

WEL /SEC/2021

July 30, 2021

To,

<b>BSE Limited</b> 1 <sup>st</sup> Floor, Rotunda Bldg, Dalal Street, Fort, Mumbai - 400 001. Scrip Code: 532553	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. NSE Symbol: WELENT
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Dear Sir/Madam,

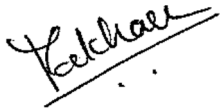
**Sub.: Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached Investor Presentation which is being uploaded on the website of the Company.

Kindly take note of the above.

Thanking you.

For Welspun Enterprises Limited

**Priya Pakhare**  
**Company Secretary**  
FCS - 7805**Welspun Enterprises Limited**

Welspun House, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

T : +91 22 6613 6000 / 2490 8000 F : +91 22 2490 8020

E-mail : companysecretary\_wel@welspun.com Website : www.welspunenterprises.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110, India.

T : +91 28 3666 2222 F : +91 28 3627 9010

Corporate Identity Number: L45201GJ1994PLC023920

# WELSPUN ENTERPRISES LTD

## An Infra Player with a Difference

July 2021



# SAFE HARBOR

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Any reference herein to "the Company" shall mean Welspun Enterprises Limited, together with its consolidated subsidiaries.



# KEY INVESTMENT HIGHLIGHTS

## Welspun Group

- comes with vast experience of
- Nurturing businesses
  - Executing marquee projects
  - Investing & timely value unlocking

## Sunrise Infra Sector

- ~ Rs. 111 trillion capital expenditure in infrastructure sector during FY2020-25 as per NIP report

## Hybrid Annuity Model (HAM) Opportunity

- Win-win model for government & developer
- Around 1/3<sup>rd</sup> of road awards happening through HAM

## Welspun Enterprises

- Focused as a developer with special emphasis on HAM
- Robust order book provides strong visibility
- Demonstrated operational excellence
  - Financial strength

## Asset Light Model

- Focused on Project Management Consultancy (PMC)
- Minimal Plant & Machinery
  - Low Working Capital
- Continuous asset value unlocking
  - High RoCE, Low Leverage

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# WELSPUN GROUP OVERVIEW



**Group Revenue**

USD **2.7** Bn



Global **leader** in **Home Textiles**

**Group Assets**

USD **1.0** Bn

Net Fixed Assets



Robust portfolio of **Roads & Water** Infra projects

**26000+**

Workforce



Amongst **world's largest Line-Pipe** manufacturers



Integrated **Grade-A Warehousing** Solutions

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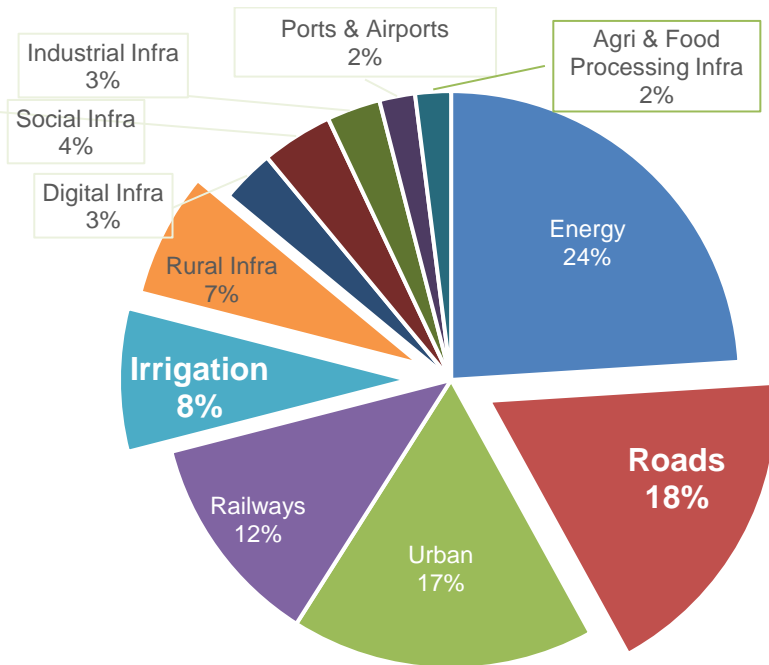
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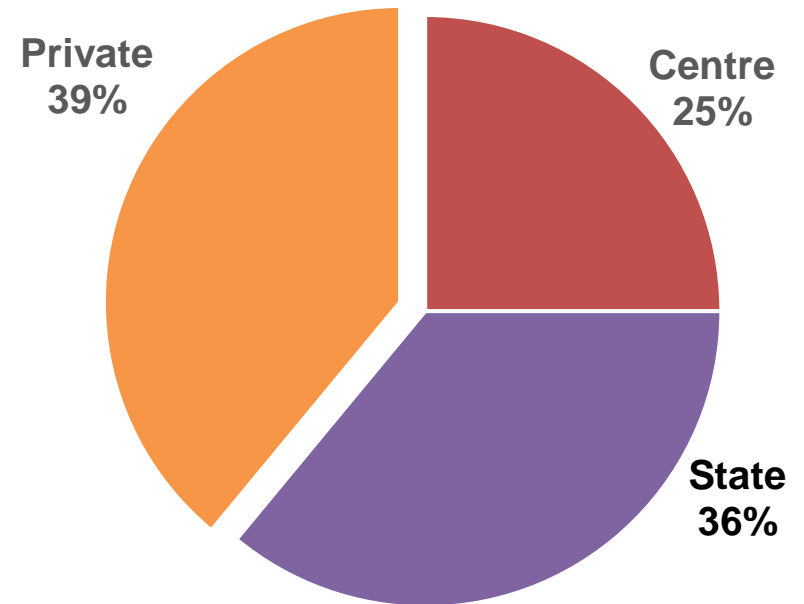
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# ROAD SECTOR TO GET STRONG THRUST FROM GOVERNMENT

**Sector wise break up of Capex of Rs. 111 trillion in NIP during 2020-2025**



**Sector wise share in the NIP for Road sector**



**Roads amount to 18% of the projected infrastructure investments**

**Private sector is expected to be largest contributor towards roads**



# ROAD SECTOR TO GET STRONG THRUST FROM GOVERNMENT

## Vision 2025 for Roads



Development of 60,000 km of NH - 2,500 km of Expressways, 9,000 km of Economic corridors, 2,000 km of coastal and port connectivity



Higher penetration of advanced technology



Significantly higher share of the private sector in NH



Last-mile connectivity - improved access to all remote areas after the completion of Bharatmala Phase-1

## Some key measures required to attract more private investment:

- Focus on project preparation and availability of required land
- Better contract enforceability and robust dispute resolution mechanism
- Acquiring 90% of contiguous land along with project clearances
- Increased use of financing options such as InvITs and TOT

**Capital expenditure to be incurred over FY20 to FY25 (Rs. 20.3 trillion)**

# POTENTIAL UNDER BUY & TURNAROUND STRATEGY

Several projects awarded to various infra players with weaker balance sheet are not financially closed / execution is stuck

....WEL with its strong banking relationship, robust balance sheet and operational excellence sees this as an opportunity to be a Turnaround Specialist

## Welspun Enterprises' Turnaround Record – 4 projects till date

(1) Gagalheri-Saharanpur-Yamunanagar (GSY) & (2) Chutmalpur-Ganeshpur & Roorkee-Chutmalpur-Gagalheri (CGRG)

### Concessionaire

Concessionaire not in a position to achieve financial closure



Along with Welspun Enterprises  
 Financially closed **within 2 months**

(3) Chikhali-Tarsod (Package-IIA)

### Concessionaire

Concessionaire not in a position to achieve financial closure



Along with Welspun Enterprises  
 Financially closed **within 1 month**

(4) Mukarba Chowk – Panipat Toll Roads Limited

### Concessionaire

Concessionaire not able to continue execution due to financial distress



Along with Welspun Enterprises  
 Took over existing liabilities.  
 Expect to complete the project by Q2 FY22

# WATER SECTOR – KEY FOCUS AREA FOR GOVERNMENT

## Government’s Mission: ‘Har Ghar Nal Se Jal’

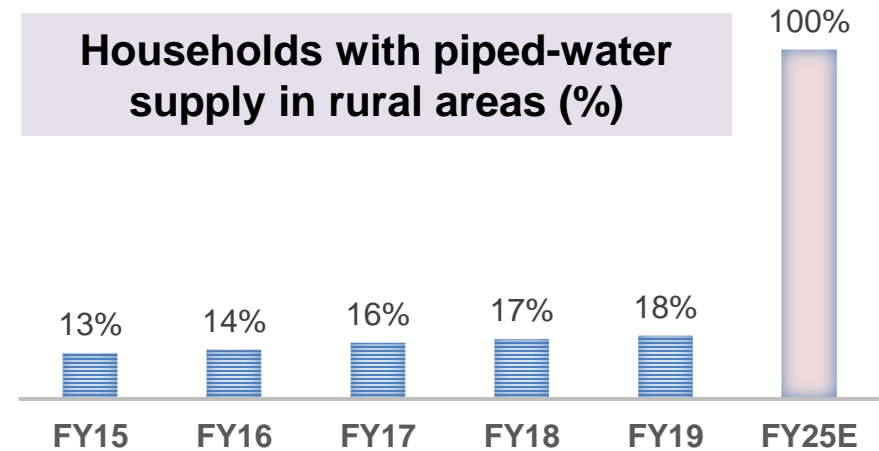
With India’s water crisis nearing a tipping point, the government announced the Jal Jeevan Mission to provide potable water to every rural household by 2024.

**Rs 12.6 trillion capital expenditure to be spent in building Water Infrastructure**

Department	FY20	FY21	FY22	FY23	FY24	FY25
Rural Water & Sanitation	0.4	0.6	1.0	0.8	0.8	-
Irrigation	1.1	2.0	1.8	1.4	1.2	0.7

Rs Trillion

**Households with piped-water supply in rural areas (%)**



**Urban Water & Sanitation - Additional Rs 3.3 trillion will be spent in building Water Infrastructure**

### Vision 2025 for Water Infrastructure:



~100% of urban and rural households connected to piped-water supply



Interlinking of rivers to increase area under irrigation, domestic & industrial water supply

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## Sunrise Infra Sector

- ~ Rs. 111 trillion capital expenditure in infrastructure sector during FY2020-25 due to NIP

## Hybrid Annuity Model (HAM) Opportunity

- Win-win model for government & developer
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# NHAI HYBRID ANNUITY MODEL (HAM) INTRODUCED IN 2016....

....to overcome BOT issues including

Land Acquisition

Change of scope

Traffic changes

Toll Risk

Financing

....thus, now NHAI awarding more projects under HAM and pure EPC.

## HAM advantageous to both Developer & Authority

**NHAI** as a partner providing **40% funding**

**12-15%** of project cost  
Minimal Equity requirement

At least **80% land** provided by the authority on appointed date. COD given based on land provided

**All Clearances** provided by the authority before appointed date

**No Toll Collection Risk**  
No traffic risk

**O&M covered** by separate payments from authority

During construction, **Better Credit Rating than BOT** on account of lower risk

Once constructed, **AAA (SO) Credit Rating** as semi-annual assured payments from NHAI

**Public Private Partnership** to build world class infrastructure

**Lesser Cash Outflow** as compared to EPC model

**Revenue Generation** from toll collection which funds the annuity

**Quality Assured** due to maintenance obligation of 15 years by concessionaire

For details refer appendix

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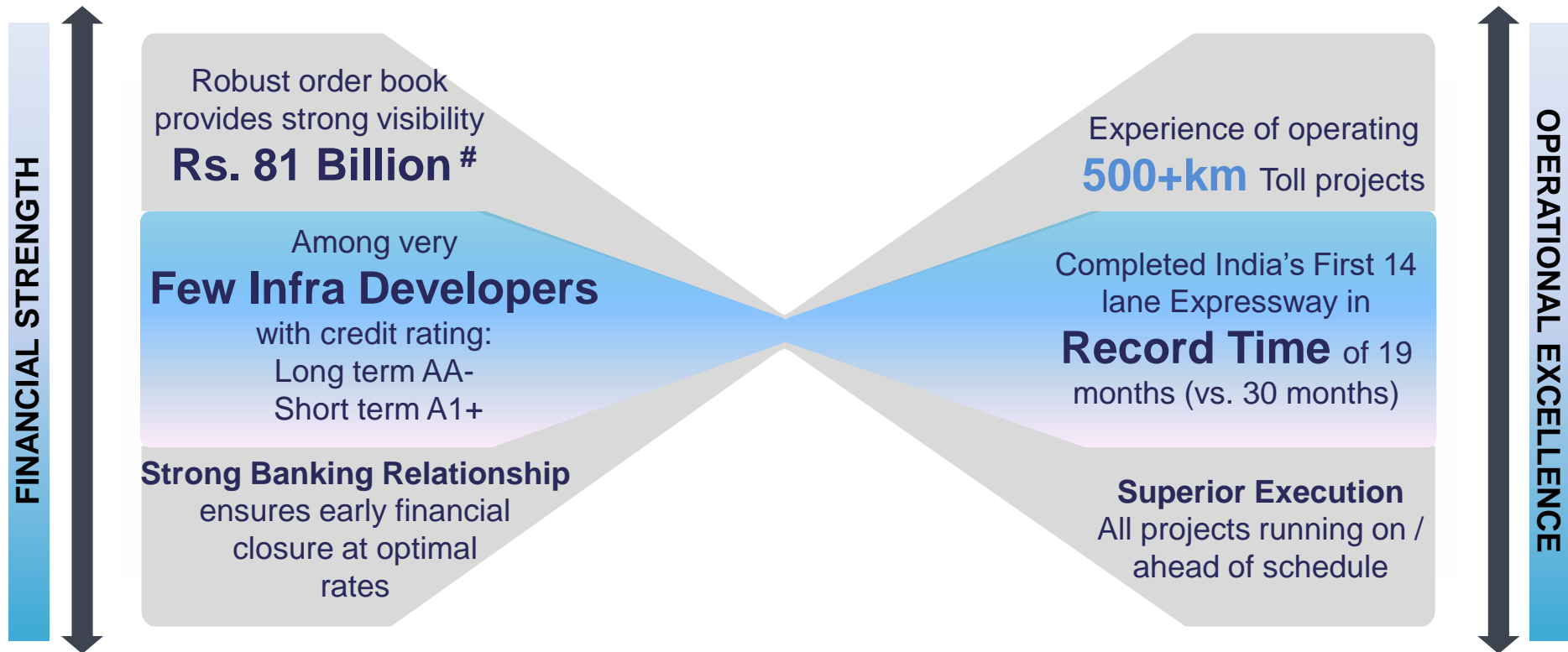
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# ROBUST ROAD PORTFOLIO: Rs. 145+ BILLION, ~800 KM WITH....



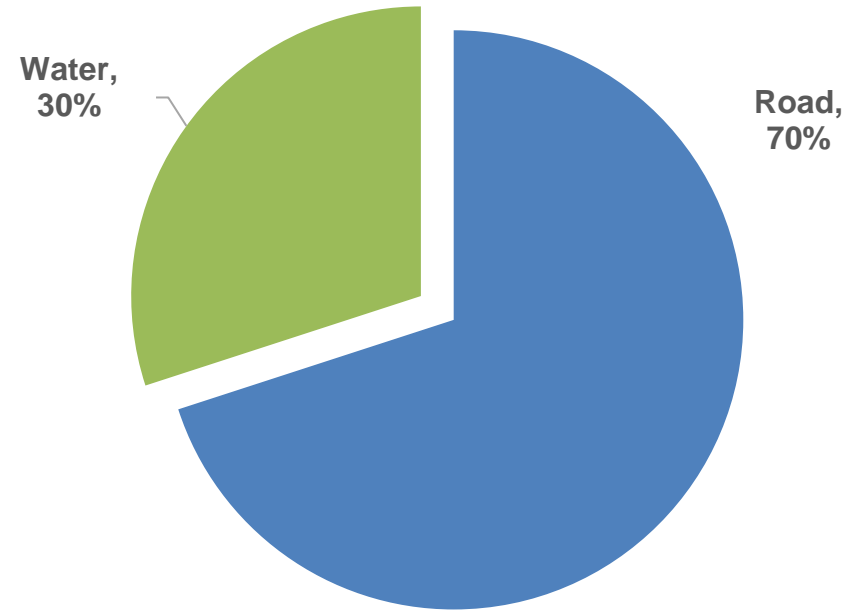
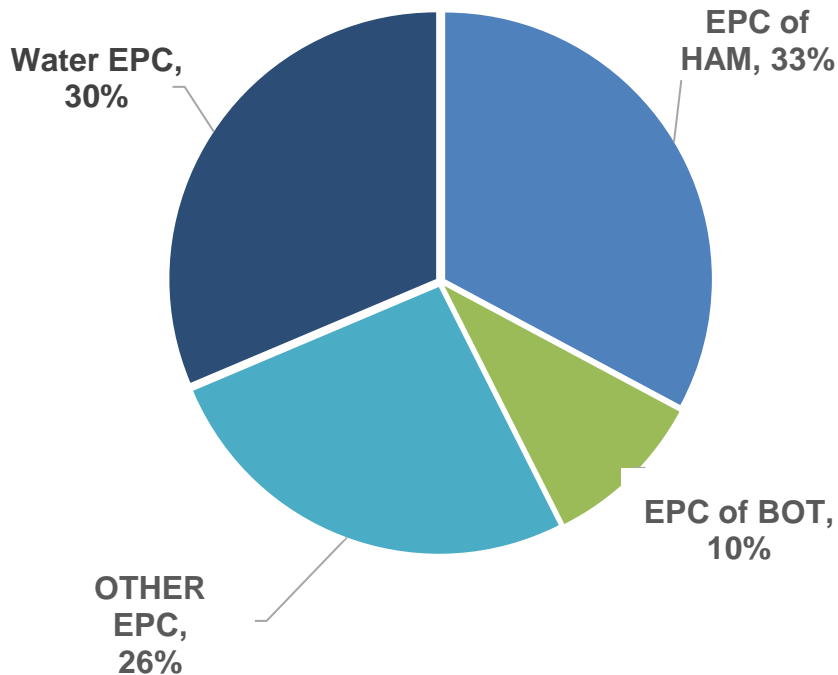
High value creation with special focus on Road & Water Projects

# excluding GST

# STRONG PLATFORM SET FOR FUTURE GROWTH

Continuously building Road and water portfolio through bid / buy strategy for profitable growth  
Current order book at ~Rs 81 billion (excluding GST)

Ason June 2021





# **Rs. 25 BN WORTH ORDERS POURING INTO EPC WATER SEGMENT**

**Lead Partner in Joint Venture with Kaveri Infraprojects Limited, Hyderabad 70 : 30**

**Empanelled by the UP State Water and Sanitation Mission, Namami Gange and Rural Water Supply Department (SWSM)**

**Execution of EPC Projects of 2,544 villages for the Project of Survey, Design, Preparation of DPR, Construction, Commissioning and Operation and Maintenance for 10 years of Rural Water Supply**

**Estimated aggregate contract value: Rs. 25 bn. The final value will be determined on completion of preparation of Detailed Project Report (DPR) by the JV and its approval by the SWSM.**

**Preparation of DPR and Construction of the Project is to be progressively completed in 21 to 28 months and thereafter Operated and Maintained for a period of 10 years.**

**Execution of EPC Projects of 2,544 villages across Jaunpur and Sant Ravidas Nagar in Varanasi, Ambedkar Nagar and Amethi in Ayodhya & Bulandshahr in Meerut**

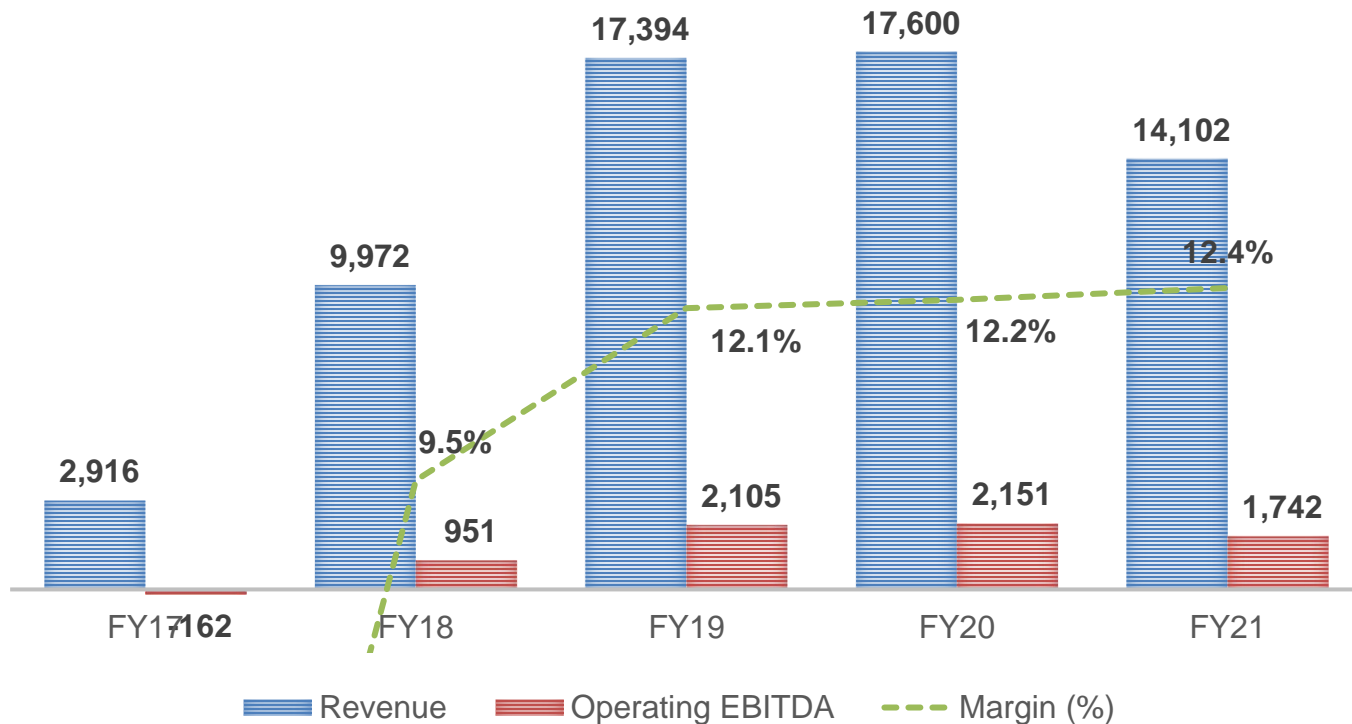
# OPERATING LEVERAGE TO IMPROVE MARGINS

FY21 revenue contributed by 8 Road projects

5 years Revenue CARG of 48%

FY 21 operations were impacted by COVID-19

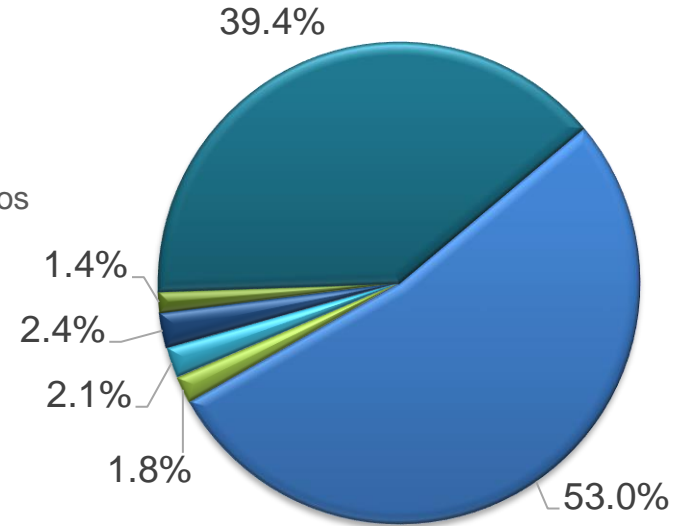
## Revenues and Operating EBITDA (Rs. Mn)



# WITH UNDIVIDED FOCUS ON SHAREHOLDER VALUE CREATION

## Shareholding Pattern (as on 30<sup>th</sup> June 2021)

- Promoter
- Management
- FIIs
- Banks & Insurance Cos
- Mutual Funds/AIF
- Public



## Market Statistics

As on July 29, 2021	INR	USD
Price per share (Face value Rs. 10 per share)	108.0	1.5
No of Shares outstanding (Mn) – (Q4FY21)	148.9	
Market Capitalization (Mn)	15,802	214
Daily Average Trading Volumes (Q1FY22)	0.42	
Daily Average Trading Value (Q1FY22) (Mn)	48.15	0.65

## Creating Shareholder value

### Stated Dividend Distribution Policy

- Endeavor to achieve distribution of an amount of profit subject to maximum of 25% of PAT
  - Applicable FY18 onwards
- **FY21 dividend at Rs. 1.5 per share**

# THROUGH AN EXPERIENCED BOARD AND MANAGEMENT

## Board of Directors

### **B.K.Goenka, Chairman**

- Amongst India's most dynamic businessmen; Past President ASSOCHAM (2019)
- Recipient of Asian Business Leadership (ABLF) Award, 2019

### **Rajesh Mandawewala, Group MD**

- Qualified Chartered Accountant; Played an instrumental role in establishing Welspun's Textile & Pipe business
- Authorization of investment decisions for Welspun

### **Dipali Goenka, Non-Executive Director**

- Graduate in Psychology & completed Management Program from Harvard
- Has been instrumental in transforming Welspun India into a global leader in home textiles

### **Mohan Tandon, Independent Director**

- Ex MD of GIC of India, and Chairman & MD of National Insurance Co. Ltd.
- Expert in Org. Restructuring; Productivity-oriented Incentive Schemes

### **Dr. Aruna Sharma, Independent Director**

- Retired IAS officer (1982 batch, Madhya Pradesh cadre) with 38+ years of experience and PhD (Dev. Economics)
- Expertise in IT, Big Data & Cyber Security, Steel, Rural Development.

### **Raghav Chandra, Independent Director**

- Retd. IAS officer (1982 batch) with more than 3 decades of experience.
- Held key positions with Center / State Govt. at various levels; Expert in Infrastructure Development & Public Private Partnership

### **Anoop Kumar Mittal, Independent Director**

- Ex. Chairman cum Managing Director of NBCC (I) Limited.
- His areas of specialisation includes civil engineering, consultancy, real estate development, Merger and Acquisitions & Project Management.

## Management Team

### **Sandeep Garg, Managing Director & CEO, Member of Board**

- Harvard Graduate with 30+ years of experience in diverse roles in infrastructure and oil & gas sector
- Prior experience with ONGC, Punj Lloyd, IL&FS

### **Asim Chakraborty, Chief Operating Officer (COO) - Highways**

32 years experience in Designing, Engineering and Construction of Infrastructure projects

### **Brajesh Sohrot, Head- Supply Chain Management**

- Mechanical engineer with 30+ years experience in supply chain management

### **Yogen Lal, Head- Water Business**

- Civil engineer with 26+ years experience in water segment

## Management Team : Group Support

### **Deepak Chauhan, Head – Group Legal**

- 20 years experience in legal, majorly in infrastructure and transportation

### **Devendra Patil, Head – Group Secretarial**

- 30+ years experience in secretarial and legal

### **Akhil Jindal, Group CFO & Head - Strategy**

- 22+ years of experience in corporate finance, M&A, strategy and fund raising
- Significantly contributed to Welspun Group in the last 12 years with its global expansion plans



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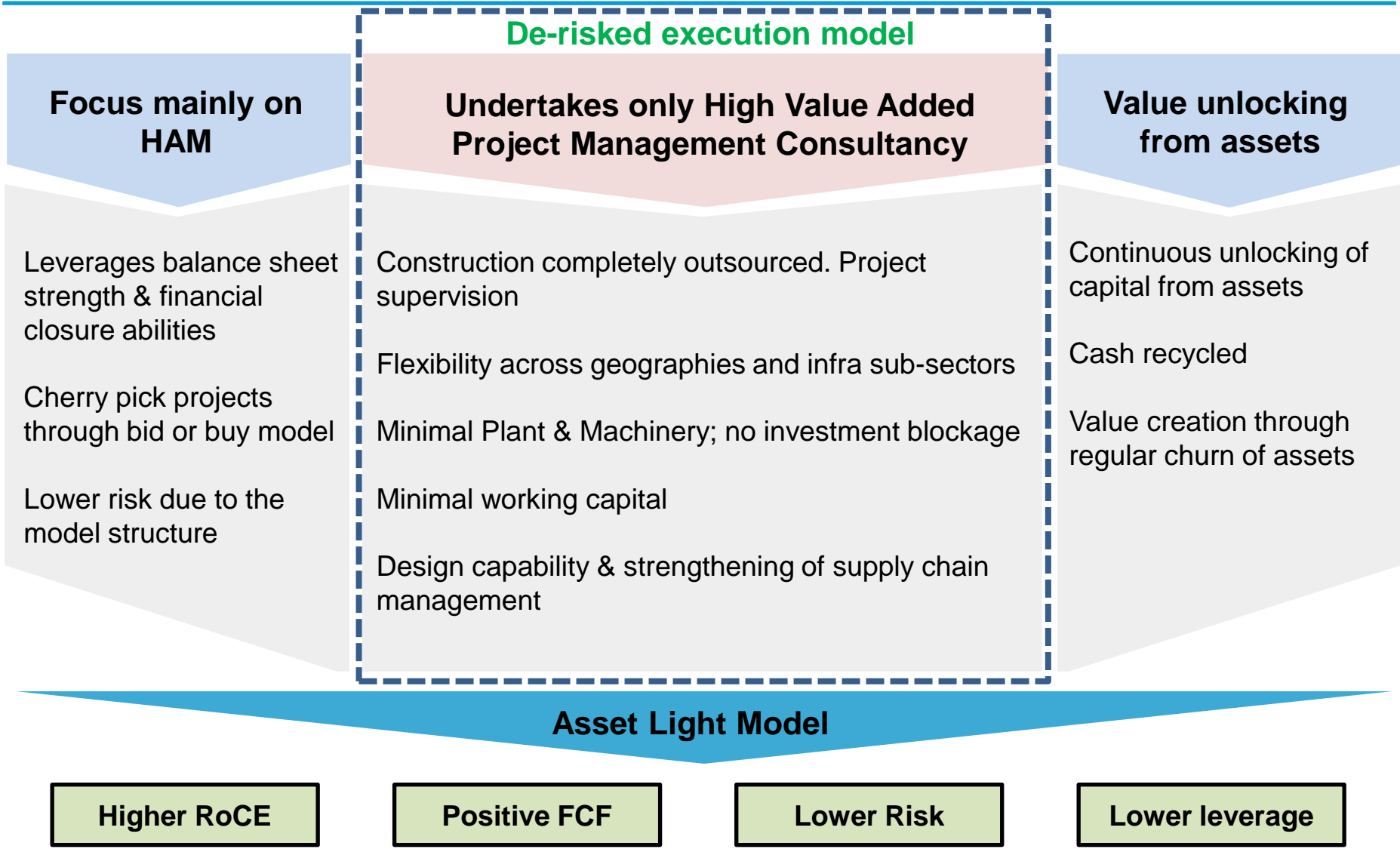
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# ONE OF ITS KIND ASSET LIGHT MODEL



# CREATING VALUE THROUGH A PROFOUND STRATEGY

**1**

**Bid for differentiated projects/  
Buy distressed projects**

- Lower competition
- Better IRRs

**2**

**Achieve early financial closure**

- Strong Balance Sheet
- Reduced finance cost

**3**

**Award construction to best suited sub-contractor**

- Reduce execution risk
- Minimal investment in Plant & Machinery

**4**

**Project Management Consultancy**

- Rigorous monitoring
- Achieve early completion

**8**

**Reinvest proceeds in new projects**

- Ensure optimal balance sheet size

**7**

**Timely value unlocking**

- Divest to long term investor with lower cost
- Sustained Cashflow

**6**

**Refinance to reduce interest cost**

- Rating improvement
- Reduce financing cost

**5**

**Achieve COD ahead of schedule**

- Earn early completion bonus
- Improve returns

# DELHI MEERUT E-WAY: VALIDATING OUR DIFFERENTIATED STRATEGY

Project Under the Aegis of Prime Minister of India Shri Narendra Modi and NHA

Laying of foundation stone



Inauguration of completed project



- ★ India's FIRST 14-Lane Expressway
- ★ India's FIRST Green Expressway
- ★ India's FIRST COMPLETED HAM project – 332 Days ahead of schedule
- ★ India's FIRST HAM project to be awarded AAA (SO) credit rating
- ★ India's FIRST HAM project to receive annuity
- ★ India's FIRST HAM project to be re-financed post completion



# APPRECIATION BY PRIME MINISTER OF INDIA SHRI NARENDRA MODI

New Delhi  
23 May, 2018

**Shri B. K. Goenka Ji,**

I am delighted to know of your valuable contribution to the completion of Package I of Delhi-Meerut Expressway, which as you know got completed much before the target date.

We, as a nation, are standing at the cusp of a wave of development that is driven by a young nation with great aspirations. The infrastructure we are building will create new pathways for India's all-inclusive development and open new vistas of opportunity for our people.

It was our former Prime Minister Shri Atal Bihari Vajpayee's vision to connect each and every village and city with all-weather roads. He envisioned India's future built on a firm foundation of enhanced connectivity for people and businesses.

Today, from highways to I-ways, we are ensuring that our nation is ahead of the curve in infrastructural development.

The Delhi-Meerut expressway has showcased India's engineering capabilities that are well integrated with our goal of sustainable development. Also appreciable is the way in which the expressway has been converted into a green belt with initiatives such as drip water irrigation, solar plant and landscape development.

It is a matter of immense joy to see pride in people's eyes when they experience seamless commute through these modern day marvels. The new expressway is one such marvel that will ease the lives of citizens by saving them time and money as well as ensuring that local economy flourishes.

It is my firm belief that the highways built today will become runways for dreams of tomorrow to take flight. I, once again, congratulate everyone associated with this project for achieving a remarkable feat and delivering not just an expressway, but a roadway to progress and prosperity.

I wish you success in all your future endeavours.

Yours Sincerely,



(Narendra Modi)



सत्यमेव जयते

प्रधान मंत्री

Prime Minister



# LETTER OF APPRECIATION BY HONOURABLE PARLIAMENTARIAN

**RAKSHA NIKHIL KHADSE**  
Member of Parliament  
Lok Sabha, Raвер (Maharashtra)

- Member :**
- Standing Committee on Information Technology
  - Standing Committee on Welfare of O. B. C.
  - Standing Committee on Empowerment of Women
  - Consultative Committee on M/o Culture and M/o Tourism
  - Board of Governors  
National Institute of Fashion Technology

No. : LS17-RV-MP/2021/DELU-157



सत्यमेव जयते

Delhi:  
N-603, "Narmada" New MS Flats  
Dr. Bishamber Daas Marg,  
New Delhi-110 001  
TeleFax : 011-23719733  
E-mail : rakshataikhadse@gmail.com

**Residence :**  
At Post Kothali,  
Muktainagar-425 306  
District Jalgaon (MS)  
TeleFax : 02583-235050

Date: 30-06-2021

## Letter of Appreciation

I would like to appreciate that **M/s. Welspun Enterprises Limited** has completed Four laning work for the road stretch from **Chikhali-Tarsod of National Highway No. 53** in Jalgaon District of Maharashtra State. Welspun Enterprises Limited has carried out quality work comprising right from the Earth work, GSB, WMM and Bituminous work. The finished road looks are well developed and constructed as per the standard provisions. Welspun Enterprises Limited has given high importance to plantation in median as well as roadside. It is appreciable to see such great effort in beautifying and making the highway greener by turfing the median in Bhusawal bypass flyovers. The construction of underpasses and Railway bridges in Bhusawal City have good quality of concrete finish and the approach roads have also been developed with easily readable road signages & streetlight for night driving, clearly marked with lanes. The Varangaon bypass section is also remarkably done with 500m long flyover which has greatly decongested traffic in Varangaon City. The toll plaza has been constructed in a staggered manner and all latest technologies & facilities have been provided. Adequate safety provisions have been implemented using Metal beam crash barrier in median and curvatures. During execution as well traffic was diverted in a very safe manner. This section will boost the socio-economic development of Chikhali-Tarsod section greatly. A new upgraded look has been given to highway and fast & safe travel is ensured. I highly appreciate how the work has been carried in the stretch by Welspun Enterprises Limited and convey my best wishes to them for their future projects.

Place : Muktainagar

Date : 30<sup>th</sup> June 2021



  
**Raksha-Nikhil Khadse**



# APPRECIATION BY SHRI NITIN GADKARI, UNION MINISTER



# BUILDING MUCH MORE THAN AN EXPRESSWAY



Vertical garden developed along the entire bridge

**40,000+ Trees**

transplanted and retained existing trees



**3,230 Solar Panels**

Electrification through solar power of 1050 kWp



**Beautification Initiatives**

Wall art & replicas of famous monuments



# WELSPUN ENTERPRISES CSR INITIATIVES

Our social mission is enshrined within the 3Es i.e. Education, Empowerment and Environment & Health



## EDUCATION.

### Project Gyankunj

To enhance the teaching & learning process for teachers & students with the use of technology

Current Reach: 3 Districts, 116 Schools, 961 Teachers Trained and 55,750 Students.

## ENVIRONMENT.

### Project Model Village

To create a sustainable rural community that generates and maintains the resources to improve its level of well-being and happiness without depleting economic, social and environmental values.

Current Reach: 5 Villages and 19,600 People



## EMPOWERMENT.

### Welspun Super Sports Women

To identify and support female athletes in achieving their sporting endeavours through scholarships

Current Reach: 14 Sports Women

# FINANCIALS



# INCOME STATEMENT - STANDALONE

Income Statement Snapshot (Rs Crore)					
Particulars	Q1FY22	Q1FY21	YoY %	Q4 FY21	QoQ %
Revenue from Operations	344.2	174.1	97.7%	504.6	-31.8%
Other Income	9.4	9.6	-2.1%	1.6	499.8%
Total Income	353.6	183.7	92.4%	506.2	-30.1%
EBITDA	41.4	27.5	50.4%	70.6	-41.4%
EBITDA margin	11.7%	15.0%	-327 bps	14.0%	-225 bps
PBT	25.2	16.0	57.2%	53.9	-53.2%
PAT	20.0	13.0	53.2%	39.7	-49.7%
PAT margin	5.7%	7.1%	-145 bps	7.8%	-220 bps
Cash PAT	23.5	17.5	34.5%	43.1	-45.4%

*Note: Cash PAT = PBDT (before exceptional) – Current tax + Non-cash ESOP expenses*

# BALANCE SHEET SNAPSHOT - STANDALONE

Balance Sheet Snapshot (Rs crore)	30 <sup>th</sup> June 2021	31 <sup>st</sup> Mar 2021
Net worth	1,840	1,819
Gross Debt	566	602
- Long Term Debt	476	505
- Short Term Debt	90	97
Cash & Cash Equivalents <sup>#</sup>	95	375
Net Debt / (Cash)	471	227
Other Long Term Liabilities	31	31
Total Net Fixed Assets (incl. CWIP)	53	54
Net Current Assets (Excl. Cash & Cash Equivalents) (adj.) <sup>@</sup>	224	50
Other Long Term Investments and assets (adj.) <sup>@</sup>	2,064	1,974

*Long Term Debt (incl. current maturities) – Against equipment financing | Short Term Debt (incl. CP) – Against current assets  
 # includes FD classified under “Other non-current financial assets”*

*@ Temporary funding of Rs. 2,986 million has been made in lieu of drawing debt at the subsidiary/JV level in order to minimise the interest cost. This temporary funding has not been included in the cash balance of Rs. 3,750 million. The same is reflected in Other Long Term Investments and assets.*



# KEY HIGHLIGHTS

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- ✓ **Well Positioned to Benefit from India's Economic Growth & Development**

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- ✓ **Unique Position with Strong Financials to tap Infra Opportunities**

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- ✓ **Strong Order book providing visibility for next couple of years**

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- ✓ **Asset light business model in Infra with regular project value-enhancement post COD**

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- ✓ **Demonstrated Operational Excellence with earlier-than-scheduled completion**

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- ✓ **Focus on Sustainable and Inclusive Growth**

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- ✓ **Strong Corporate Governance - Experienced Board with 50% Independent Directors**

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- ✓ **Transparency through Timely Disclosures with Stated Dividend Distribution Policy**

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- ✓ **Management with Proven Track Record**

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# WAY FORWARD

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 **Continue approach of prudent bid/buy strategy to strengthen Road and Water portfolio**

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 **Selectively evaluating EPC, BOT (Toll) projects and secondary acquisition opportunities**

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 **Apart from NHAI, WEL is also evaluating road HAM projects of State and Municipal agencies**

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 **Divest/securitise completed projects in order to unlock value and capital**

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 **Water segment to be the key growth driver and focus area**

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 **Explore and develop existing oil & gas blocks**

**THANK YOU**

# APPENDIX

# WELSPUN ENTERPRISES INFRASTRUCTURE PORTFOLIO

## Robust portfolio of 11 infrastructure projects in roads and water

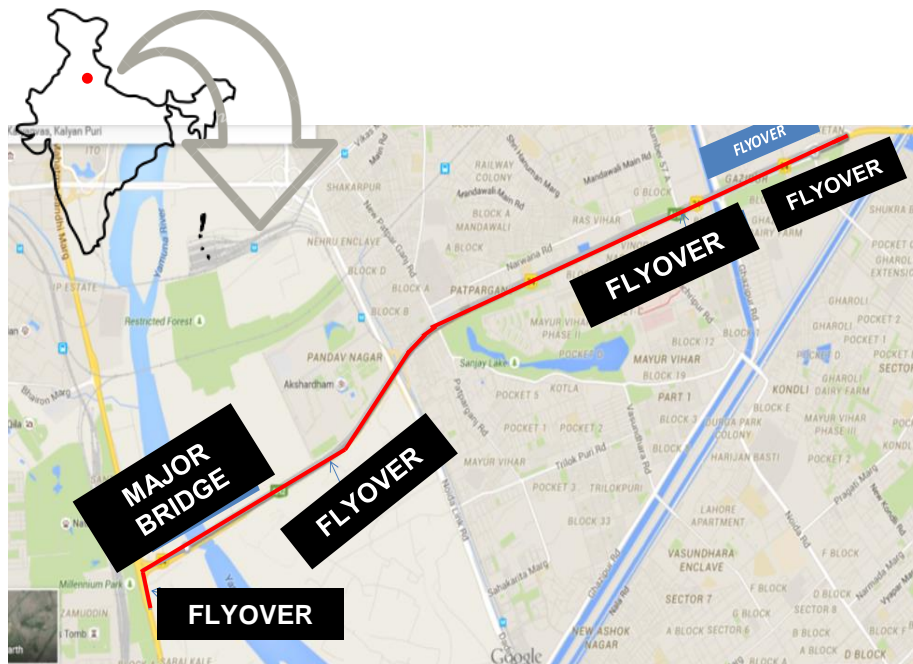
Project Name	Type	Contract Type	Authority	Status
Delhi-Meerut Expressway (Pkg 1)	Road	HAM	NHAI	Completed; 6 <sup>th</sup> Annuities Received
Gagalheri-Saharanpur-Yamunanagar	Road	HAM	NHAI	1 <sup>st</sup> annuity received
Chutmalpur-Ganeshpur	Road	HAM	NHAI	1 <sup>st</sup> annuity received
Aunta-Simaria	Road	HAM	NHAI	Under Execution
Chikhali-Tarsod	Road	HAM	NHAI	PCOD request submitted
Package No. AM 2	Road	HAM	MH PWD	Under Execution
Sattanathapuram-Nagapattinam	Road	HAM	NHAI	Under Execution
Mukarba Chowk – Panipat	Road	BOT (Toll)	NHAI	PCOD request submitted
Varanasi Aurangabad NH2 Project	Road	EPC	NHAI	Yet to start
Dewas Water	Water	BOT	MPSIDC	Operational
UP State Water and Sanitation Mission	Water	EPC	UP JJM	Under Execution

PCOD stands for Provisional Commercial Operation Date

# 1 HAM: DELHI-MEERUT EXPRESSWAY PACKAGE 1

**Scope:** 14 Lane expressway: Six-laning of Delhi – Meerut Expressway & four-laning either side from 0<sup>th</sup> km to existing km 8.4 of NH-24 in Delhi

**Status:** Record completion within 19 months. Received four annuities within the stipulated time and early completion bonus of Rs. 271 mn from NHAI  
Outstanding loan re-financed at lower rate with top-up loan  
**‘Engineering marvel of India’** by NHAI



## PROJECT DETAILS

Project Length (Kms)	8.716 Km
Award Date	Jan 2016
Financial Closure	Achieved
Appointed Date	28 <sup>th</sup> Nov 2016
Scheduled Construction Period	30 months
COD Date	28 <sup>th</sup> June 2018
Concession Period after COD	15 Years

## PROJECT COST & FINANCING (Rs. Mn)

<b>Completion Cost</b>	<b>8,887</b>
<b>Means of Finance</b>	
- NHAI	3,366
- Debt	4,000
- Sponsor’s Commitment	1,049
<b>O&amp;M Payment (First Year)</b>	<b>39.5</b>

\* Completion Cost includes Escalation



## 2 HAM: GAGALHERI-SAHARANPUR-YAMUNANAGAR

**Scope:** 4-Laning of Gagalheri-Saharanpur-Yamunanagar section of NH-73 in UP / Haryana

**Status:** NHAI declared the Appointed Date for the Project as 26<sup>th</sup> January 2018; Received PCOD on 31<sup>st</sup> October 2020



### PROJECT DETAILS

Project Length (Kms)	51.5 Km
Acquisition Date	Jan 2018
Financial Closure	Achieved
Appointed Date	26 <sup>th</sup> Jan 2018
PCOD	31 <sup>st</sup> October 2020
Concession Period after COD	15 Years

### PROJECT COST & FINANCING (Rs. Mn)

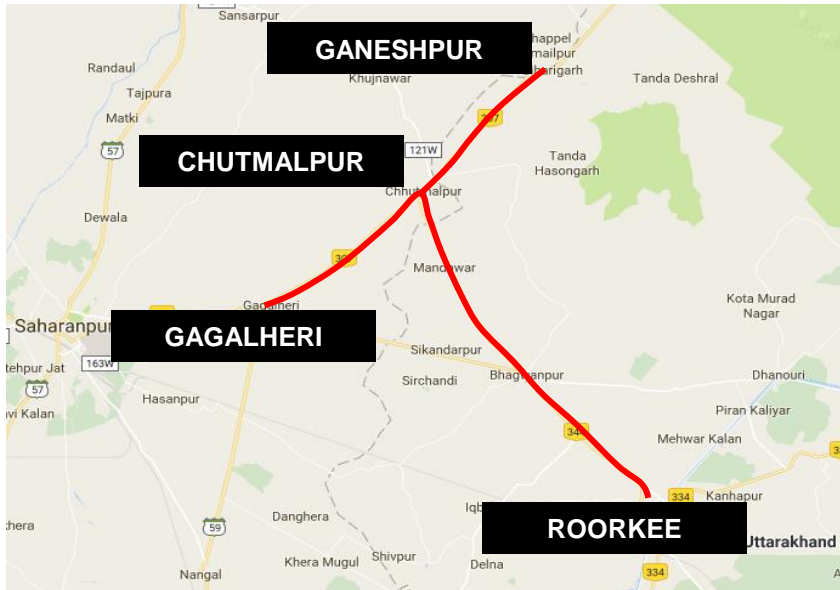
<b>Completion Cost</b>	<b>13,884</b>
<b>Means of Finance</b>	
- NHAI	4,736
- Debt	5,683
- Sponsor's Commitment	1,421
<b>O&amp;M Payment (First Year)</b>	<b>100</b>

\* Completion Cost includes Escalation

### 3 HAM: CHUTMALPUR-GANESHPUR & ROORKEE-CHUTMALPUR-GAGALHERI

**Scope:** 4-Laning of Chutmalpur-Ganeshpur section of NH-72A & Roorkee-Chutmalpur-Gagalheri section of NH-73 in UP & Uttarakhand

**Status:** NHAH declared the Appointed Date as 28th February 2018; Received PCOD on 5th August 2020



#### PROJECT DETAILS

Project Length (Kms)	53.3 Km
Acquisition Date	Jan 2018
Financial Closure	Achieved
Appointed Date	28th Feb 2018
PCOD	5th August 2020
Concession Period after COD	15 Years

#### PROJECT COST & FINANCING (Rs. Mn)

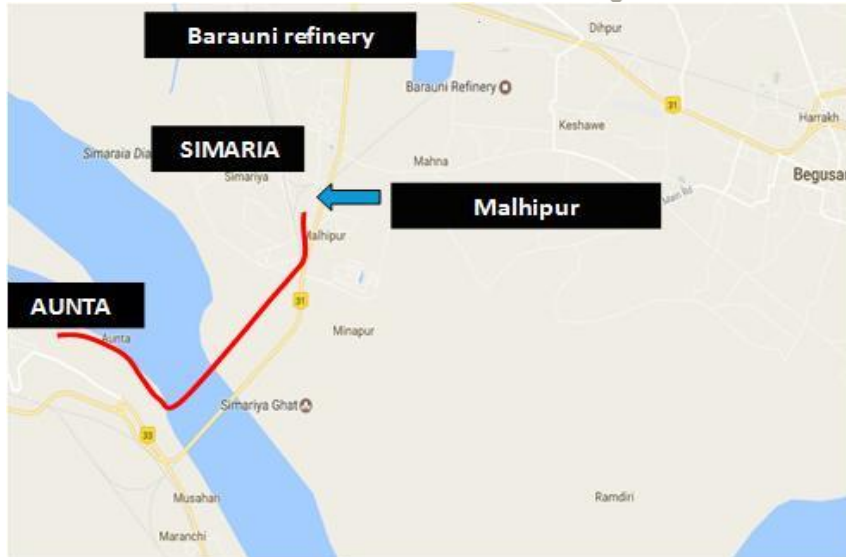
<b>Completion Cost</b>	<b>10,790</b>
<b>Means of Finance</b>	
- NHAH	3,768
- Debt	4,522
- Sponsor’s Commitment	1,130
<b>O&amp;M Payment (First Year)</b>	<b>100</b>

\* Completion Cost includes Escalation

## 4 HAM: AUNTA-SIMARIA (Ganga Bridge with Approach Roads)

**Scope:** Six- Laning from Aunta-Simaria (Ganga Bridge with Approach Roads) Section from km 197.9 to km 206.1 of NH-31 in Bihar. **Includes widest extradosed bridge on Ganga river**

**Status:** NHAH declared the Appointed Date as 30<sup>th</sup> August 2018; execution in full swing



### PROJECT DETAILS

Project Length (Kms)	8.15 Km
Award Date	Aug 2017
Financial Closure	Achieved
Appointed Date	30 <sup>th</sup> Aug 2018
Scheduled Construction Period	42 months
Concession Period after COD	15 Years

### PROJECT COST & FINANCING

(Rs. Mn)

<b>Bid Project Cost</b>	<b>13,465</b>
<b>Means of Finance</b>	
- NHAH	5,726
- Debt	5,665
- Sponsor's Commitment	1,416
<b>O&amp;M Payment (First Year)</b>	<b>99</b>

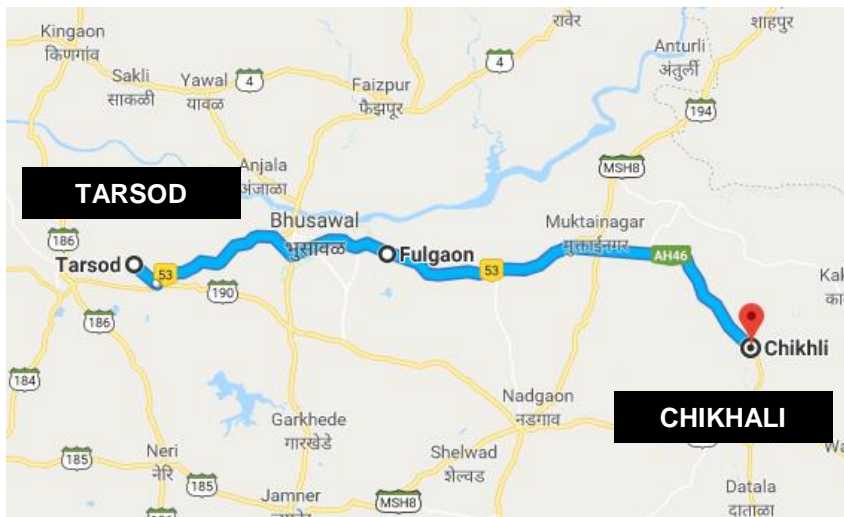
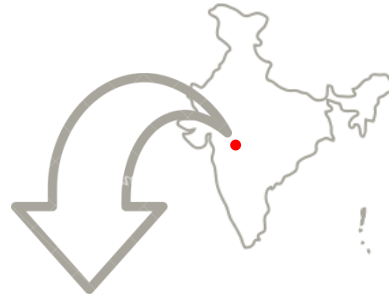
\* Bid Project Cost includes Escalation

5

# HAM: CHIKHALI-TARSOD

**Scope:** 4-laning of Chikhali – Tarsod (Package-IIA) section of NH-6 from km 360.0 to km 422.7 in Maharashtra

**Status:** NHAH declared the Appointed Date as 16<sup>th</sup> January 2019; execution in full swing



## PROJECT DETAILS

Project Length (Kms)	62.7 Km
Acquisition Date	Jan 2018
Financial Closure	Achieved
Appointed Date	16 <sup>th</sup> Jan 2019
Scheduled Construction Period	30 months
Concession Period after COD	15 Years

## PROJECT COST & FINANCING (Rs. Mn)

<b>Bid Project Cost</b>	<b>12,383</b>
<b>Means of Finance</b>	
- NHAH	5,027
- Debt	5,266
- Sponsor’s Commitment	1,317
<b>O&amp;M Payment (First Year)</b>	<b>40.1</b>

\* Bid Project Cost includes Escalation

6

# HAM: PACKAGE NO. AM 2

**Scope:** Upgradation of Roads in Maharashtra State or Two Laning Road/ Two Laning Road with paved shoulder under MRIP Package on Hybrid Annuity Mode (HAM) Package No. AM 2.

**Key Features:** Concessionaire to receive 60% of the Bid Project Cost (BPC) during the construction period (vs. 40% in NHAI projects); balance 40% of BPC and O&M paid in a period of 10 years (vs. 15 years in NHAI projects)

**Status:** Authority declared the Appointed Date as 28th May 2019; execution in full swing



## PROJECT DETAILS

Project Length (Kms)	352.15 Km
Award Date	Nov 2018
Financial Closure	Achieved
Appointed Date	28 <sup>th</sup> May 2019
Scheduled Construction Period	24 months
Concession Period after COD	10 Years

## PROJECT COST & FINANCING

(Rs. Mn)

<b>Bid Project Cost</b>	<b>16,200</b>
<b>Means of Finance</b>	
- Maharashtra PWD	9,840
- Debt	3,563
- Sponsor's Commitment	1,720
<b>O&amp;M Payment (First Year)</b>	<b>315</b>

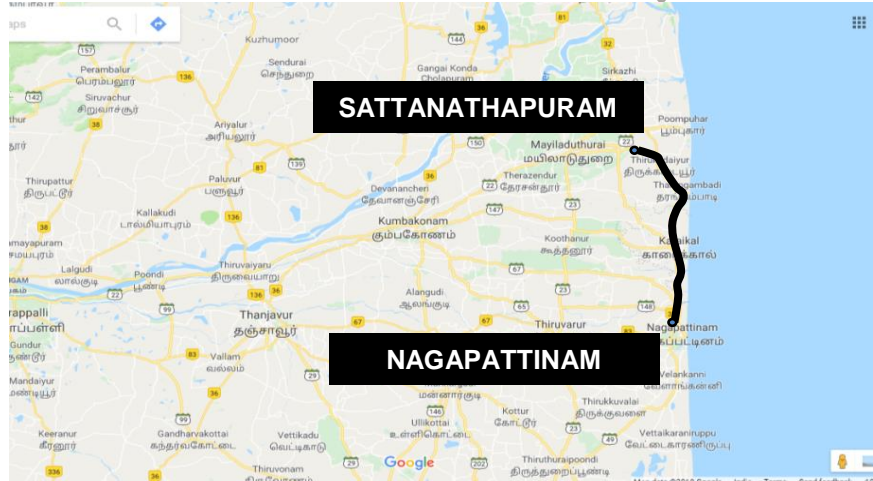
\* Bid Project Cost includes Escalation



# 7 HAM: SATTANATHAPURAM - NAGAPATTINAM

**Scope:** 4 laning of Sattanathapuram to Nagapattinam (Design Ch Km 123.8 to Km 179.6) section of NH-45A (New NH -332) in Tamil Nadu

**Status:** Received Appointed Date on 5th October 2020 with 4 lane road & 4 lane structures as against 4 lane road & 6 lane structures specified in the Concession Agreement. The current land availability is 89% under 3G, balance land is at advanced stage of acquisition by NHAI.



## PROJECT DETAILS

Project Length (Kms)	55.755 Km
Award Date	July 2018
Financial Closure	Achieved
Appointed Date	5 <sup>th</sup> October 2020
Scheduled Construction Period	24 months
Concession Period after COD	15 Years

## PROJECT COST & FINANCING (Rs. Mn)

<b>Bid Project Cost</b>	<b>22,725</b>
<b>Means of Finance</b>	
- NHAI	9,281
- Debt	9,476
- Sponsor's Commitment	2,400
<b>O&amp;M Payment (First Year)</b>	<b>50</b>

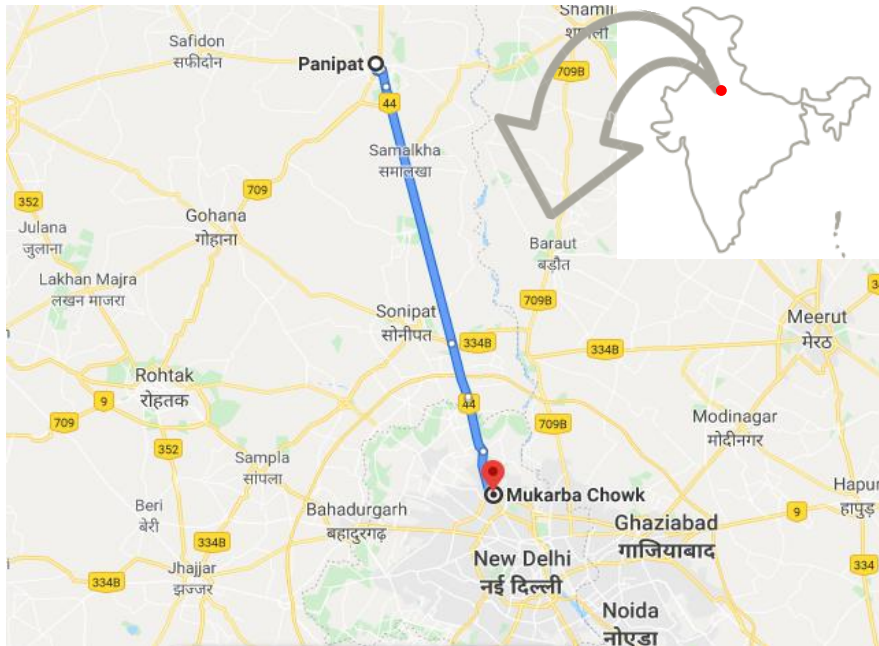
\* Bid Project Cost includes Escalation



# 1 BOT: MUKARBA CHOWK – PANIPAT

**Scope:** 6 to 8 laning from Mukarba Chowk at Km 15.5 and extends to Panipat at Km 86 in the State of Haryana. Project Stretch lies in the Panipat & Sonapat district of Haryana and Delhi

**Status:** Financial tie up in place. Expect to complete the construction by Q2FY22 (PCOD). Execution in full swing. PCOD request submitted.



## PROJECT DETAILS

Project Length (Kms)	71.1 Km
Acquisition Date	June 2020
Financial Closure	Achieved
Scheduled Construction Period	15 months post takeover
Commencement of Tolling	Q2FY22E
Concession End Date	October 2033*

\* Extension of up to 3.5 years possible depending on actual traffic on Target Date of April 1, 2025

## PROJECT COST & FINANCING (Rs. Mn)

<b>Bid Project Cost</b>	<b>21,220</b>
<b>Means of Finance</b>	
- NHAI	1,890
- Debt	12,560
- Subordinate Debt	4,770
- Equity	2,000

# 1 EPC: Varanasi Aurangabad NH2 Project

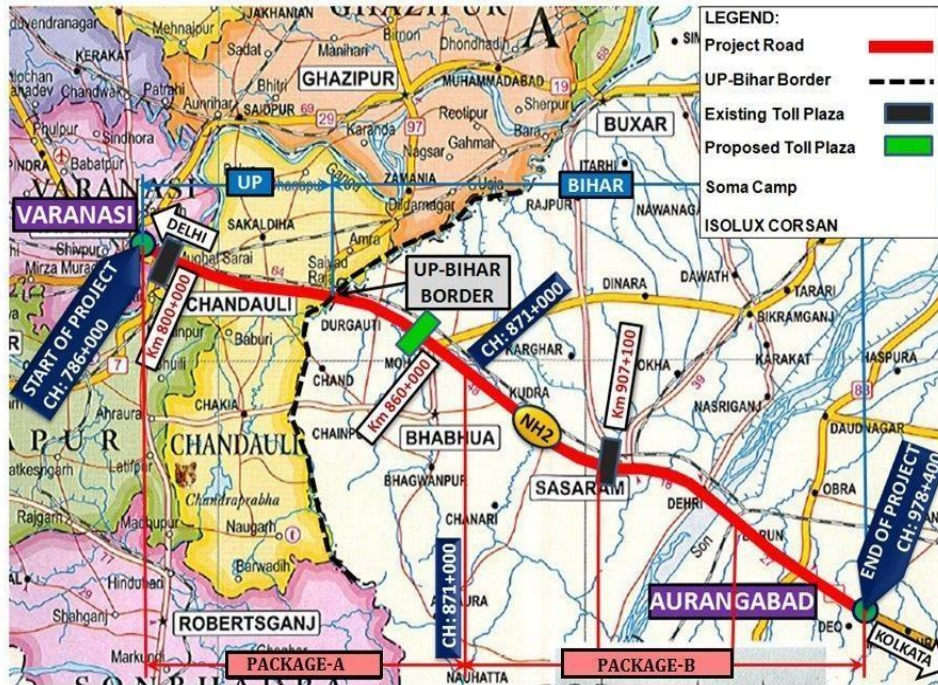
**Scope:** Six laning of Varanasi – Aurangabad section of NH-2 from km 786.00 to km 978.00 (length 192.400 km) in the state of Uttar Pradesh & Bihar

**Status:** The project construction is expected to start in August 2021

## PROJECT DETAILS

Project Length (Kms)	192.4*
Scheduled Construction Period	27 Months

\*Current scope-136 Km ;additional based on descoping approval 56 km



## Major Structures

No.	Item	#	Scope
1	Major Bridge	Nos.	12
2	ROB	Nos.	2
3	RE Wall	Sqm	81,751
4	Minor Bridge	nos.	25
5	Pipe culverts	nos.	92
6	Box culverts	Nos.	32
7	LVUP	Nos.	66
8	VUP	Nos.	19
9	IOCL Crossing	Nos.	NA
10	FLYOVER	Nos.	1

## 2 EPC: UP State Water and Sanitation Mission

**Scope:** Rural Water Supply project under Jal Jeevan Mission by State Water Sanitation Mission UP, scope includes Survey, Design, Preparation of DPR, Construction, Commissioning and O&M for 10 years of various Rural Water Supply Projects in the State of Uttar Pradesh

**Status:** LOA received in Month of January 2021 for 1 Division and February 2021 for 2 Divisions covering 2,544 Villages. Currently DPR preparation is in progress.

### PROJECT DETAILS

Project Scope :	Water Supply to Villages
LOA Date	13-Jan-21
Contract Execution Date	17-Mar-21
Scheduled Construction Period	21 Months
Commercial Operational Date	29-Oct-23
<b>Est aggregate contract value</b>	<b>Rs. 25,000 mn</b>



S No.	Revenue Division	District	No of Villages
1	Varanasi	Jaunpur	747
2	Varanasi	Sant Ravidas Nagar	877
3	Ayodhya	Ambedkar Nagar	241
4	Ayodhya	Amethi	240
5	Meerut	Bulandshahr	439
<b>Total No of Villages</b>			<b>2,544</b>

## OTHER BOT PROJECTS SUMMARY

Experience & expertise of successfully operating water project and 500+ kms of roads

(Rs. Mn)

Sector	Project Name	Location	External Debt on books (March-21)	COD	Concession End
Highways	Himmatnagar Bypass	Gujarat	-	Apr-06	Aug-20
Water Supply	Dewas Water*	MP	486	Sep-08	Jun-37
<b>Total</b>			<b>486</b>		

### \*Dewas Water – Modified Project

- Modified project involves the supply of treated water of up to 23 MLD to industrial customers in Dewas
- PCOD received w.e.f 30<sup>th</sup> April 2019
- FY21 revenue stands at Rs. 103 mn with EBITDA of Rs. 53 mn

### Dewas Bhopal Road Project

- In FY19, 13% residual stake in Dewas Bhopal road project was sold for Rs. 577 million.
- With this, WEL has completely exited the project at a total consideration of Rs. 1,841 million as against its fund infusion of Rs. 854 million implying a multiple of 2.15x



# INVESTMENT IN OIL & GAS BLOCKS: POTENTIAL VALUE ACCRETION

Adani Welspun Exploration Ltd (AWEL), a 65:35 JV between Adani Group & WEL, is the key investment vehicle

Block Name	Location	AWEL Stake	WEL Effective Stake	Status
MB-OSN-2005/2	Mumbai High	100%	35%	AWEL drilled a well and had hydrocarbon discovery-potential GIIP 514 BCF (billion cubic feet). Further studies are being undertaken.
GK-OSN-2009/1	Kutch	25%	8.75%	Operator i.e ONGC is developing FDP based on the which the commercial viability will be decided.
CB-ONN-2005/4	Palej	- *	35%	Ministry has turned down the request letter of the consortium for allowing them to carry out operations in the Block. Other remedies are being explored upon.
B9 Cluster (DSF)	Mumbai High	100%	35%	Field Development Plan (FDP) submitted to DGH; Drilling currently in progress. Gas bearing zone has been encountered and GIIP is estimated at 85 BCF.

Revenue from first block expected in FY24-25