Only Indian company in World’s Top 50 Private Water Management Companies as per the survey by GWI
## Company Overview

Water Business Overview

Other Businesses

FY’15 Performance

Future Business prospects
SPML is a leading infrastructure developer that has managed and implemented over 600 projects across India on an EPC (Engineering, Procurement and Construction), PPP (Public Private Partnership) and BOOT (Build-Own-Operate-Transfer) basis.

- Single source solution provider for multi-disciplinary engineering and infrastructure and management services.
- The company has an expertise in providing turnkey end to end water and waste water management solutions.
  - Providing services to more than 40 Mn Indian Population.
  - High capability in executing large water management projects.
  - Laid over 5000 kms of cross country pipeline.

- During FY14 SPML has achieved consolidated Revenue of INR 1200 Crore.
  - Currently over 77% of the overall business of the company is from water and waste water segment.

- Total Manpower strength of more than 1200 people.
- Listed on the Indian Stock Exchanges-BSE & NSE.
Bihar
- Power Transmission and distribution in SBPDCL
- Development of State Highways for Jamui, Saharsa, Supaul & Madhepura

Maharashtra
- Bhiwandi Integrated bulk water supply & water management BOOT
- Integrated water supply scheme in Aurangabad
- Sewerage system, treatment plants & pumping stations for Mira Bhayander

Uttar Pradesh
- Agra Water Transmission project
- Integrated solid waste management facilities for Allahabad and Mathura
- Sewerage network & treatment plant for Kanpur

Gujarat
- Water supply and transmission project in Saurashtra
- 240 MLD capacity STP in Ahmedabad (one of the largest in Asia)

Karnataka
- Subhash Kabini 20 MW hydro electric power plant
- Civil and electromechanical works for pumping stations and reservoirs at TK Halli, Harohalli & Tataguni (BWSSB 3)
- Construction and O&M of 24X7 Water Supply System for 6 Towns in North Karnataka

Rajasthan
- Pokhran Balotra water supply scheme project
- Kalisindh Gravity Dam Project; Pokaran Falsund Balotra Siwana Lift Project
- Chambal Sawaimadhopur Nadauti Water Supply Project
- BOP package of 160 MW at Ramgarh District, Jaisalmer for RRVUNL

Pan India Presence

- **Delhi**
  - Mehrauli Vasant Vihar Water Supply Improvement & Management Scheme
  - 35 MLD Effluent Treatment Plant; 73 MLD Sewage Treatment Plant
  - Delhi Waste Management - collection, transportation and storage (1,500 TPD)

- **Uttar Pradesh**
  - Power Transmission and distribution in SBPDCL
  - Development of State Highways for Jamui, Saharsa, Supaul & Madhepura

- **Maharashtra**
  - Bhiwandi Integrated bulk water supply & water management BOOT
  - Integrated water supply scheme in Aurangabad
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  - Pokhran Balotra water supply scheme project
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*% - presence in our Total Order book*
Group Structure & International Alliances

SPML Infra Ltd.

- EPC
  - Water
  - Power EPC
    - EPC
    - PPP, BOT, Operation & Maintenance

- Power generation, transmission & Distribution
- Solid Waste Management
- Infrastructure (Roads)
Recognized as one of India’s leading Infrastructure Players

Recipient of many national level awards and accolades over the past 5 years...

- **Infrastructure Person of the Year 2014** - Mr. Sushil Sethi
- Recipient of “India’s Leading Infrastructure companies 2014” – Dun & Bradstreet
- **Construction Week India Award 2014** for Water Project of the Year – Bangalore Water Supply Project
- **Commendation at Global Water Awards 2014** for Water Project of the Year – Global Water Intelligence, London
- **GMR-IGI Airport Awards 2014** for Operations Service Provider of the Year
- **EPC World Award 2013** for Urban Infrastructure Development – EPC World Media Group
- **Construction Week India Award 2013** for Corporate Social Responsibility
- **GMR-IGI Airport Awards 2013** for Operations Service Provider of the Year
- **Infrastructure Excellence Award 2012** for Water & Sanitation – CNBC TV 18
- **Aqua Excellence Award 2012** for Outstanding Contributions towards cause of Water – Aqua Foundation
- **Most Admired Infrastructure Company in Water and Urban Infrastructure – KPMG Infrastructure Today Awards 2011**
**Promoters**

**Anil Sethi – Chairman Emeritus**
- Responsible for the growth of the infrastructure business enabling the Group to foray into several projects in the Public Private Partnership realm;
- Resides and operates from Bangalore

**Subhash Sethi – Chairman**
- Responsible for the growth of the energy business enabling the Group to foray into several BOOT projects in the hydropower and coal mining;
- Resides and operates from Kolkata

**Sushil Sethi – Managing Director**
- Responsible for the growth of the water and environment business enabling the Group to foray into several BOOT projects in the water, wastewater and sewer rehabilitation;
- Resides and operates from Delhi

**Deepak Sethi – Director**
- Instrumental in execution of waste management projects
- MBA from Deakin University, Australia and now residing in Bangalore

**Rishabh Sethi – Chief Operating Officer**
- Leads the corporate functions and handles water & environment projects of SPML from Delhi
- BS, Industrial Engineering and Economics from Northwestern University (Evanston, IL, USA)

**Non Executive Board**

**Sarthak Behuria**
- Former Chairman of Indian Oil Corporation Ltd and Bharat Petroleum Corporation Ltd.
- Recipient of the SCOPE Award for Excellence & Outstanding Contribution to Public Sector Management (2007-08) from the Honorable Prime Minister of India

**Ajay Tandon**
- Director with TRG Advisors India Pvt. Limited. Vast experience in transaction advisory, private equity financing and portfolio company operations
- Management graduate from Indian Institute of Management (IIM-Ahmedabad)

**P. S. Rana**
- Former Chairman of Housing and Urban Development Corporation (HUDCO)
- Patron, Institute of Urban Transport and Member Advisory Council of IIT, Delhi
- B. Tech in Civil from IIT, Delhi and Ph.D. in Transport Engineering and Management from University of Newcastle, UK

**Archana Capoor**
- Former Chairman and Managing director with Tourism Finance corporation of India, New Delhi.
- Member Secretary and Project Advisor to Indian Trust for Rural Heritage and Development (ITRHD)
...backed by rich experienced Professionals

Mr. Lalit Khetan - Chief Financial Officer (Corporate group)
• Rich expertise of over 20 years in Finance, Accounts and Taxation. Sound understanding of Business administration with a global mind set & strong quantitative and conceptual abilities. Member of ICAI,ICWAI.

Mr. S K Mujoo – Executive Vice President, Water Projects
• 28 years of experience in design, estimation and execution of water, waste water, sewage and effluent treatment projects.

Mr. Vasavada – Advisor, Contracts & Legal
• Former Member secretary of Gujarat Water supply & sewerage board. B.E. in Civil, LLB.

Mr. Amitava Basu – Ex. Vice President, Power Projects
• 23 years of experience in power T&D, has been an employee of SPML in excess of 15 years providing superior expertise and knowledge

Mr. Malaykanti Chakraborti Vice President-Purchase
• 22 years of experience in the fields of project management and procurement with Batliboi, Anbrewyule and VTS

Mr. Naresh Kumar Bhardwaj – Associate Vice President, Commercial
• 30 years of experience in Accounts & Finance, Legal Affairs and Taxation. Qualified Chartered Accountant

Mr. Vinod Mittal – Vice president, Water Projects
• 25 years of experience in working with Various capacities of Water, Effluent & sewerage treatment plants.

Mr. Sisir Saha - Vice president, Water Projects
• 30 years of experience in Evaluation, Tendering, and execution of Irrigation, Hydro and water projects
Core Competencies

- **Pre qualifications** to meet all large scale Indian water project requirements
- Over **3 decades of experience** and a pan India presence
- Highly **experienced promoters & professional mgmt. team**
- Strong long term **relationships with central & state water bodies**
- Executed some of the **largest / marquee projects in India**
- Recipient of over many **national level awards & accolades** over the past 5 years
- Excellent track record of **successfully executing projects with international partners**
- Significant **Brand Presence** across India
- Separate Business Unit for Catering to Niche Sector, i.e., **Asset Management/ Utility based business model**
...and prequalifying references for large projects

- Drinking water supply and management projects of up to 1200 crore
- Pipeline projects of large diameter (above 2000 mm dia) and length 100 km
- Water treatment plant projects of up to 200 MLD capacity (expected to go up to 300 MLD in the future)
- Sewage Treatment Plant projects of up to 300 MLD capacity
- Pumping stations of all capacities
- O&M experience of up to 10 yrs for water supply systems
- Trenchless sewer rehabilitation projects of length 25 km and up to 200 crore
- City distribution management experience of up to 1 million population.
- All civil works related to water supply projects - overhead reservoir, underground reservoir, intake etc
- Sewerage network (including sewer pipeline) projects of length 100 km
- Common effluent treatment plants of up to 100 MLD capacity
Asset Management/ Utility based business model

- SPML has created a separate wing to cater Asset Management/ Utility based businesses, differentiating itself from the traditional EPC players in the market.

- Utility model is a **niche sector business**, wherein no Indian company has qualification/experience.

- Characterized as **recession-proof** with relatively high margins and stable cash generation potential

**Key Objectives:**

- Sustainable Development
- To Ensure Drinking water for All
- Capitalizing on existing assets by doing more with the same capacities

**Few Key Projects being undertaken by Urban Water Space:**

- **Aurangabad Water Supply Project** – Concession Period 20 years & 1.2 Mn Population
- **Mehrauli & Vasant Vihar, DJB** – Concession Period 10 years & 0.35 Mn Population
- **Malviya Nagar, DJB** - Concession Period 12 years & 0.35 Mn Population
- **6 Towns in Karnataka**, having concession period of 8 years & 1.4 Mn Population
...Shifting Business Strategy Increasing focus on core water business

Revenue Growth Trend

<table>
<thead>
<tr>
<th>FY 11</th>
<th>FY 12</th>
<th>FY 13</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>204</td>
<td>152</td>
<td>182</td>
<td>196</td>
</tr>
</tbody>
</table>

EBITDA & EBITDA Margin %

<table>
<thead>
<tr>
<th>FY 11</th>
<th>FY 12</th>
<th>FY 13</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>20</td>
<td>26</td>
<td>27</td>
</tr>
</tbody>
</table>

Net worth

<table>
<thead>
<tr>
<th>FY 11</th>
<th>FY 12</th>
<th>FY 13</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>72</td>
<td>73</td>
<td>75</td>
<td>76</td>
</tr>
</tbody>
</table>

Business Focus shifting towards Water

FY12

- Power: 28%
- Infra: 6%
- Water: 66%

FY13

- Power: 12%
- Infra: 18%
- Water: 70%

Current Order book

- Power: 22%
- Infra: 1%
- Water: 77%
EMERGED AS A LEADING GLOBAL AND DOMESTIC PLAYER IN THE SECTOR

- With focus on Water Sector, SPML has emerged as one of the Global and Domestic player
- Only Indian company in Leading 50 Private Water and Waste Water Companies by Population Served, as per GWI in 2013

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Total population Served (mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Veolia Environnement</td>
<td>123.5</td>
</tr>
<tr>
<td>2</td>
<td>Suez Environnement</td>
<td>118.4</td>
</tr>
<tr>
<td>3</td>
<td>Beijing Enterprise Water</td>
<td>48.6</td>
</tr>
<tr>
<td>4</td>
<td>Sabesp</td>
<td>28.7</td>
</tr>
<tr>
<td>5</td>
<td>Shanghai Industrial Holding</td>
<td>23.6</td>
</tr>
<tr>
<td>40</td>
<td>SPML Infra Ltd</td>
<td>6.1</td>
</tr>
<tr>
<td>41</td>
<td>Rosvodokanal</td>
<td>6.1</td>
</tr>
<tr>
<td>50</td>
<td>Helionjiang Interchina Water</td>
<td>4.7</td>
</tr>
</tbody>
</table>

...AND A DOMINANT POSITION IN INDIA WATER MARKET AS COMPARED TO GLOBAL TOP COMPANIES - 2015

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Company</th>
<th>Total population Served (mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SPML Infra</td>
<td>40.67</td>
</tr>
<tr>
<td>2</td>
<td>Veolia India Pvt. Ltd</td>
<td>2.5</td>
</tr>
<tr>
<td>3</td>
<td>Suez India Pvt. Ltd</td>
<td>1.9</td>
</tr>
</tbody>
</table>

*Source GWI*
## Contents

- Company Overview
- **Water Business Overview**
- Other Businesses
- FY’15 Performance
- Future Business prospects
SPML – An integrated water company

Water & Wastewater Asset Map
SPML manages complete water cycles with a focus on saving water and protecting resources. This includes raw water intake through rivers/canals/sea, water treatment, pumping and water distribution & transmission to cities and industries for potable, service and process water needs. And at the end, treating sewage and effluent for disposing treated water back into the source or recycling for further usage.

Present across the entire Value Chain
...with wide array of services

Key Areas of operations

Potable/Industrial Water Supply
Rural Water Supply
Intake Structures
Transmission Mains

Pumping Stations
Storage Reservoirs (Elevated / Ground Level)
Water Treatment Plants
Distribution Mains

Sewage Treatment Plants
Effluent Treatment Plants
Refurbishment of Pipelines
Sewerage Schemes

Sewage Pipeline Rehabilitation
Storm Water Drainage
Pumping Stations
PLC

SCADA
Instrumentation
Metering & Billing
O & M of Water Supply Schemes

Desalination of Water
Construction of Dams, Canals
Lift irrigation
Micro Irrigation

Source Company

Water  Power  Infrastructure  Environment
Overview

- High Stand alone capability in executing large scale water projects
- One of the largest water engineering services company for municipal corporations and Urban Local Bodies
- SPML provides turnkey water management solutions from head works to distribution systems on EPC and BOOT basis in segments such as water supply, waste water treatment, pipeline distribution/rehabilitation, irrigation networks and canals
- Over 5,000 kms. of pipeline laid across cities and towns of India
- Water supply/irrigation to thousands of hectares of land in various states
- Employed more than 800 people in the segment.

### Signature Projects executed (INR Mn)

<table>
<thead>
<tr>
<th>Project Description</th>
<th>INR Mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pokaran-Falsund-Balotra-Siwana Lift Project</td>
<td>7,359</td>
</tr>
<tr>
<td>Underground Sewerage – Mira Bhayandar</td>
<td>4,919</td>
</tr>
<tr>
<td>Kalisindh Gravity Dam Project</td>
<td>4,572</td>
</tr>
<tr>
<td>Bangalore Water Supply &amp; Sewerage Project</td>
<td>4,552</td>
</tr>
<tr>
<td>Chambal Sawaimadhopur Nadauti Project</td>
<td>2,993</td>
</tr>
<tr>
<td>Jawai Pali Water Supply Project</td>
<td>2,373</td>
</tr>
</tbody>
</table>

- Public Health Engineering Department, Rajasthan
- Karnataka Neeravari Nigam Limited
- Delhi Jal Board
- Maharashtra Jeevan Pradhikaran
- Bangalore Water Supply & Sewerage Board
- Chennai Metropolitan Water Supply & Sewerage Board
- Karnataka Urban Water Supply & Drainage Board
- Gujarat Water Infrastructure Ltd
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SPML - Power Segment

Overview

- ~200,000 rural households across the country benefited through SPML’s Power Generation, Transmission and Distribution initiatives
- SPML provides Turnkey solutions:
  - T & D Power Project Capabilities
  - Up to 220 kV substation and transmission lines
  - 33 / 11 kV feeder development & re-conductoring works
  - Rural Load Management System (RLMS) works
  - HT UG cable works

SPML services both power generation and T&D sub segments of the power industry

Key Clients

<table>
<thead>
<tr>
<th>Signature Projects executed (INR Mn)</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transmission &amp; Distribution works – Karnataka</td>
<td>6,413</td>
</tr>
<tr>
<td>Power projects – Power Grid Corp Ltd</td>
<td>3,115</td>
</tr>
<tr>
<td>BOP package of 160 MW power project</td>
<td>2,090</td>
</tr>
<tr>
<td>Rural electrification work, Jharkhand</td>
<td>1,100</td>
</tr>
<tr>
<td>Rural electrification – Supaul, Bihar</td>
<td>1,083</td>
</tr>
<tr>
<td>Maharashtra Goathen Feeder Separation Scheme - (MSEDCL)</td>
<td>912</td>
</tr>
</tbody>
</table>

Coal Mining

- SPML Infra Ltd. through its subsidiaries holds an effective 45.64% stake in PT Bina Insan Sukses Mandiri
- Mining operations have commenced - followed by dispatch of coal to India.
- Production commenced in December 2011. Today production has reached 2 Mn tonnes per year in steady state

Mining & Port Area:
- Area & Deposits: 5,000 Ha, Deposit +/- 105 Mn Ton
- Concession period: 20 years
- Production Capacity: Production capacity 200,000 MT per month

- Estimated reserves of 105 Mn tonnes
- Over an area of 5,000 hectares
- Concession period: 20 years
- Jetty with loading capacity of 2.5 Mn MT
### SPML – Other Segments

**Solid Waste Management**

<table>
<thead>
<tr>
<th>Project</th>
<th>TPA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delhi Waste Management</td>
<td>540,000 TPA</td>
</tr>
<tr>
<td>Madurai Waste Management</td>
<td>128,000 TPA</td>
</tr>
<tr>
<td>SPML Urban Enviro (Delhi Airport)</td>
<td>7,400 TPA</td>
</tr>
<tr>
<td>SPML Urban Enviro (Hyderabad Airport)</td>
<td>3,000 TPA</td>
</tr>
</tbody>
</table>

**Hydro Power**

<table>
<thead>
<tr>
<th>Project</th>
<th>Generation Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subhash Kabini Power Corporation Ltd.</td>
<td>20 MW</td>
</tr>
<tr>
<td>4 mini Hydel Power projects in Himachal Pradesh</td>
<td>18 MW</td>
</tr>
</tbody>
</table>

**Infra Projects**

<table>
<thead>
<tr>
<th>Project</th>
<th>Value (INR mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bhilwara Toll Road (BOT)</td>
<td>340</td>
</tr>
</tbody>
</table>
## Contents

- Company Overview
- Water Business Overview
- Other Businesses
- **FY’15 Performance**
- Future Business prospects
## FY 15 Performance

<table>
<thead>
<tr>
<th>PARTICULARS</th>
<th>FY’15 Q3</th>
<th>FY’14 Q3</th>
<th>FY’15 9M</th>
<th>FY’14 9M</th>
<th>FY’14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales / Income from Operations</td>
<td>296</td>
<td>251</td>
<td>806</td>
<td>716</td>
<td>1,046</td>
</tr>
<tr>
<td>Other Operating Income</td>
<td>5</td>
<td>12</td>
<td>13</td>
<td>71</td>
<td>138</td>
</tr>
<tr>
<td><strong>Total Income from Operations</strong></td>
<td><strong>301</strong></td>
<td><strong>262</strong></td>
<td><strong>819</strong></td>
<td><strong>787</strong></td>
<td><strong>1,185</strong></td>
</tr>
<tr>
<td>Materials Consumed &amp; Direct Expenses</td>
<td>237</td>
<td>236</td>
<td>642</td>
<td>635</td>
<td>936</td>
</tr>
<tr>
<td>Purchase of traded goods</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Change in Work in Progress &amp; traded goods</td>
<td>-</td>
<td>-</td>
<td>1</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Employee Benefit Expenses</td>
<td>13</td>
<td>11</td>
<td>36</td>
<td>31</td>
<td>42</td>
</tr>
<tr>
<td>Depreciation and Amortization Expenses</td>
<td>3</td>
<td>3</td>
<td>10</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>Other Expenditure</td>
<td>11</td>
<td>39</td>
<td>32</td>
<td>82</td>
<td>108</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>265</strong></td>
<td><strong>289</strong></td>
<td><strong>720</strong></td>
<td><strong>774</strong></td>
<td><strong>1,116</strong></td>
</tr>
<tr>
<td><strong>Profit from Operation before Other Income, Finance Cost, Exceptional Items and tax</strong></td>
<td>36</td>
<td>(27)</td>
<td>99</td>
<td>13</td>
<td>69</td>
</tr>
<tr>
<td>Other Income</td>
<td>10</td>
<td>9</td>
<td>34</td>
<td>19</td>
<td>84</td>
</tr>
<tr>
<td><strong>Profit/(Loss) before finance cost but before Exceptional Items and tax</strong></td>
<td>47</td>
<td>(18)</td>
<td>132</td>
<td>32</td>
<td>152</td>
</tr>
<tr>
<td>Finance cost</td>
<td>38</td>
<td>38</td>
<td>122</td>
<td>107</td>
<td>147</td>
</tr>
<tr>
<td><strong>Profit/(Loss) before Tax</strong></td>
<td>9</td>
<td>(56)</td>
<td>10</td>
<td>(75)</td>
<td>5</td>
</tr>
<tr>
<td>Current Tax</td>
<td>1</td>
<td>-</td>
<td>2</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Deferred Tax Credit</td>
<td>(1)</td>
<td>-</td>
<td>(2)</td>
<td>(4)</td>
<td>(1)</td>
</tr>
<tr>
<td><strong>Net Profit/(Loss) after Tax</strong></td>
<td><strong>8</strong></td>
<td>(56)</td>
<td><strong>10</strong></td>
<td>(71)</td>
<td><strong>5</strong></td>
</tr>
</tbody>
</table>
**Initiatives taken by the government, which will boost Sector Dynamics**

**Ganga River Cleaning**
Ganga is the largest river basin of India, covering 26% of the country landmass and support 43% of the population. Object of the program is to ensure abatement of pollution and conservation of the river.

Opportunities:
- Growing Gap of sewage treatment, Installed and Uninstalled Capacity – Gap of 80%
- STPs built are not working
- STPs are ineffective due to lack of connectivity
- Sewerage generated is underestimated
- Cities Lack fund & efficiency

**Smart Cities**
Government of India, has decided to develop 100 "Smart Cities" in the country. One of the key Pillars for establishment of Smart city is Physical Infrastructure which will include Reliable Utility Services:
- Safe and 24 X 7 water supply
- Sanitation
- 24X7 Power
- Solid Waste Management
- Storm Water Drainage

**Delhi Mumbai Industrial Corridor**
Spread out across more than 1,500 kilometers and six different Indian States, the Delhi-Mumbai Industrial Corridor (DMIC) is one the most ambitious Indian infrastructure projects. Being undertaken in collaboration with the Japanese government. This will also require Water Infrastructure.

Expected Investment – USD 8.5 Bn
Expected Investment – USD 100 Bn
Expected Investment – USD 80 Bn
Future Strategy: An unparalleled platform for sustainable growth

1. Focus on the Company’s 30-year core expertise in serving the water and waste water sector through industry leading EPC and BOOT projects
   - Proactive involvement in Initiatives of the government

2. Building on existing expertise and expansion of SPML’s Water portfolio
   - Focused execution of current Projects.

3. Provide an unparalleled platform for growth by partnering with global majors to develop methodologies for River cleaning

4. Focus on EPC for large projects with long term Operations and Maintenance
   - Asset Management,
   - City distribution projects with minimum collection risk

5. Enhancement of In house IT set up to deliver software services to various Urban local bodies.

Source: Company Information
Contact Us

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