India Indonesia Infrastructure Forum 2018

JAKARTA, INDONESIA

Danny Samuel, CEO – Asia Pacific

IL&FS Transportation
IL&FS Group - Introduction

A leading infrastructure development conglomerate

Strategic relationships with the Central Government of India and State (Provincial) Governments

Pioneer of Public Private Partnership in India that develops and finances infrastructure projects on a sustainable basis

Large shareholdings by State-Owned & Institutional Entities

Credit Ratings: AAA\(^{\#}\) by India Ratings (Fitch), ICRA (Moody’s) and CARE

\(^{\#}\) Ratings for issuer

*As on Dec 31, 2017
# IL&FS Group Companies

## INFRASTRUCTURE VERTICAL

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Vertical</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>IL&amp;FS Transportation Network Limited (ITNL)</td>
<td>Transportation</td>
<td>~14,016 lane km road assets</td>
</tr>
<tr>
<td>IL&amp;FS Energy Development Company Limited (IEDCL)</td>
<td>Energy</td>
<td>2.8 GW of operational capacity across Thermal, Renewable and Gas</td>
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<tr>
<td>IL&amp;FS Maritime Infrastructure Co. Ltd. (IMICL)</td>
<td>Maritime</td>
<td>Associated with US$ 2 Bn maritime assets</td>
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<tr>
<td>IL&amp;FS Education &amp; Technology Services Ltd (IETS)</td>
<td>Education</td>
<td>Over 1 Mn Trainees / Students targeted</td>
</tr>
<tr>
<td>IL&amp;FS Environmental Infrastructure &amp; Services Limited (IEISL)</td>
<td>Waste Mgmt. and Environmental Services</td>
<td>Building Environmental Infrastructure</td>
</tr>
<tr>
<td>IL&amp;FS Technologies Limited (ITL)</td>
<td>Information Technology</td>
<td>Expertise in IT Projects</td>
</tr>
<tr>
<td>IL&amp;FS Township &amp; Urban Assets Limited (ITUAL)</td>
<td>Urban Development and Advisory</td>
<td>Advisory for Smart Cities, Development of GIFT City in Ahmedabad, Development of Stadium in Kerala</td>
</tr>
<tr>
<td>IL&amp;FS Water Limited (IWL)</td>
<td>Water</td>
<td>Urban Water Supply solutions in PPP</td>
</tr>
<tr>
<td>IL&amp;FS Engineering and Construction Co. Ltd (IECCL)</td>
<td>Engineering &amp; Construction</td>
<td>Construction &amp; Project Management Consultancy</td>
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## FINANCIAL SERVICES

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<thead>
<tr>
<th>Company Name</th>
<th>Vertical</th>
<th>Details</th>
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<tbody>
<tr>
<td>IFIN IFIN</td>
<td>Financial Services</td>
<td>Investment Banking Arm</td>
</tr>
<tr>
<td>IIML IIML</td>
<td>Private Equity</td>
<td>US$ 3.5 Bn Assets Under Management</td>
</tr>
<tr>
<td>IIAML IIAML</td>
<td>Mutual Fund</td>
<td>One of the first Infrastructure Debt Funds under MF route in the country</td>
</tr>
</tbody>
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## MARQUE STRATEGIC INITIATIVES

- **Gujarat International Finance Tec-City (GIFT)** (Partnership with Govt of Gujarat)
- JV between Govt. of Rajasthan and IL&FS Energy Development Co Ltd for development of 5000 MW Solar Parks
- Road Infrastructure Dev. Co. of Rajasthan Ltd (RIDCOR) - JV with Govt. of Rajasthan for Improvement of 3,071 lane kms of roads
- ONGC Tripura Power Company Ltd - JV between ONGC, Govt of Tripura and IL&FS for Gas power project (726.6MW)
As of financial year ended Mar 2017, ITNL has a project asset portfolio of US$ 6.7 bn of which US$ 4.4 bn is commissioned.
International Business

Roads Sector – IL&FS Transportation

Advancing Global Footprint

1. USA
2. Mexico
3. Haiti
4. Dominican Republic
5. Columbia
6. Ecuador
7. Bolivia
8. Portugal
9. Spain
10. Nigeria
11. Botswana
12. Ethiopia
13. Kosovo
14. Kazakhstan
15. UAE
16. India
17. China
18. Laos
19. Vietnam

Relevant Facts

<table>
<thead>
<tr>
<th>5</th>
<th>Non-Road Projects</th>
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</thead>
<tbody>
<tr>
<td>4</td>
<td>EPC Projects</td>
</tr>
<tr>
<td>19</td>
<td>Countries</td>
</tr>
<tr>
<td>10,848</td>
<td>BOT Operational, Lane km</td>
</tr>
<tr>
<td>444</td>
<td>EPC Lane km</td>
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<tr>
<td>34,469</td>
<td>International Road Portfolio, Lane km</td>
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Operations & Maintenance (O&M)

- Elsamex S.A. is a specialized maintenance wholly-owned subsidiary of ITNL
- Over 3 decades experience in road maintenance and operations. The Group currently has 22 subsidiaries (12 based in Spain and 10 located outside Spain) and 13 associate companies (5 in Spain and 8 located outside Spain)
- Elsamex maintains over 23,500 lane-kms across countries like Portugal, India, USA, China, Mexico, Dominican Republic, Honduras, Colombia, Ecuador, Peru, East Europe (Albania and Kosovo), Middle East (Abu Dhabi) & Botswana (Africa)
• Project involving 4 – laning of the Chenani Nashri section of National Highway 1 A (NH-1A) including construction of a 9 km long 2 way tunnel along with a escape tunnel of equal length on Annuity basis

• It is Asia's longest bi-directional highways tunnel helping reduce an existing road distance of 41 kms to 12 kms with a total Concession period of 20 years including implementation period of 5 years

• Project debt of Rs. 39.20 bn (US$ 599.75 mn) raised through domestic and overseas lenders in Indian Rupees and US Dollars

• The project was commissioned in March 2017 by the Hon’ble Prime Minister of India, Mr. Narendra Modi and has been conferred the SKOCH Order-of-Merit Award during the 48th SKOCH Summit in June 2017
Gurgaon Metro Rail Link
- Awarded by Haryana Urban Development Authority (HUDA) through concession agreement dated Dec 09, 2009
- Metro link from Delhi Metro Sikanderpur station to NH-8 in Gurgaon (around 4.9 km)
- Concession Period of 99 years; Commenced commercial operations on Nov 14, 2013

Rapid Metrorail Project (South Extension)
- Metro link from Rapid Metro Sikanderpur station to Sector 56 in Gurgaon
- 7 km long link within Gurgaon Central Business District
- Concession Agreement - 98 years; Commenced commercial operations on March 31, 2017
IL&FS is in the process of developing over 17,000 MW of generating capacity in India (by 2019)

Location of Operational & Near Operational Projects (~2,850 MW)

- **Punjab**
  - Capacity: 12 MW
  - Asset Type: Wind

- **Rajasthan**
  - Capacity: 148 MW
  - Asset Type: Wind

- **Gujarat**
  - Capacity: 172 MW
  - Asset Type: Wind

- **Maharashtra**
  - Capacity: 220 MW
  - Asset Type: Wind
  - (127), Biomass (13), Bagasse (80)

- **Madhya Pradesh**
  - Capacity: 120 MW
  - Asset Type: Wind (80MW) & Solar (40MW)

- **Tripura**
  - Capacity: 726 MW
  - Asset Type: Gas, 661 km 400 kV D/C Transmission line

- **Andhra Pradesh**
  - Capacity: 82 MW
  - Asset Type: Wind

- **Karnataka**
  - Capacity: 144 MW
  - Asset Type: Wind

- **Tamil Nadu**
  - Capacity: 1,224 MW
  - Asset Type: Wind
  - (24), Coal (1,200), 47 km 400 kV D/C Transmission line
**Maritime and Logistics Sector – IL&FS Maritime**

**Captive Port at Cuddalore**
- Development of Greenfield Captive Port
- Est. Project Cost Phase 1: USD 223 Mn

**Nana Layja Integrated Maritime Project**
- Greenfield facility on BOO basis
- Est. Project Cost: USD 1876 Mn
- Capacity: Shipyards: 300 ship repair, 20 ship build; Captive Port: 20MTPA
- SEZ: ~3,500 acres of land

**Berths 4 & 5 at Dighi Port (Sub-Concession)**
- Multipurpose Terminals
- Est. Project Cost: USD 123 Mn
- Capacity: 5-6 MTPA each

**Reliance Naval and Engineering**
- Operational Shipyards facility
- As a Financial Investor

**Storage Tank Terminal, Fujairah, UAE**
- IMICL Role Play: Co-developer and Advisor
- Location: Strategically located in the Strait of Hormuz; Approx. 150km from Dubai
- Cargo: Gasoline, Gas Oil, Fuel Oil, Diesel, Jet Fuel & Residual Oil
- Estimated Project Cost: USD 277.62 Mn
IL&FS, through its 100% subsidiary ITUAL (IL&FS Townships and Urban Assets Limited) is developing several state-of-the-art cities/townships across India

Select Initiatives:

- **Gujarat International Finance Tec-City (USD 555 Mn)**
  1. GIFT is designed to be a global financial services hub
  2. 7.5 Mn sq. m. of built-up space, designed for 0.4 Mn working population (including 50,000 residents)
  3. Developed and implemented by a Joint Venture between Government of Gujarat and IL&FS

- **National Games Housing Complex, Hyderabad for 2002 National Games (10000 Athletes)**

- **2007 National Games, Ranchi - Housing Complex for 1800 Dwelling Units**

- **Integrated Township Development in Bangalore spread over 450 acres**
Recent Southeast Asian Projects & Value Proposition for Indonesia
## National Road 1F – People’s Democratic Republic of Laos

### Authority
Ministry of Public Works & Transport, People’s Democratic Republic of Laos

### Construction Period
42 Months

### Delivery Mechanism
- USD 165 Mn
- Design & Build Backed By Financing
- Payment from authority over 7 years

IL&FS has worked to structure the project to the client’s requirements and is also leveraging its immense experience to mobilize funding and coverages from global capital markets.
Recent IL&FS Projects in Southeast Asia

- ITNL has set up a joint venture company in Vietnam under the Elsamex brand. The JSC is established for undertaking road and highway construction, rehabilitation and maintenance.
- Through this Company, ITNL introduced Micro-surfacing under its brand Macroseal® in the Vietnam market for preventive and reactive road maintenance.
- Macroseal® is a well known cost-effective solution for customers with large road portfolios and limited maintenance budget. It is also well suited for corrective maintenance/ remedy of defects on pavement as well as acts as a water-proofing layer to retard oxidation, preventing surface water infiltration, helps extending the life of service of pavement.
Our Diverse Roles:
• Equity Investor (Greenfield and Brownfield Projects)
• Project Developer and Advisor
• Design and Engineering
• Supervision and Quality Control
• Operations and Maintenance

Flexible Collaboration Opportunities

Value Propositions

Project Identification
- Assist with project identification
- Pre Feasibility Studies
- Implementation Framework

Project Development
- Detailed Feasibility
- Bid Process Management
- Contract Management

Project Implementation
- Developer/Financier
- Contractor/Project Manager
- Operations and Maintenance

Headquartered in India, IL&FS has international operations in over 20 countries. The international arms of IL&FS have many international ventures including the YuHe Expressway in Chongqing China, Elsamex S.A. in Spain, Land Registry Project in Philippines, Microsurfacing in Vietnam, OPRC projects in Botswana and Ethiopia, Financial services internationally (in HK, Singapore, Dubai and London), Car Park concession for Supreme Courts in Dubai, Road Maintenance projects in USA and Latin America.
IL&FS has a keen interest to expand into the Indonesian infrastructure market, being one of the fastest growing economies in ASEAN.

Targeted Project and Joint Venture Opportunities include:
- In the road and highways sector: for EPC, EPC + Finance, Deferred Payment PPPs
- In the rail sector: in elevated urban rail construction and O&M of urban rails
- In the Maritime Sector: Tank Terminal Projects and Operations
- In the Energy Sector: for renewable projects based on Solar and Wind energy
- Exim Bank of India funded infrastructure projects
Thank You