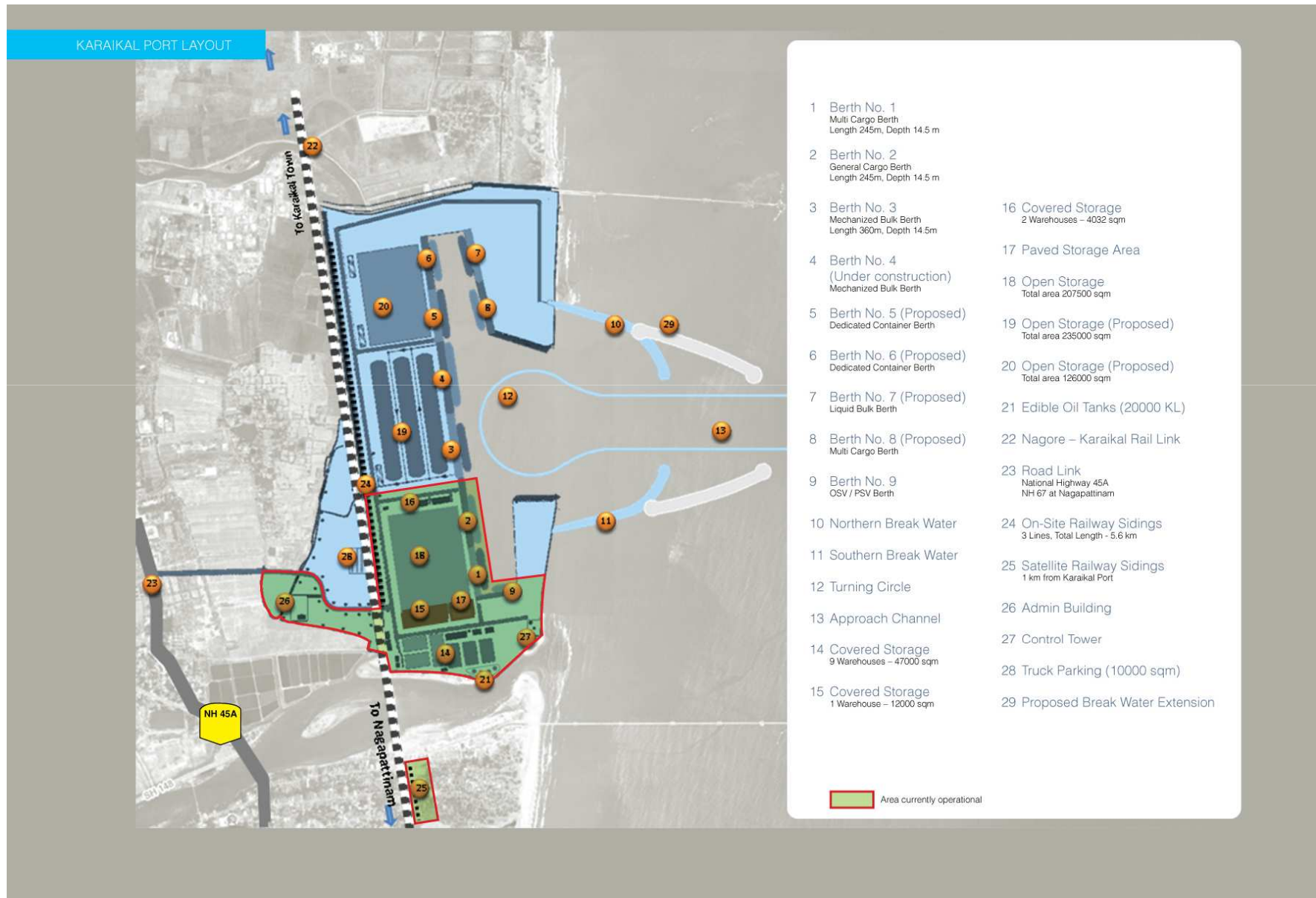
Project Cost Rs.416 cr

Rs.1,569cr Rs.600cr

Rs.1,390cr

Debt-Equity Mix ----- 73:27 -----

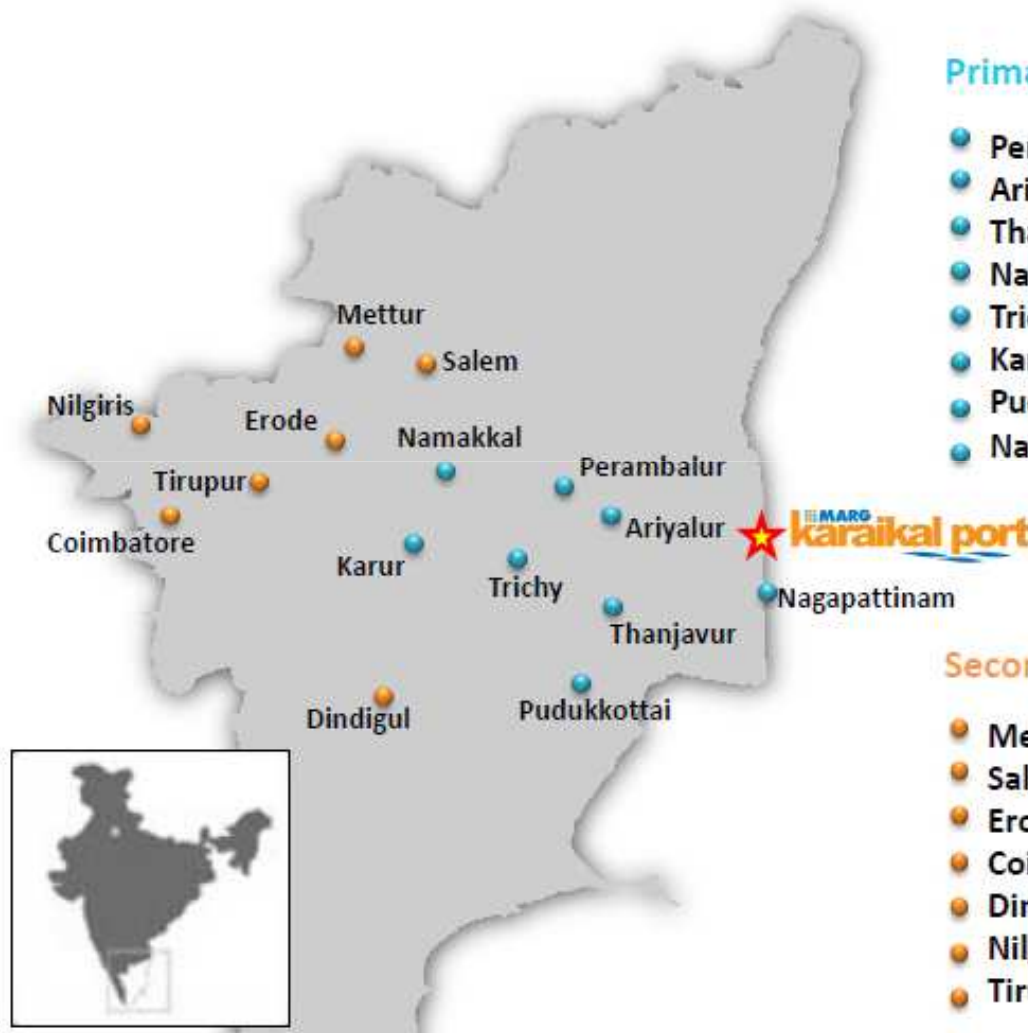
Layout



Infrastructure

PHASE 1	PHASE 2A	PHASE 2A – Extension
<p><u>Infrastructure</u></p> <ul style="list-style-type: none"> - 2 Berths (2 Multi / General Cargo) - 1.2 Kms of Breakwater - 2 Mobile Harbour Cranes - Navigational Equipments - Stockyard & Transit Shed - Internal Roads - Buildings & Utilities <p><u>Features</u></p> <ul style="list-style-type: none"> - Capacity – 5.2 MTPA - Depth suitable for Handymax Vessels - Cargo Handling capacity ~18,000 – 25,000 tonnes/day thru Mobile Harbour Cranes 	<p><u>Infrastructure</u></p> <ul style="list-style-type: none"> - 3 Berths (1 OSV/PSV, 2 Coal) - Depth of (-) 16.5 Mts - Mechanised coal berths - Mechanisation Equipments <ul style="list-style-type: none"> - BWSR - Conveyor belt - Grab unloaders - Liquid handling - Liquid Handling Capabilities - Specialized warehouse for fertilizers, agro products <p><u>Features</u></p> <ul style="list-style-type: none"> - Capacity – 21 MTPA - Depth suitable for Cape Size Vessels - Cargo Handling capacity ~ 40,000 tonnes/day 	<p><u>Infrastructure</u></p> <ul style="list-style-type: none"> - 2 Mobile Harbor Cranes, Trailer Trucks (TT), 2 General Purpose Cranes and - 2 Reach Stackers - Extension of OSV/PSV berth into a container berth - Road Over Bridge - Transport Linkages, Utilities, Stockyards & Tank Farms - Crude Oil handling facilities - Strengthening / Increasing height of breakwater <p><u>Features</u></p> <ul style="list-style-type: none"> - Capacity – 28 MTPA

Hinterland



Primary Hinterland

- **Perambalur** : Cement
- **Ariyalur** : Cement, Sugar
- **Thanjavur** : Agro based industries , Sugar
- **Nagapattinam** : Cottage ,Agro Industries & Power plants
- **Trichy** : Textiles, Steel, Engineering, Timber & Cement
- **Karur** : Paper, textile, sugar, Cement
- **Pudukkottai** : Straw based industries, agro based, cashew
- **Namakkal** : Poultry, Textile weaving,

Secondary Hinterland

- **Mettur** : Power Plants.
- **Salem** : Mineral based industry, Steel
- **Erode** : Paper, Sugar mills, Textile and leather
- **Coimbatore** : Textile, Motor pump sets and engineering goods
- **Dindigul** : Tannery, lock & safe manufacturing, food processing
- **Nilgiris** : Tea
- **Tirupur** : Garments

Hinterland Cargo Potential

CARGO TYPE	INDUSTRY	EXISTING DEMAND (MMT)	UPCOMING DEMAND (MMT)	KEY UPCOMING / EXPANDING PLAYERS
Coal	Cement	4.14	1.44	
	Power	4.84	68.06*	
General Cargo	POL, Fertilizers, Sugar etc.	5.20	-	
	TOTAL	14.18	69.50	

* 5 Power Plants under implementation, 14 in the planning phase and 4 in nascent stage

Strong, growing demand projected for Coal and other cargo in the port's hinterland

Existing Customer Base

Cargo Type	Customer Name
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 Seshasayee Paper Boards Limited (SPBL) Dalmia Cements Agarwal Adani Enterprises Sarash
Raw Sugar	Thiru Aaroon Sugars

Cargo Type	(New Clients added in H1-2011-12)
Coal	Knowledge Infra, Ultratech
Sugar	Bannari Amman Sugars(Export)
Metal Scrap	Raja Steels
Fertilizer	Indian Potash Limited

Cargo Type	Customer Name
Fertilizer	Coromandel Fertilizers Nagarjuna Fertilizers Limited Zuari
Agro	Cepex Energy / EID Parry (Fruit Bunch) South India Edible Oil
General Cargo	Murudeshwar Ceramics (Clay)
Project	ABC Marine / BHEL Nagarjuna Oil Corporation Private Limited BHEL
Gypsum	Chettinad Cements
Container	MARG – Ceylon Shipping Corp



Operations Highlights

Operational Performance Metrics

Description	Q2 2011-12
Peak Discharge rate for Coal (MT)	42,205
Average Turnaround time for coal vessels	2.7 days
Operation Loss	Nil
Maximum no. of rakes loaded in a single day	5
No. of Rakes Handled	309
Average turnaround time per rake	3 .5 hrs
Peak turnaround time per rake	2 .5 hrs

Competitive Benchmarking

Parameter	Chennai [^]	Tuticorin [^]	Karaikal [*]
Average Turnaround time (Days)	7.4	5.8	2.7
Average Discharge Rate (MT/day)	8,024	6,574	30,029

[^]Source: Crisil 2009-10

Created a national record by handling 55,912 MT of coal in 24 hours through conventional handling
Total of 135 equipments deployed at site

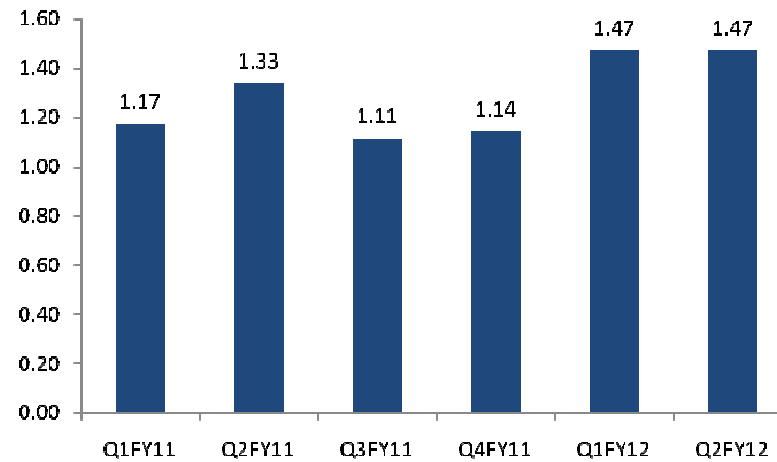
H1 FY12 Highlights

- ▶ Handled 1.47 MMT of multi cargo during Q2 ending Sep 30, 2011, cargo handled till H1 FY12 is 2.94 MMT
- ▶ Ascent Capital made a PE Investment of Rs.200 crores in Karaikal Port in September 2011
- ▶ IDFC had invested Rs.150 crores including Rs.40 crores in April 2011
- ▶ Credit rating of KPPL upgraded to “Triple B”
- ▶ Handled the vessel MV Angelo Della Gatta Uno with 70, 816 MT of Coal– the biggest cargo vessel handled till date
- ▶ Discharged the 1000th Railway rake in July 2011 since commencement of railway operations (Handled 1275 rakes as of Sep 30, 2011 since commencement of railway operations)
- ▶ Received the “Best Emerging Port of the year 2011” at South East CEO Conclave on 27th July 2011 at Chennai trade Centre
- ▶ In July 2011, Karaikal Port added containers to its fast growing cargo-mix - MoU with the Container Corporation of India (CONCOR) to provide dedicated regular container train services linking the port with CONCOR ICDs
- ▶ Awarded ISO 9001: 2008, ISO 14001: 2004 and OSHAS 18001: 2007 certifications

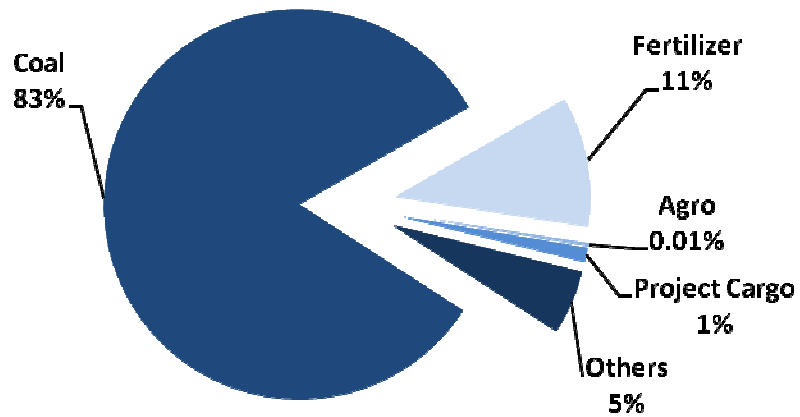


Key Operational Highlights

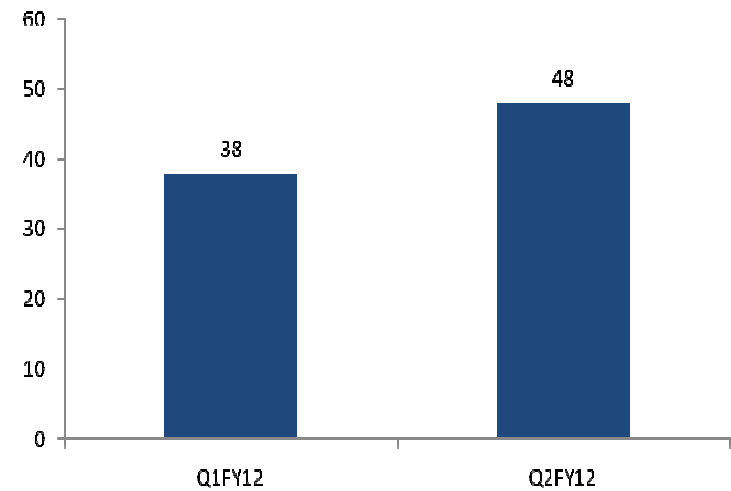
Cargo Handled (MMT)



Cargo Mix – H1 FY12

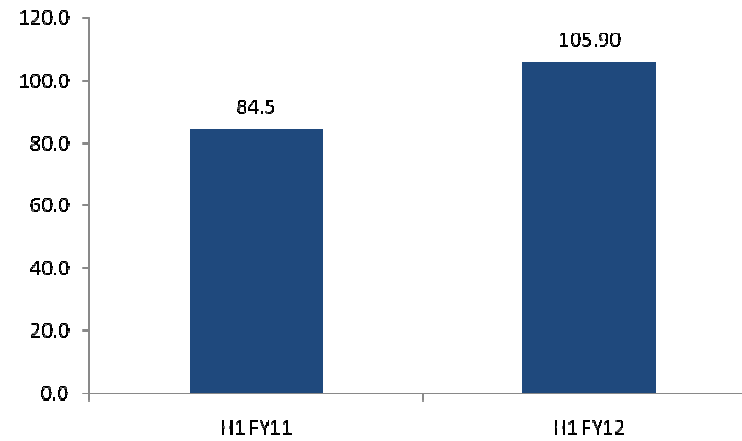


Vessels at Karaikal Port –FY12

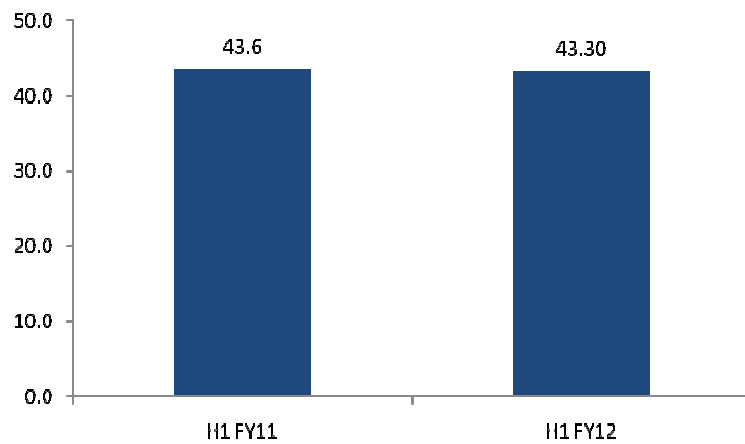


Key Financial Highlights

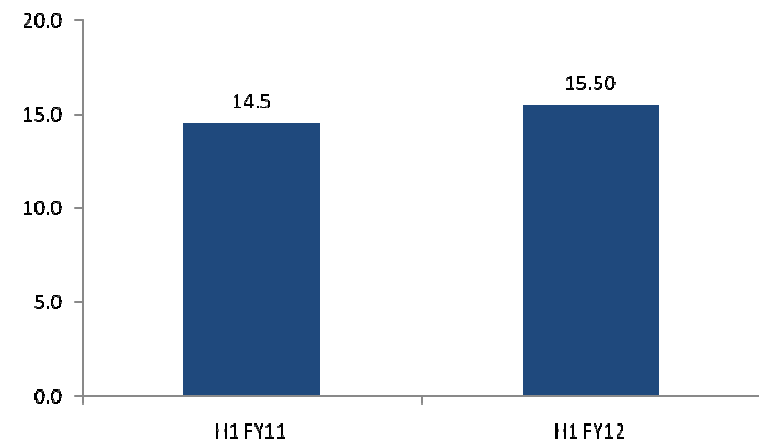
Revenue (INR Crores)



EBITDA (INR Crores)



PAT (INR Crores)



Marine Services – Dredging & Logistics

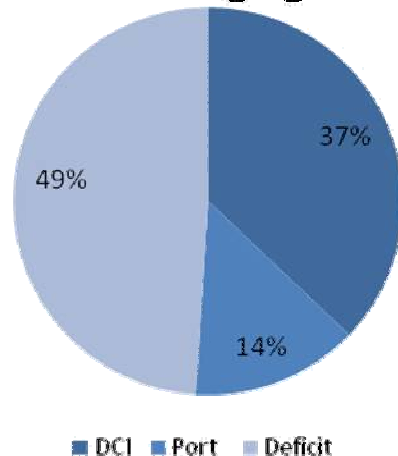
Dredging

- MARG Group owns 'MARG Cauvery' – 2,000 CBM Cutter Suction Dredger
- 'MARG Vaigai' Trailer Suction hopper dredger with 5,000 CBM hopper capacity
- Completed dredging of more than 18 million CBM
- Going forward, MARG will look at other domestic and international opportunities in dredging

Logistics

- Logistics business at MARG is spearheaded by MARG Logistics Pvt Ltd (MLPL), a wholly owned subsidiary of MARG Limited
- MLPL currently handles the end-to-end logistics management for Karaikal Port, right from cargo handling at the port to the delivery of cargo at the door step of the customer
- Key customers are MALCO, Madras Cements, Dalmia Cements, India Cements and Seshasayee Paper Boards
- MLPL's fleet of Equipments include: Dumpers, Tippers, Loaders, Excavators , Grabs, Workshop Equipment
- MLPL is planning to set up Logistics Hub in different parts of South India in order to consolidate Cargo for Karaikal Port

Share of dredging market



Source: Planning commission, Edelweiss research

Marine Infrastructure – Project in pipeline

Ship Repair Yard cum Minor Port on BOT basis near MARG Swarnabhoomi

Location	<ul style="list-style-type: none">▪ Mugaiyur, 5 Kms from MARG Swarnabhoomi
Project Cost	<ul style="list-style-type: none">▪ To be developed in 2 phases with an estimated cost of Rs 900 crores
Status	<ul style="list-style-type: none">▪ Formal approval received from Govt of Tamil Nadu▪ Port limits notified▪ Land acquisition, feasibility study, master plan, DPR initiated





Urban & Industrial Infrastructure -MARG Swarnabhoomi

Sector Snapshot

- ▶ 200 years ago, 3% people lived in urban settings. Today, 50% of the world is urban
- ▶ Urbanization is inevitable and is associated with the economic growth of nations
- ▶ In 2001, only 28% of the Indian population – about 285 million people – lived in urban settings
- ▶ India's urban population is growing faster
- ▶ By 2030, 40% of the projected 1.5 billion Indians will live in urban areas
 - ▶ Urban population 600 million, 2 times of 2001 !

Where will the additional 300 million live?

- ▶ Existing cities, or,
- ▶ New Settlements



Source: McKinsey Global Institute's report titled "India's urban awakening: Building inclusive cities, sustaining economic growth"

MARG Swarnabhoomi



MARG Swarnabhoomi, positioned as land of new thinking is a city of sustainable Innovation built on close networking of academia-research-industry in a pristine location

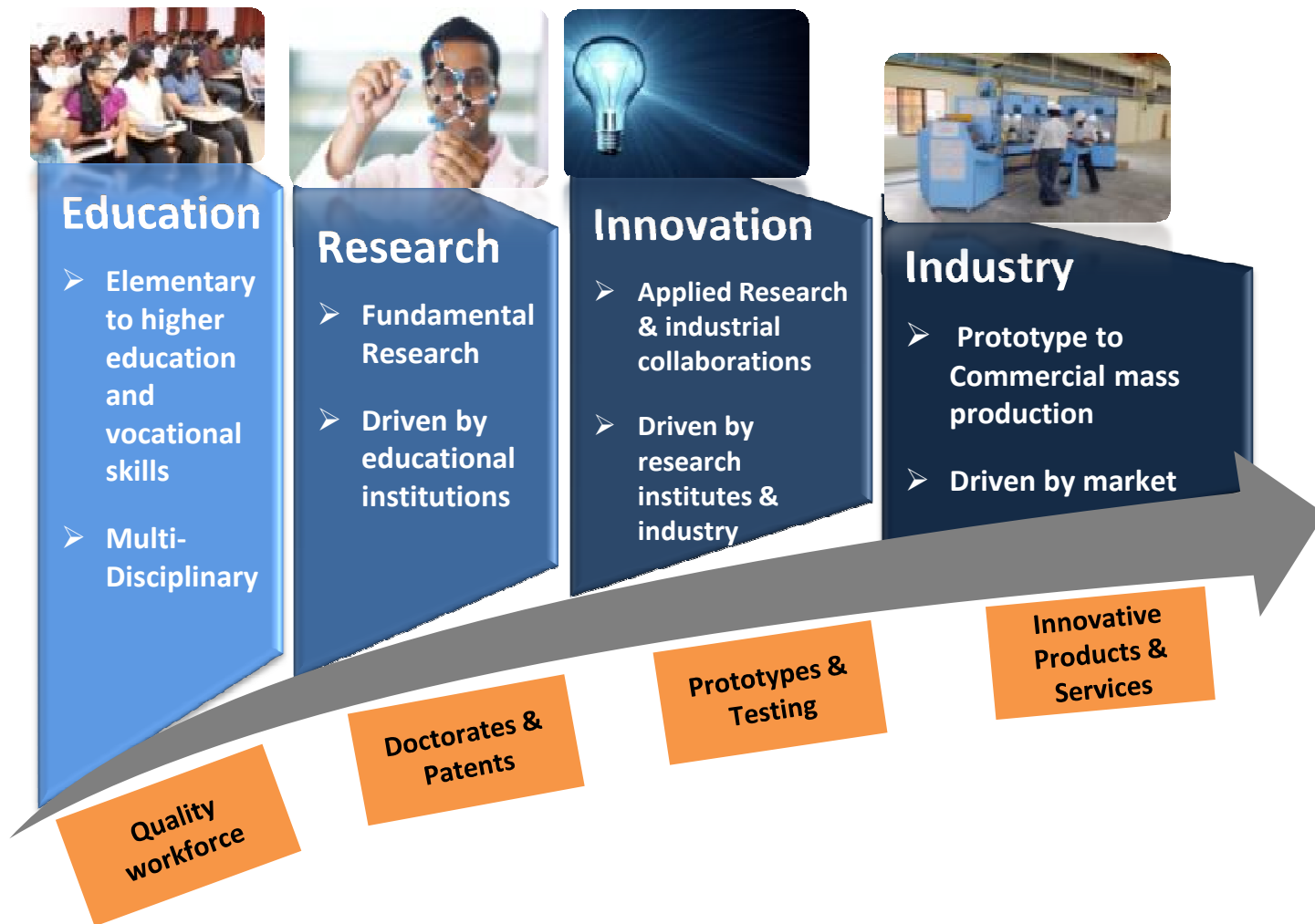
Key Highlights

- ▶ Spread across 613 acres (Includes an Engineering SEZ & a Multi Services SEZ)
- ▶ **Operational** – Clients have started business and export
- ▶ Designed by world’s leading architect – HOK,USA
- ▶ 6 acres of natural water bodies
- ▶ Located on the scenic East Coast Road, midway between Chennai & Puducherry
- ▶ Planned construction of 22 million sq ft – around 2 million sq ft space has been sold
- ▶ Lease and Sale Revenue model
- ▶ Key Differentiator – **Unique ecosystem composed of education, research, innovation & industries**

































	Million Square feet
Light Engineering SEZ	2.88
Multi Services SEZ	4.5
<i>Science Park</i>	1.30
<i>Knowledge Hub</i>	0.45
<i>Innovation Hub</i>	2.45
<i>Multi-Services Spaces</i>	0.3
Residential Hub	14.66
Total	22.04

Knowledge-based Ecosystem at MARG Swarnabhoomi



Key Clients Signed & Pipeline

	EDUCATION	RESEARCH	INNOVATION	INDUSTRY
Onboard	    	  	    	        
In the Pipeline	      <p>Institute of Technical Education</p>	<ul style="list-style-type: none"> • Science & technology • Energy • Health care • Transportation • Infrastructure • Environmental conservation • Urban planning • Food Security 	 	<ul style="list-style-type: none"> • Bio Tech • IT & ITES • Auto ancillary • Tower Equipment • General Engineering • Contract Research • Clinical Research • Photovoltaic • Advanced Manufacturing • Marine, Power and Offshore equipments • Electronic Component s
(or)	<ul style="list-style-type: none"> • Ship Building, Maritime Engineering • Business School • Law School • Aviation Academy • Liberal Arts/Fashion 		<ul style="list-style-type: none"> • Energy • Transport Systems • Infrastructure • Advanced Manufacturing 	
Scouting for Partners				

Key Highlights

Engineering SEZ

- LOI's signed with Techpro Energy Systems, Kwik® Patch, Sumeet Research Holdings for setting up their robotics, appliances and R&D unit
- MOU signed with Twin Disc U.S for their new marine transmissions manufacturing unit
- Grundfos and Vanspall commenced operations and are shipping orders
- Virgo commenced exports from pilot plant; main plant spread over 130,000 sq ft in advanced stages of commissioning
- PH Hydraulics & Pneumatics factory construction (awarded to Marg EPC) and commissioning of equipments in progress
- Polyhose started construction of factory premises ; expected to be operational by Q2 of FY11-12



Operational factory sheds for LES clients

Key Highlights

Science Park

- ▶ Construction of 210,000 sq ft Wet Laboratory building underway, to be ready by March,2012; existing clients include Symphony, Micro Labs and Laxai Avanti
- ▶ Biophenolika Polymers signed up for R&D Center in Polymers. Construction to begin by Dec ,2011
- ▶ Department of Biotechnology (DBT), GoI has approved for the Biotechnology Incubation Center (BTIC) that is being set up under association with ICRISAT; to be functional by March, 2012
- ▶ Institute of Clinical Research India (ICRI), to setup a campus; in advanced stages of negotiation

Multiservices-Processing

- Exemplarr Worldwide started EXCEL Finishing School (Exemplarr Center for Employability and Learning) at Amrita Research and Innovation Park (ARIP), it was inaugurated on 23rd May 2011
- Advanced stage of discussion with various prospects in IT/ITES, Infrastructure, Automobile, Marine Logistics, Hospitality and Retail.



Key Highlights

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) functional; MARG Navjyothi Vidyalya (School) functional with 224 students admitted to Class 1 – 7. Will be also launching the LKG and UKG this quarter
- MIDAS architecture college approved by Council of Architecture, affiliated to Anna University; first batch on Aug 24th 2011.
- Interest from foreign universities and Higher Education Institutions (HEIs) in the field of science & technology, hospitality training institutes, humanities & fine arts

Residential

- 607 (0.618 million sq ft) apartments sold during FY11; Q2FY12 sales stood at 0.11 million sq ft (184 units); total sales since inception at 1.48 million sq ft; 'Ayush' (1080 units, 0.7 msft) affordable homes launched in August 2011



Completed institution buildings and residential block

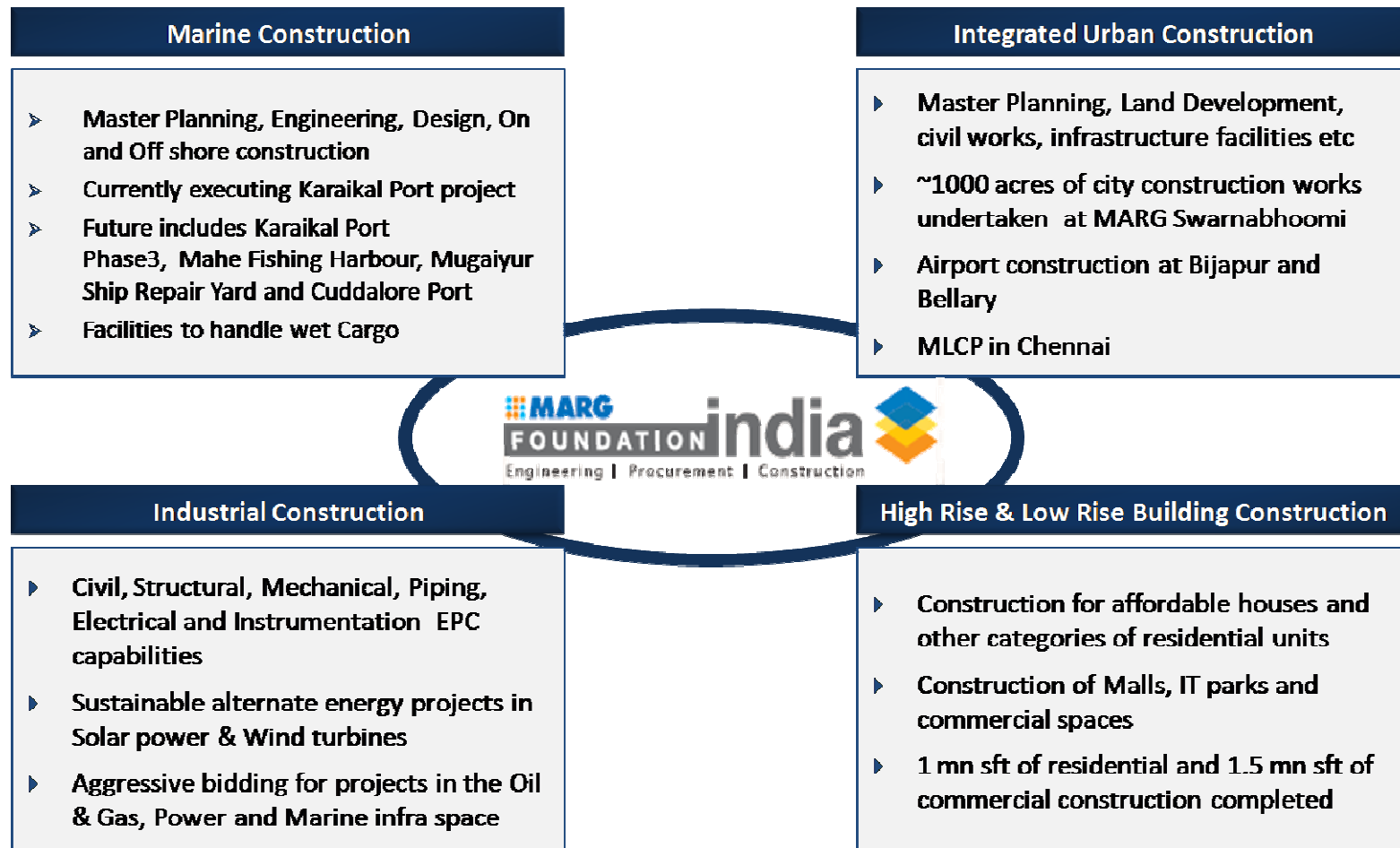


Engineering, Procurement and Construction (EPC)

EPC – Segment Presence

- MARG Foundation India, the EPC arm of MARG, is focused on providing engineering, construction and technical services on turn-key basis in multiple verticals
- Consistent track record in execution of projects with more than 20 years of experience

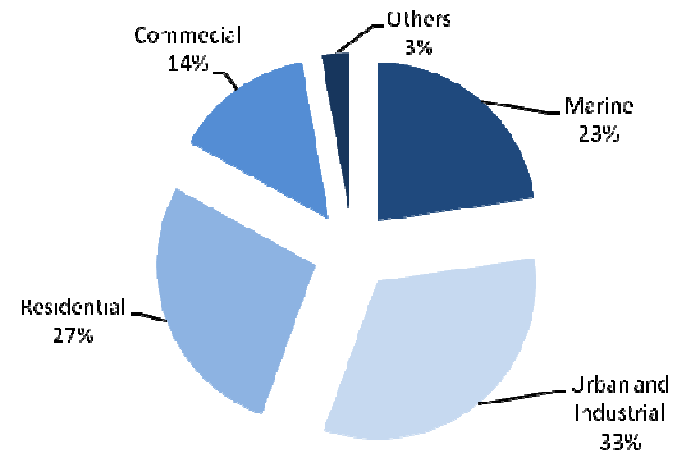
Sector Presence



Key Highlights

- ▶ EPC revenue at Rs. 299.2 crores in Q2 2011-12; H1 FY12 revenue at Rs. 593 crores – increase of 60% over H1 FY11
- ▶ **Current EPC order book at around Rs. 3200 crores, third party orders at ~30%**
- ▶ In July, MARG EPC won a work order valued at Rs 237.9 crores from Bhavnagar Energy Company Limited (BECL) in Gujarat
 - ▶ The scope of engineering, procurement and construction (EPC) work includes laying five kilometer long submarine pipeline in the rough sea of Gulf of Khambhat, installing critical marine and civil structures, pumping stations, pipelines, substations and transmission lines
- ▶ In September, MARG bagged an order worth Rs 37.7 crores from Braithwaite & Co Ltd, this included fabrication and assembly of 247 BTFLN wagon in the workshop of BCL including supply of components and consumables except raw steel

Sector-wise Share of Order Book – Sep 2011



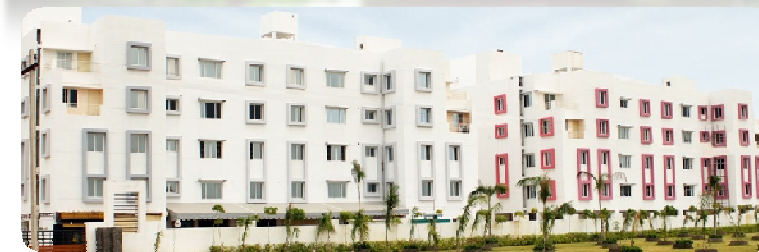
Alliances and Client Base

Alliances

SECTOR	COMPANY
Roads	IVRCL
	Valecha
	Pratibha
Ports	IVRCL
	IL&FS
	PSTS
	Yashika Enterprises
	Abhay Ocean
Urban Infrastructure	HUDCO
	Geo-Miller
	PYCSA
	Lagan
	BEFESA
	National Agro Foundation
	Bangkok Solar
	Tecpro Systems Limited
Jyoti Limited	

Customers





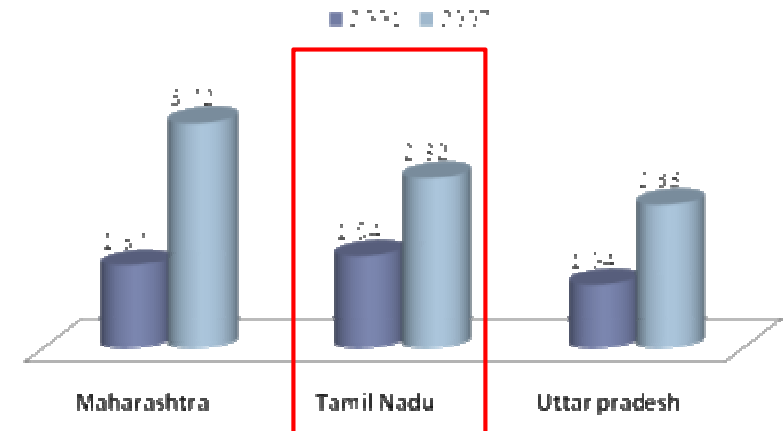
Real Estate

Sector Snapshot

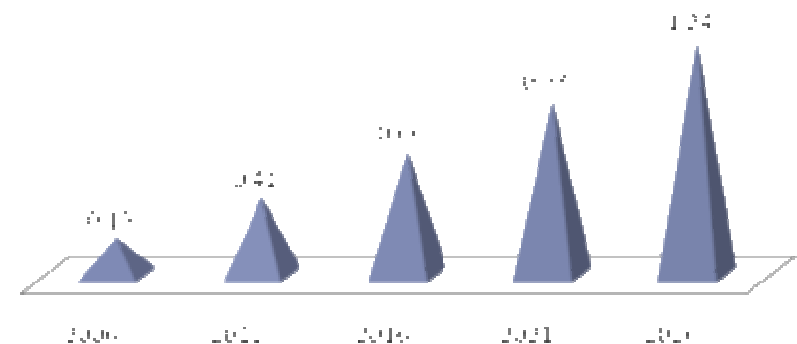
- ▶ Housing shortage in India during the Eleventh Five Year Plan (2007-12) estimated at 26.53 million houses
- ▶ Demand – Supply mismatch highest in Maharashtra followed by Tamil Nadu
- ▶ Housing demand in Chennai expected to grow by 200% in the 15 year period from 2011-26
- ▶ Middle and lower income groups to account for about 85% of the total demand
 - ▶ Units in the price range from INR 10 lacs to INR 50 lacs

**Middle income group refers to people earning an annual income ranging from 2 lacs to 10 lacs as per NCAER; Affordability factor ranges from 4-5 times*

Shortage in Housing Units (millions)



Projected Housing Demand in Chennai (millions)



Source: CMDA estimates

Sector Snapshot – Contd.

- ▶ Chennai's Real Estate Market's characteristics
 - ▶ Fragmented market with mostly local players
 - ▶ Predominantly an end user market
 - ▶ Shielded market with relative stability in capital values

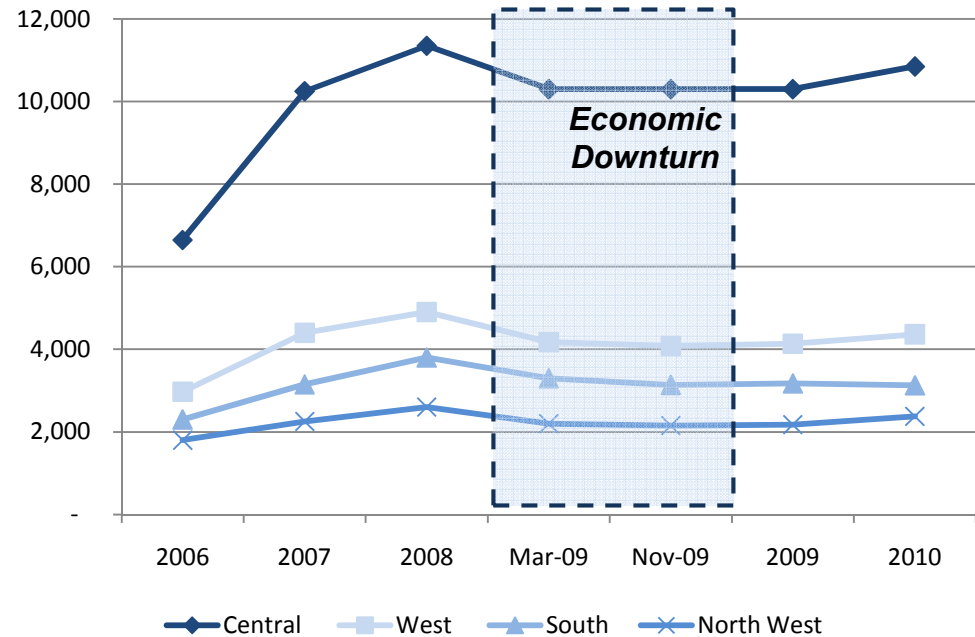
- ▶ Peak capital values reached in 2008 along with the real estate market across India

- ▶ Peak corrections witnessed in the downturn

- ▶ 15% - 20% in Chennai as against 30% - 50% witnessed in parts of Mumbai, NCR and Bengaluru

- ▶ The affordability quotient of end-users in the annual salary bracket of INR 3-8 lakhs is in the range of INR 1,700 - INR 2,600 per sqft (source: JLLM Report on Affordable Housing in Chennai)

Average Residential Capital Values in Chennai (INR)



Real Estate Residential - Snapshot

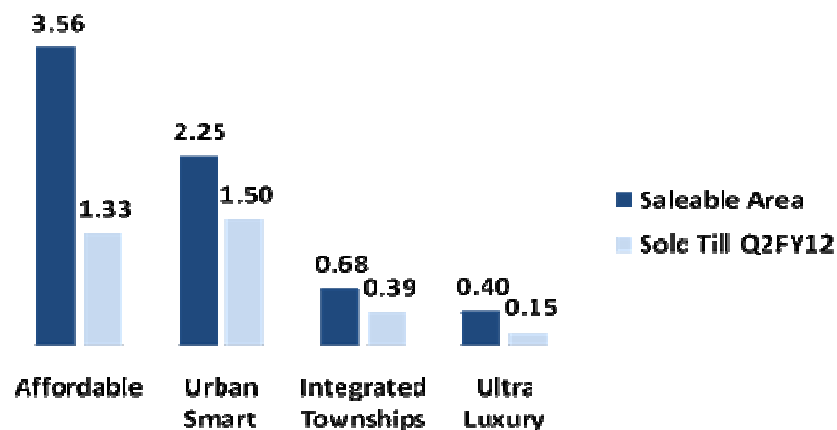
On Going Projects

	Launched			Sold (Till sep 2011)		
	Units	Sq.Ft (Mill)	Sale Val (Crs)	Units	Sq.Ft (Mill)	Sale Val (Crs)
Swarnabhoomi (Navaratna 1 & 2, Utsav, Maha Utsav, Aayush)	2928	2.63	436	1456	1.48	241
Residential Projects (Existing) (Puspadruma, Viswasakthi, Ramalakshmi, Savithanjali, Tapovan, Brindavan, Lakshna, Kalpavriksha)	3834	4.31	1085	1608	1.73	415

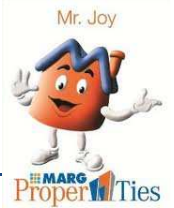
Upcoming Projects

	Units	Sq.Ft (Mill)	Sale Val (Crs)
Swarnabhoomi	7072	12.03	3500
Residential Projects	986	1.38	506

Category-wise sales performance (Mn Sq ft)



Real Estate Residential - Live project portfolio



Non- Swarnabhoomi Projects

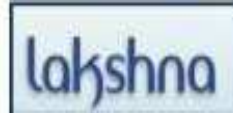


	SAVITHANJALI	PUSHPADRUMA	VISHWASHAKTHI	TAPOVAN
Category	▪ Urban Smart homes	▪ Urban Smart homes	▪ Integrated Township	▪ Villas
Location	▪ OMR, Chennai	▪ OMR, Chennai	▪ Tirupathi	▪ ECR, Chennai
No. of units	▪ 678	▪ 466	▪ 512	▪ 124
Saleable Area (Million Sq ft)	▪ 0.87	▪ 0.47	▪ 0.68	▪ 0.40
Sales (Till Sep'11)	▪ 160	▪ 463	▪ 292	▪ 7
Launch	▪ April 2010	▪ Jan 2009	▪ Mar 2009	▪ Dec 2007
Completion	▪ Mar 2013-Ph-1	▪ Jan 2012	▪ Jan 2013	▪ Dec 2014



Real Estate Residential - Live project portfolio (Contd.)

Non- Swarnabhoomi Projects



	LAKSHNA	BRINDAVAN	KALPAVRIKSHA
Category	▪ Urban Smart Homes	▪ Affordable Homes	▪ Urban Smart Homes
Location	▪ OMR, Chennai	▪ Sriperumbudur	▪ OMR, Chennai
No. of units	▪ 40	▪ 1,848	▪ 70
Saleable Area (Million Sq ft)	▪ 0.05	▪ 1.65	▪ 0.09
Sales (Till Sep'11)	▪ 34	▪ 506	▪ 50
Launch	▪ Sep 2010	▪ Dec 2010	▪ May 2011
Completion	▪ June 2012	▪ Mar 2014	▪ Mar 2013



Real Estate Residential - Live project portfolio (Contd.)

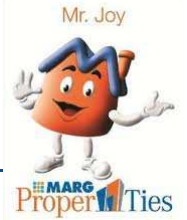
Swarnabhoomi Projects



	UTSAV	MAHA UTSAV	NAVRATNA	Ayush
Category	▪ Affordable homes	▪ Affordable homes	▪ Urban Smart Homes	▪ Affordable homes
Location	▪ ECR, Chennai	▪ ECR, Chennai	▪ ECR, Chennai	▪ ECR, Chennai
No. of units	▪ 720	▪ 548	▪ 580	▪ 1080
Saleable Area (Million Sq ft)	▪ 0.69	▪ 0.53	▪ 0.67	▪ 0.69
Sales (Till Sep'11)	▪ 669	▪ 196	▪ 538	▪ 53
Launch	▪ Oct 2009	▪ Sept 2010	▪ Feb 2008	▪ August 2011
Completion	▪ June 2011	▪ Oct 2012	▪ Dec 2010	▪ December 2013



Real Estate Residential – Key Highlights



MARG ProperTies – Residential Business

- ▶ Sale of 172 units (0.17 MSFT) in Q2 2011-2012 with sale value of Rs.42 crores. Total sales in H2 FY12 at 322 units with sale value of Rs.98 crores.
- ▶ Since Inception (ITD), MARG ProperTies has sold 1608 units (1.73 MSFT) with order booking value of Rs.415 crores
- ▶ Handing over of apartments to the customers has already started in Pushpadruma–466 units scheduled to be handed over in H2/2011-2012 and Vishwasakthi Phase 1 -192 Units is scheduled for handing over in H2 /2011-2012.
- ▶ MARG ProperTies plans to launch 1.4 MSFT of residential in H2 FY12, expected sale value at Rs.425 crores
- ▶ CMDA has projected demand for 0.40 million residential units in 2011 and 0.60 million units by 2016 in Chennai, the company is positioned well to tap this demand.



Real Estate Commercial – MARG Junction, Chennai



- ▶ Development of a multi-use commercial building located on the IT corridor OMR, Chennai
- ▶ Integrated development on 7.3 acres, built to green building norms and conceived to be a 1.8 million square feet of total development comprising
 - ▶ 1,044,000 sq. ft for retail space (mall & multiplex);
 - ▶ 270,000 sq. ft of office space;
 - ▶ 517,000 sq. ft for 25 room hotel + 54 service apartments
 - ▶ Parking for over 1,600 cars and 1,200 two wheelers
- ▶ For the Mall (Retail Space)
 - ▶ Project Cost - 488 crores
 - ▶ Financial closure has been achieved
 - ▶ Deals for 55% of the leasable space confirmed
- ▶ Shangri-La Hotels signed up as operators for the hotel space
- ▶ The mall is scheduled to commence operations in Q1FY13

Anchor Clients



Mini-Anchor Clients



Vanilla Clients



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Other Businesses

Other Projects

	Bellary Airport on BOT Basis	Bijapur Airport on BOT Basis	Multi Level Car Park (MLCP) on BOT Basis
Location	Bellary, Karnataka	Bijapur, Karnataka	Wallace Garden, Chennai
Concession	30 years + 30 years	30 + 30 years	20 years
Project Cost	Rs 232 crores [Phase – I]	Rs 108 crores [Phase – I]	Rs 30 crores
Project Details	Spread over 900 acres; 650 acres for airside development and 250 acres for commercial development	Spread over 727 acres; 542 acres for airside development; 185 acres for commercial development	Land Area 7,201 sq meters
	Initial capacity to accommodate ATR 42 & ATR 72	Hotel with 50 rooms, Cold Storage facilities, etc.	300 Equivalent Car Spaces
Status	Signed the “Project Development Agreement” with the Government of Karnataka	Signed the “Project Development Agreement” with the Government of Karnataka	
	Discussion with various international developers	Discussion with various international developers	

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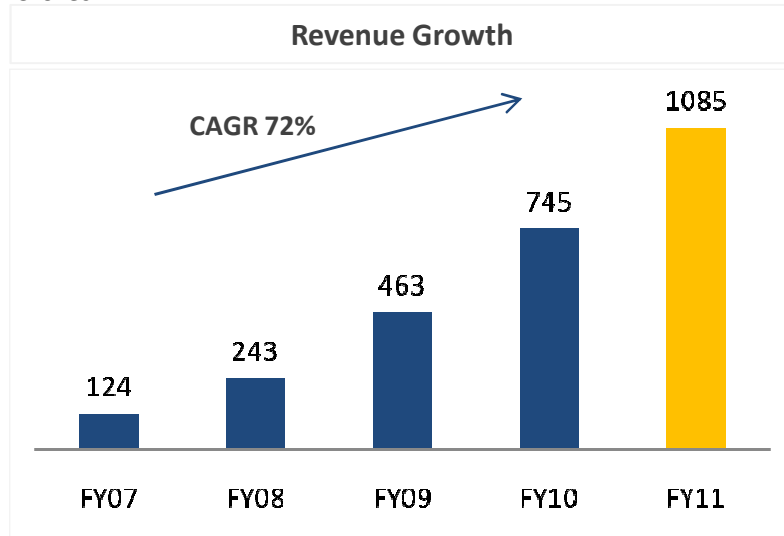
POWER



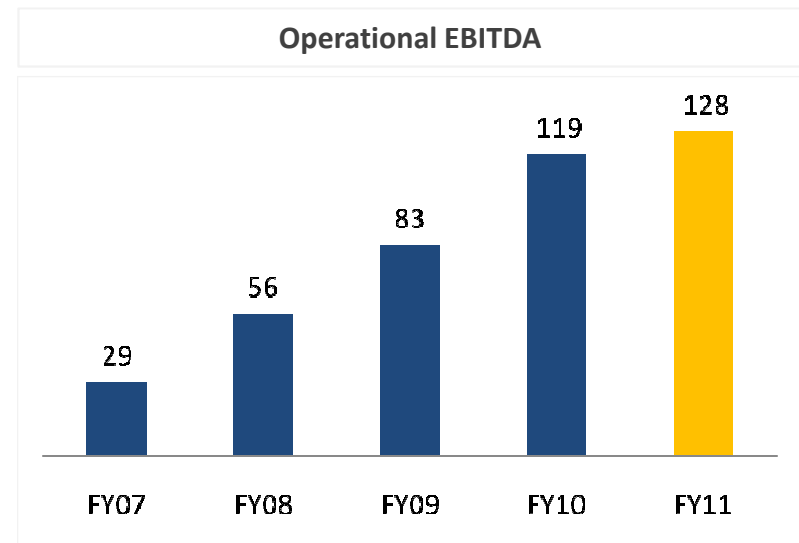
Financial Performance

MARG Limited (Standalone Entity)

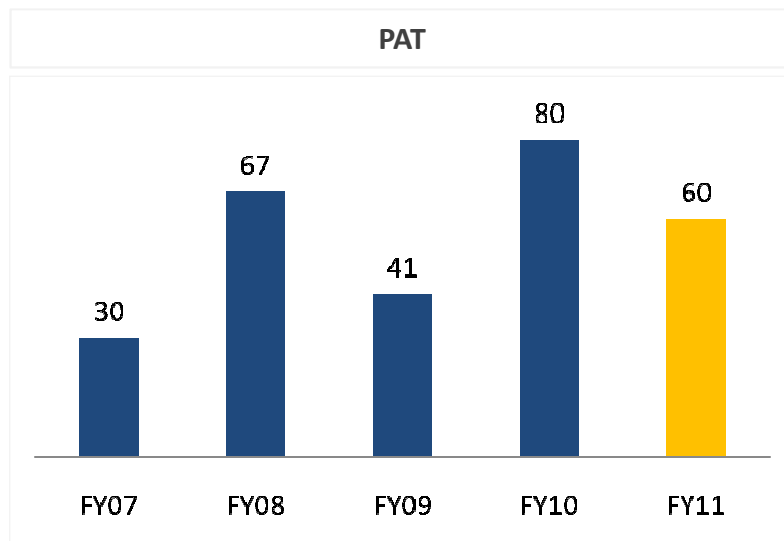
INR Crores



INR Crores



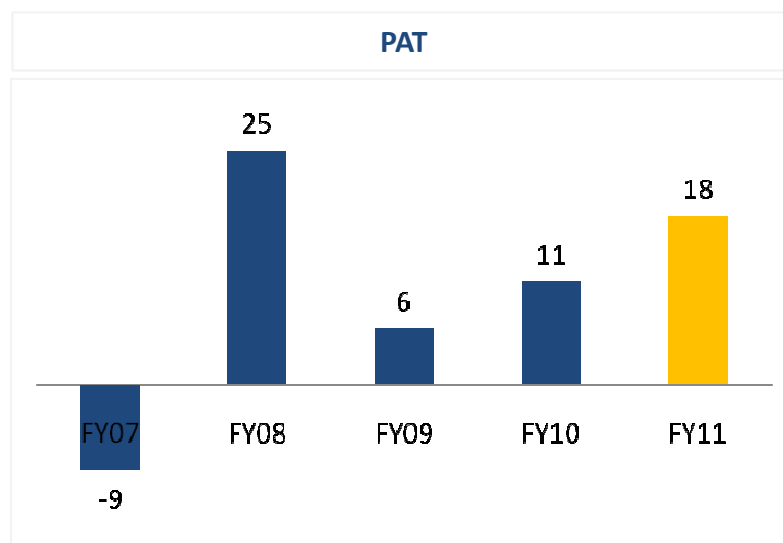
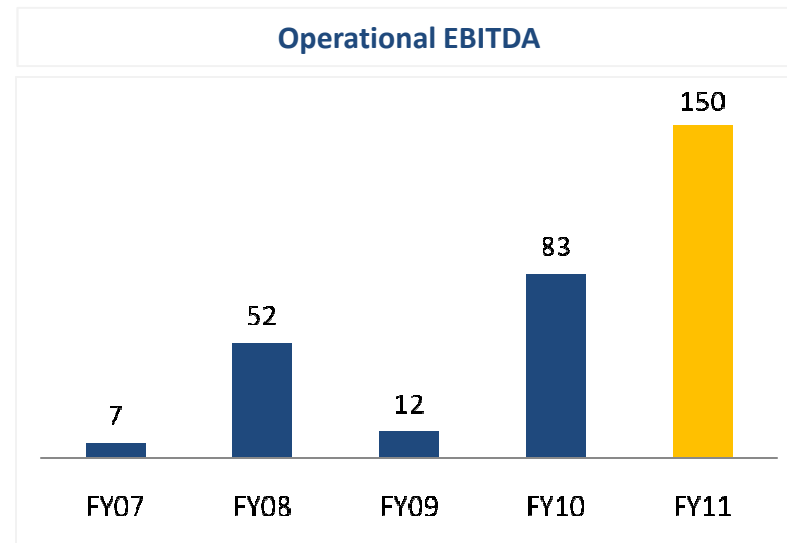
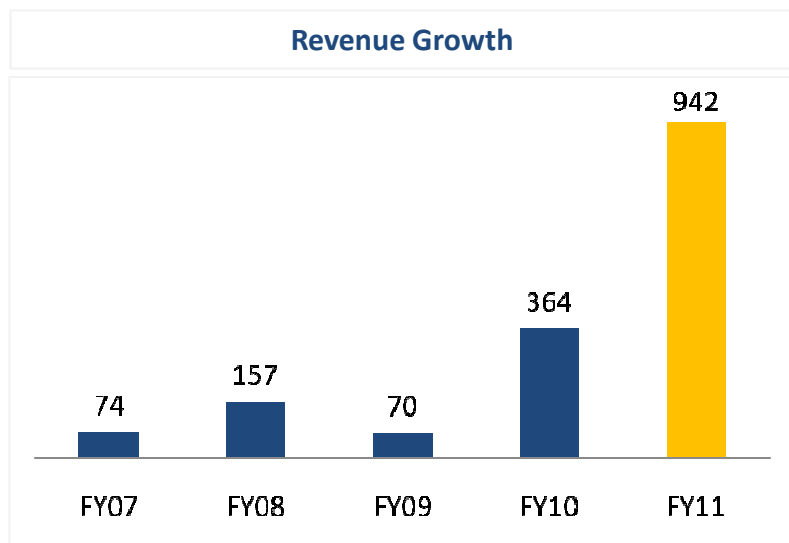
INR Crores



- MARG limited has seen impressive growth (CAGR - 72%) in the last 5 years
- EPC has the highest share in revenue currently
- Margins change because of change in revenue composition

MARG Limited (Consolidated)

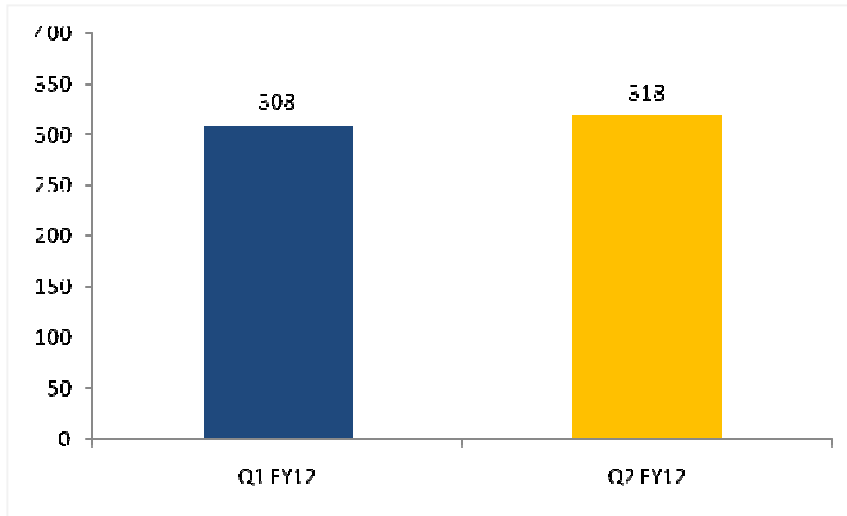
INR Crores



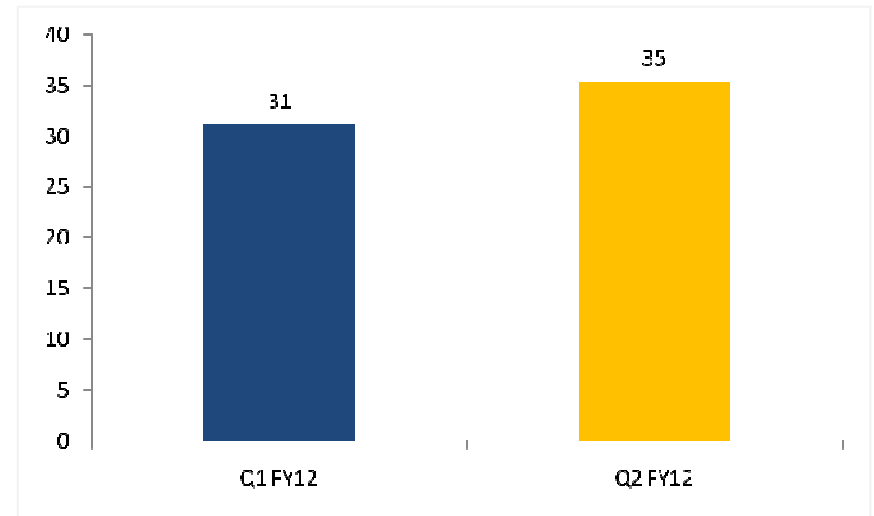
MARG Limited FY12 - Financial Highlights

INR Crores

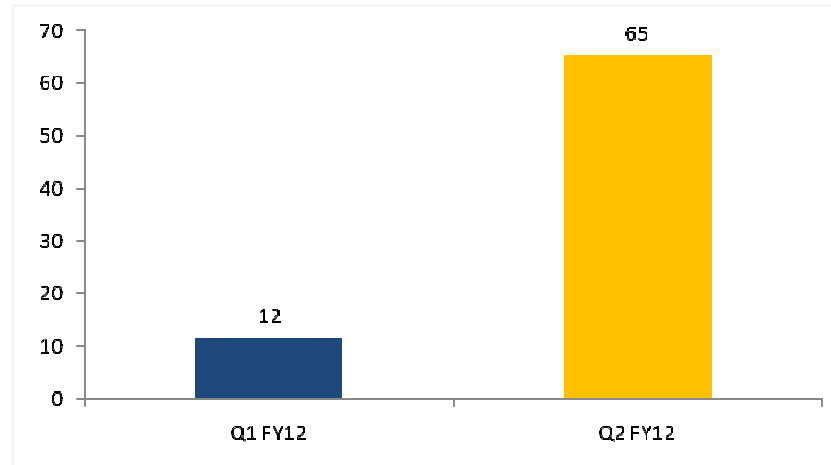
Revenue Growth



Operational EBITDA



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Human Capital

Mentor - Promoter



G R K Reddy

CMD – MARG Limited

- ▶ Promoted MARG in 1994
- ▶ A post graduate in commerce and alumni of Kellogg School of Management, GRK is actively involved with Confederation of Indian Industry (CII) and is a member on a number of prestigious committees:
- ▶ Steering Committee, City Connect Program – CII task force on Building Inclusive Cities; CII Tamil Nadu, CEO Forum
- ▶ Indian Institute of Technology, Chennai, Rural Technology & Business Incubator (RTBI)
- ▶ Academic Council of the Anna University, Chennai
- ▶ He is currently the President of Indo-Australian Chamber of Commerce.

Recent Awards

- ▶ Awarded the CII Tamil Nadu Emerging Entrepreneur award for vision and willingness to dream big initiated by CII along with *Business Line*
- ▶ Awarded as ‘Innovative CEO of the year 2011’ at India Leadership Conclave, Mumbai
- ▶ Awarded the ‘Indian Leadership Award for Industrial Development’ by All India Achievers Foundation, New Delhi
- ▶ Conferred with the ‘Asia Pacific Excellence Award 2011’ at Kathmandu
- ▶ Awarded as ‘Infrastructure Person of the Year’ at Construction Week Awards 2011
- ▶ Awarded as ‘Person of the Year’ at 4th GIREM Leadership Summit 2011, Goa
- ▶ Awarded as ‘Outstanding Entrepreneur’ at Asia Pacific Entrepreneurship Award 2011, New Delhi

Board of Directors

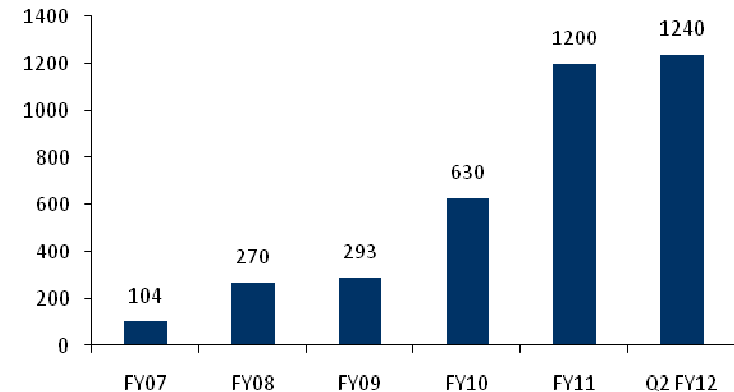
Experienced Board with 3 active Independent Directors having expertise in Engineering, Infrastructure, Real Estate, Finance and Management

G Raghava Reddy	<ul style="list-style-type: none">• Aged 75 years, a B.E, MIE with over 40 years of experience in infrastructure and construction industry• Was involved in Nagarjuna Sagar Dam Diversion Tunnel, Nagarjuna Sagar Dam Right Canal at Gundlakamma River, Godavari Barrage, Spillway works for Yellashwaram Reservoir etc.
V P Rajini Reddy	<ul style="list-style-type: none">• Aged 40 years, a B Tech and over 11 years experience in the area of IT& ITES.• Instrumental in guiding technology inflow in the Company
Arun Kumar Gurtu	<ul style="list-style-type: none">• Aged 64 years, a Fellow member of Institute of Chartered Accountants of India• Has over 33 years of executive experience in manufacturing, construction, infrastructure & real estate development
Karan Jit Singh Jasuja	<ul style="list-style-type: none">• Aged 46 years, a Fellow member of Institute of Chartered Accountants of India• Practicing Chartered Accountant & Management Consultant
Sai Baba Vutukuri	<ul style="list-style-type: none">• Aged 44 years, an MBA from Scandinavian International Management Institute, Copenhagen, Denmark• Expertise in wind power projects

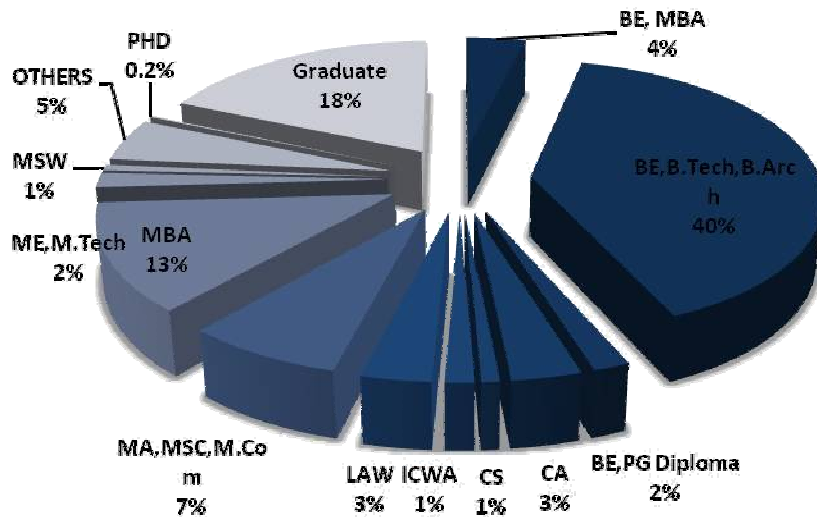
Human Capital - Snapshot

- At the end of Q1 FY12, employee strength at MARG was ~1200 people, growth at CAGR of 60%
- The total man years of experience in MARG is over 8500 years
- The average age of employees is 33 years

Employee Growth



Highly qualified employees



- MARG & its subsidiaries have strong technical expertise with around 50% of staff having an engineering degree
- Strong commercial, Finance, HR & Marketing competence of MARG complements its technical strengths

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Awards and CSR

Awards & Recognition

- ▶ Listed by Dun & Bradstreet among “India’s Top 500 Companies 2010”
- ▶ MARG has been acknowledged as the ‘Second fastest growing construction company (Medium Category) Award’ at the 9th Construction World Annual Awards ’2011
- ▶ MARG Karaikal Port awarded as ‘Emerging Port of the Year’ at South East Cargo & Logistic Awards in July 2011 at Chennai
- ▶ "Inc. India 500" has ranked MARG as 68th among India's fastest growing mid-size companies in September 2011
- ▶ GRK Reddy (CMD, MARG Limited), awarded as 'Person of the Year' at 4th GIREM Leadership Summit in September 2011 at Goa.
- ▶ Two awards at ‘Construction Week Awards 2011’ in Mumbai
 - ▶ GRK Reddy as "Infrastructure person of the year"
 - ▶ MARG Karaikal Port - “Seaport project of the Year”
- ▶ India’s Most Admired Infrastructure Company 2011 at India Leadership Conclave 2011
- ▶ Excellence in Social Service at India Leadership Conclave 2011
- ▶ Innovative CEO of the year to Mr. GRK Reddy at the India Leadership Conclave 2011



MARG Parivarthan – A Chain of Change

- ▶ MARG Parivarthan – (‘Chain of Change’) is the CSR brand of MARG. Parivarthan is not about Corporate Social Responsibility, but about transforming the society and the neighbourhood in our areas of impact.



Education

- ▶ Strengthening School Infrastructure
- ▶ Supporting students through educational aids
- ▶ Study Centres



Skill Development

- ▶ Collaboration with industry bodies and forums for training programs



Healthcare

- ▶ Medical Camps
- ▶ Awareness Programs



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