



MARG Limited – Q2 FY2012-13 Performance

MARG Limited Q2 – FY 2012-13 Updates

Financial Highlights

Q2 FY2012-13

- Standalone operational revenue at Rs.254.5 crores in Q2 FY13 as compared to Rs. 232.7 crores in Q1 FY13
- EBITDA from operations at 25.4 crores in Q2 FY12, growth of 39% over Rs. 18.3 crores of Q1 FY13
- Net Income (PAT) at Rs. 1.8 crores for Q2 FY13

Business Highlights

- Karaikal Port handled 1.94 MMT of multi-cargo in Q2 FY13 and reported a top line of Rs.77.6 crores and EBITDA of Rs. 39.6 crores
- EPC revenue at Rs. 246.1 crores in Q2FY13; Current order book (unexecuted) at around Rs. 3300 crores
- MARG is in the process of building a healthy pipeline of additional EPC contracts - planning to bid for mega contracts in the specialized areas like marine, industrial projects, urban infrastructure, solar & alternate energy sector; apart from this there is a healthy pipeline of recently approved MARG residential projects which should provide a steady flow of orders in the coming quarters
- MARG ProperTies, the real estate arm of MARG sold 210,000 sq ft (198 units) in Q2FY 13, with sale value of Rs.69 crores; Residential Sales at MARG Swarnabhoomi project was 150,000 sq ft (147 units) in Q2FY13
- Swarnabhoomi CityScapes (Plot Sales) - 99 villa plots were sold during Q2 FY13

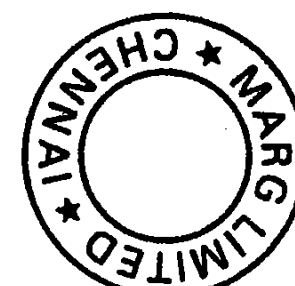
MARG Limited – Standalone Entity

Financial Performance

INR Crores	Q2 2012-13	Q1 2012-13	Q-o-Q Change
Operations Revenue	254.5	232.7	9%
EBITDA from Operations	25.4	18.3	39%
PAT From Operations	1.8	1.5	20%
PAT including divestment income in Q1 FY13		58.1	

Note

1. MARG Standalone financial numbers are 'Reviewed'
2. Financial Information of the subsidiaries is unaudited and provisional



Performance of Business Verticals

EPC Business

- Revenue stands at Rs. 246.1 crores in Q2 FY13
- Unexecuted Order Book at around Rs. 3300 crores as on 30th September 2012
- MARG EPC bagged a project worth Rs. 86 crores for construction of Head Quarters of Bureau of Police Research & Development (BPR&D), National Crime Records Bureau (NCRB) and allied works at Mahipalpur, New Delhi from NBCC
- MARG is in the process of building a healthy pipeline of additional EPC contracts - planning to bid for mega contracts in the specialized areas like marine, industrial projects, urban infrastructure, solar & alternate energy sector; apart from this there is a healthy pipeline of recently approved MARG residential projects which should provide a steady flow of orders in the coming quarters

Marine Infrastructure

Karaikal Port

- Handled 1.94 million tonnes of multi cargo & 50 major cargo vessels in Q2 FY 2012-13 vis-à-vis 1.57 million tonnes & 49 major vessels handled in Q1 FY 2012-13
- Average turnaround time for coal vessels in Q2 FY13 is 2.14 days versus 2.74 days from the same period last year
- Successfully handled MV Bergen Trader with a parcel size of 71,923 MT in August 2012, the largest vessel for the quarter
- Handled a total of 289 rakes in Q2 FY 2012-13
- Added new cargo - Iron Ore Lumps and Fines (Import)
- For Q2 quarter ending September 2012 the company reported a top line of Rs. 77.6 crores, EBITDA Rs. 39.6 crores as against the revenue of Rs.56.6 crores, EBITDA Rs. 20.4 crores in Q2 FY12
- Received the prestigious “ Innovative Port of the Year” award at the 4th annual South East CEO Conclave & Awards,2012 held at the Chennai Trade Center on 13th July 2012

Karaikal Port – Financial Performance

<i>INR Crores</i>	Q2 2012-13	Q1 2012-13	Q-o-Q Change
Revenue	77.6	53.1	46%
EBITDA	39.6	25.6	54%



Urban and Industrial Infrastructure

MARG Swarnabhoomi

Engineering SEZ

- Approval received from Development Commissioner by M/s Eswari Electricals Pvt. Ltd. for additional investment to expand and to setup an R & D facility in 1.885 acre investment worth about Rs. 3.5 crores, which will give job opportunities to around 100 people directly
- Advance stages of handing over the 33,500 sq.ft. built to suit factory to Twin Disc who are expected to commence production in Q3 FY 2012-13
- Total physical exports from the SEZ units worth Rs. 15.5 crores in Q2 vis-à-vis Rs. 8.9 crores in Q1 of 2012-13

Multiservices-Processing

- Signed MOU's with Limkokwing University of Malaysia, Central Institute of Technology of Western Australia and ITE Education Services Pte Limited of Singapore for over 250,000 sq ft of leasable space; these institutes will offer courses in various fields in the academic and vocational categories
- Construction of Science and Technology Park spread over 230,000 sq ft is underway at Swarnabhoomi

Education Services

- MARG Navjyothi Vidyalaya was launched in FY12 and has successfully entered into its second year of operation. The current count of students in Marg Navjyothi Vidyalaya School is 400
- MARG Institute of Design and Architecture Swarnabhoomi (MIDAS) launched in FY12 offers five year undergraduate program in Bachelor of Architecture. It has successfully completed admissions in the current year. 135 students are presently enrolled in the course offered by MIDAS
- Swarnabhoomi Academy of Music (SAM) is the first ever professional college for music in India offering a range of programs in contemporary music that includes rock, jazz, classical and world music and 226 students have already graduated from Swarnabhoomi Academy of Music (SAM)
- A marine college and an arts college are planned to be launched in Swarnabhoomi. The proposal for DGS approval for marine college has been submitted
- Interest received from additional five top ranked US universities, one Canadian university and two Australian universities to establish collaborations with MARG Swarnabhoomi in education and research areas



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Residential Space Sales - Swarnabhoomi

- Total of 147 apartments (140,000 sq ft) were sold during Q2 FY13; ITD (Till September, 2012) sales are 2755 units (2 million SFT)
- 99 villa plots were sold during Q2 FY13 taking the cumulative number of plots sold till September, 2012 to 243 units

Real Estate

MARG ProperTies – Residential Business

- 198 units (210,000 Sq.Ft) sold in Q2 FY13 with sale value of Rs.69 crores
- Cumulatively at ITD level (Till September 2012), 1867 units (2 million Sq ft) has been sold with a sale value of Rs.522 crores
- Continuing on its endeavour to enhance brand visibility, MARG ProperTies became the lead sponsor for a television program on a leading regional channel
- More than 350 apartments are handed over in the “Pushpadruma” project so far; complete handover of is scheduled by Q3 FY13
- Handing over in Vishwashakthi, MARG’s prestigious integrated township project in Tirupathi has begun.
- 70% of super structure work is completed in MARG Savithanjali – Phase I and foundation work has started in Phase II of Savithanjali and super structure work has begun for other projects like Kalpavriksha and Pushkara

Other Highlights

Awards received

- MARG bagged the prestigious “MMA Award for Managerial Excellence 2012” from Madras Management Association, Chennai (6th July 2012)
- MARG Karaikal Port was chosen as the ‘Innovative Port of the Year’ at South East CEO Conclave & Awards, 2012 (13th July 2012)
- Two awards at 'Construction Week Awards 2012' at Mumbai (7th Sep 2012)
 - Excellence in CSR (Winner)
 - Infrastructure Company of the Year (Runner up)
- MARG was declared as the "Second fastest growing construction company (Medium Category)" at the Construction World Global Awards 2012, New Delhi (12th Sep 2012)
- MARG was awarded with the prestigious “Excellence in Infrastructure” award at the Construction Industry Awards 2012, Chennai (16th Sep 2012)

