



Together We Make Tomorrow Happen

SREI INFRASTRUCTURE FINANCE LIMITED

CORPORATE PROFILE DECEMBER 2018

VISION

To be the most inspiring global holistic infrastructure institution



MISSION

To be an Indian multinational company providing innovative integrated infrastructure solutions

1989	▶ Started operations and identified infrastructure sector as the core business
1992	▶ Initial Public Offering. Currently listed on all major Stock Exchanges BSE, NSE and CSE
1997	▶ International Developmental Institutions - IFC, Washington (World Bank Group); DEG (Owned by Govt. of Germany) & FMO (Owned by Govt. of Netherlands) invested as strategic equity partners
2005	▶ 1st Indian NBFIs to list on the London Stock Exchange
2008	▶ JV with BNP Paribas for equipment financing business
2009	▶ Strategic partnership with Tata Group for Passive Telecom Infrastructure business
2010	▶ Synergistic integration of Srei and Quippo to create a fully integrated holistic infrastructure institution
2011	▶ Infrastructure Finance Company and Public Finance Institution status
2016	▶ Sells stake in Viom to ATC, Equipment Financing arm becomes 100% Subsidiary w.e.f, 17 th June,2016
2017	▶ BRNL – Initial Public Offer



Hemant Kanoria - Chairman & Managing Director

He has over 39 years of experience in industry, trade and financial services. He is currently serving as Board Member in the Indian Institute of Information Technology, Guwahati, Neotia University and New Delhi Institute of Management.



Sunil Kanoria - Vice Chairman

He has more than 29 years of experience in the financial services industry. He is the immediate past President of The Associated Chambers of Commerce & Industry of India, nominated Council member of The Institute of Chartered Accountants of India and the former Governing body member of the Construction Industry Development Council (CIDC). He is also presently the Honorary Consul of Spain in Kolkata, with jurisdiction over the State of West Bengal.



S. Rajagopal

He is the former Chairman & Managing Director of Bank of India and Indian Bank and has more than 41 years of experience in the banking industry.



S. Chatterjee

A seasoned professional, he has over 45 years of experience in Retail, Commercial, Investment Banking and NBFC. Associated with the State Bank of India for 26 years, he has extensive exposure in the area of International Banking at SBI, London and as the Chief Representative in Washington DC having worked closely with IFC, World Bank and IMF.



Dr. Punita Kumar Sinha

She has focused on investment management and financial markets during her 27 year career. She spearheaded some of the first foreign investments into the Indian equity markets in the early 1990s. Currently, she is the Founder and Managing Partner, Pacific Paradigm Advisors, an independent investment advisory and management firm focused on Asia.



Malay Mukherjee

He has over 40 years' of experience in the field of Banking and NBFC including Venture Funding, Factoring and Broking. He is the former Chief Executive Officer (CEO) and Managing Director of IFCI Limited and also the former Executive Director of Central Bank of India.



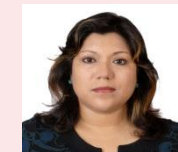
R. K. Agarwal

He has over 40 years of experience in various fields like Audit, Taxation, Company Law, Consultancy etc. He has been a Partner with S. R. Batliboi & Co. (Member firm of Ernst & Young in India) since 1978 and was the Managing Partner of the Firm at the time of his retirement in June, 2013.



Balaji Viswanathan Swaminathan

He has over three decades of experience in various leadership roles in the domain of finance and consultancy. He was the CFO of ICICI Bank and President - International at Westpac Banking Corp. Asia. Mr. Swaminathan has previously served on various boards including JSW Steel Ltd., McLeod Russel India Ltd., Firstsource Solutions Limited etc.



Dr. Tamali Sengupta

She has over 32 years of experience in the legal field and is a specialist in transnational legal transactions in media, real estate development, insurance and infrastructure. She is a widely published author and is a Fellow of the Centre of International Legal Studies at Salzburg. She is the Principal of T. Sen Gupta & Associates, a corporate law practice based in New Delhi.

COMPANY OVERVIEW

STRATEGIC & FINANCIAL ALLIANCES



Our Credentials - Leading financial institutions have invested in and/or financed Srei and its subsidiaries/JVs



FOCUSED INFRASTRUCTURE SOLUTION PROVIDER

ASSET FINANCE GROUP

EQUIPMENT FINANCING

CONSTRUCTION EQUIPMENT
RENTALS

EQUIPMENT VALUATION &
AUCTIONS

INFRASTRUCTURE FINANCE GROUP

DEBT

PROJECT FINANCE,
INFRA DEBT FUND

EQUITY

PE / VENTURE FUND,
PROJECT EQUITY

MEZZANINE

STRUCTURED
FINANCE

ADVISORY

PROJECT ADVISORY

CAPITAL MARKETS - INVESTMENT
BANKING ADVISORY

STRONG EXPERTISE ACROSS SECTORS - TRANSPORTATION, POWER, TELECOM, RURAL INFRASTRUCTURE, URBAN INFRASTRUCTURE, SEZ / INDUSTRIAL PARKS, PORTS

END TO END INFRASTRUCTURE SOLUTIONS

LEVERAGING OUR DEEP DOMAIN KNOWLEDGE ACROSS SECTORS AND STRONG RELATIONSHIPS IN THE INFRASTRUCTURE SPACE

INFRASTRUCTURE FINANCE GROUP THROUGH VARIOUS PRODUCT OFFERINGS :

OFFERING →

Infra Finance – Loan Book

3 decades of in-house expertise in Project Finance & Advisory.
Disbursements of around Rs.464.3 bn from FY'11 to 9MFY19



ASSET FINANCE GROUP THROUGH ENTIRE EQUIPMENT LIFECYCLE :

OFFERING →

Asset Finance

Market leader with ~33.0% market share
Disbursements of around Rs.973.6 bn from FY'11 to 9MFY'19



Construction Equipment Rentals

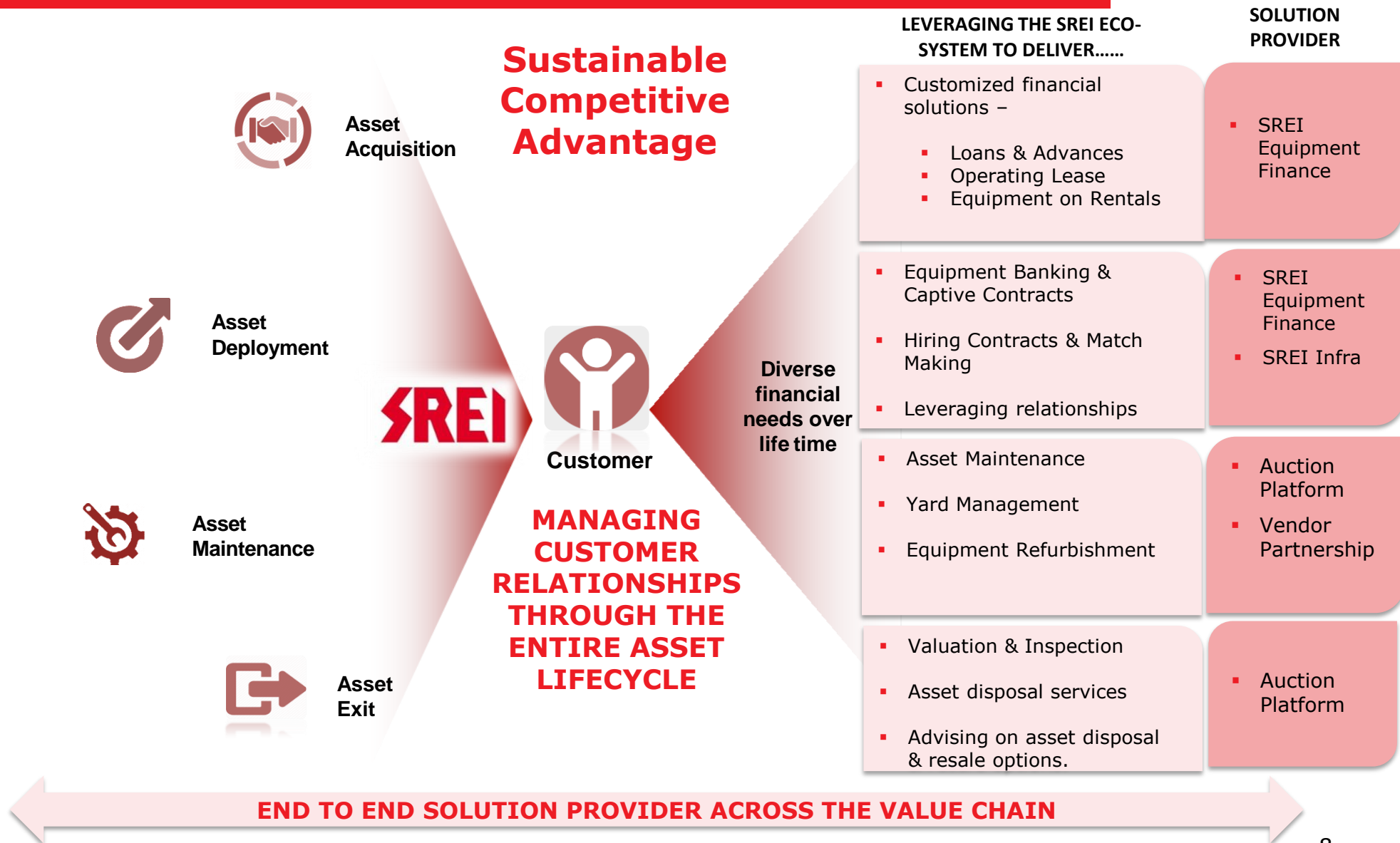
One of India's largest infrastructure equipment rental company focussed on Construction.



Equipment Valuation & Auctions

Leading Player with Pan India presence and in-depth knowledge of Construction Equipment segment offering valuation and auctioning services





ASSET FINANCE BUSINESS



STRONG PEDIGREE

- SREI Equipment Finance Limited (SEFL) is a 100% subsidiary of SREI Infrastructure Finance Ltd (SIFL)
- Established in 1989, SREI Infrastructure Finance Ltd (SIFL) has 3 decades of experience and expertise in the Infrastructure space.

MARKET LEADERSHIP

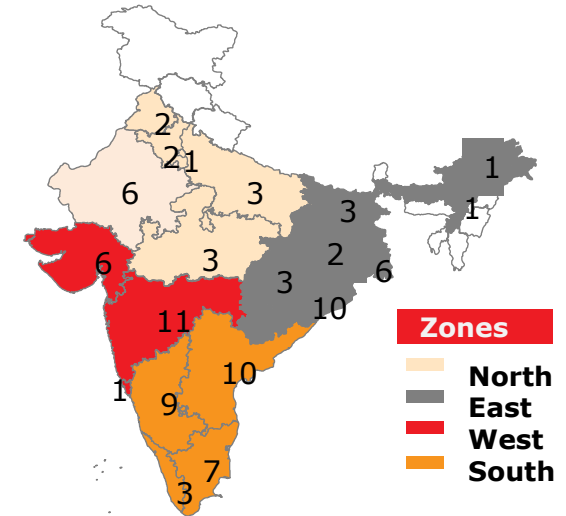
- Largest construction & mining equipment financier in India with over ~33.0 % market share, with a customer base of 100,000@ built and nurtured over last 29 years.
- Current Earning Assets of Rs. 26,918 crs as on 31st Dec, 2018.
- Total disbursement in 9MFY19 was Rs.10,934 crs

Business Verticals

Verticals	Asset Class
Construction & Mining	Construction Equipment - New & Used
Material Handling	Crane, Forklift, Reach-Stacker
Transportation	Tippers
Rural	Tractor, Harvester
IT	Hardware / Software
Healthcare	Medical Equipment

*Well spread branch network helps (i) to tap growing demand & (ii) develop customer insights @ current customer

*STRONG DISTRIBUTION NETWORK



ZONE WISE PORTFOLIO SPLIT

Zone	No. of branches	Disbursements (1) YTD Dec'18 (%)
North	21	27
East	22	24
West	18	23
South	29	26
Total	90	100

Established Brand

- Focused Infrastructure Financier & Solutions Provider
- 3 decades of business experience
- Longstanding relationship with players across the infrastructure value chain



Wide Spectrum of Product Offerings

- Customized debt financing solutions and structured finance solutions
- Strategic mezzanine solutions for key infrastructure projects
- Fee based services



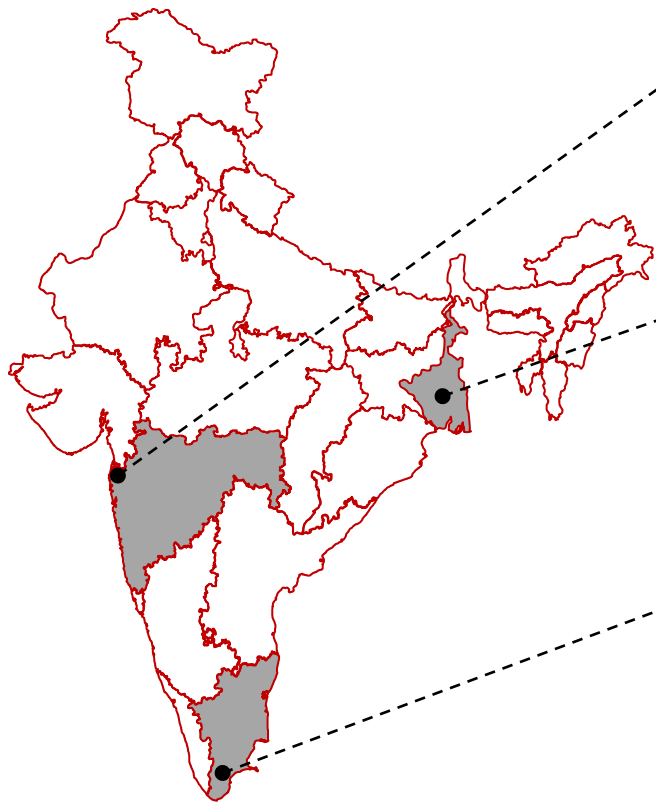
Business of Strategic Importance

- Classified as "Infrastructure Finance Company" (IFC)
- Notified as "Public Financial Institution" (PFI) by the Ministry of Corporate Affairs"

STRATEGIC INVESTMENTS

- **SEZ/INDUSTRIAL PARK**
 - **POWER – IPCL-DPSC**
 - **ENVIRONMENT MANAGEMENT**

Srei ventured into greenfield development of Special Economic Zones and Industrial Parks in 2008-09 to capitalise on India's growing need for rapid industrial growth



Services & Education City , Mumbai (Attivo Economic Zone, Mumbai)

- Biotech , IT / ITeS SEZ , residential units , commercial ,resort , etc, located on Alibag - Mumbai Road
- 60 Km from south Mumbai.
- Total Project Area: 350 acres (Phase 1)
- Acquired Area : 345 acres

Industrial Park, Kharagpur (Attivo Economic Zone, Kolkata)

- Industrial Park near Kharagpur, West Bengal.
- In partnership with West Bengal Industrial Infrastructure Development Corporation (WBIIDC).
- Total Project Area: 257 acres
- Acquired Area : 128 acres

Multi Product SEZ at Nanguneri, Tamil Nadu (AMRL Hitech City)

- The total project area: 2518 acres.
- 1,700 acres for industrial processing zone.
- 818 acres for residential township / commercial and other non-processing activities.
- Phase 1 – 1104 acres launched
- Fully acquired

STRATEGIC INVESTMENTS

- SEZ/INDUSTRIAL PARK
- **POWER – IPCL-DPSC**
- ENVIRONMENT MANAGEMENT



INDIA POWER CORPORATION LIMITED – AN INTEGRATED POWER UTILITY, ENGAGED IN GENERATION, DISTRIBUTION AND TRANSMISSION

STRONG DISTRIBUTION NETWORK WITH T&D LOSS OF LESS THAN 3% AGAINST COUNTRY AVERAGE OF 25%*

CURRENT POWER GENERATING PORTFOLIO INCLUDES THERMAL, SOLAR & WIND POWER

- **Established in 1919, DPSC Ltd. is a power utility company acquired by IPCL in 2010.**
- **Main business of IPCL-DPSC comprises of:**
 - Transmission & distribution of electricity for public and private purposes
 - Generation and procurement of electrical energy
 - License area of 618 sq.Km in high growth industrial belt in Asansol – Raniganj area, West Bengal

STRATEGIC INVESTMENTS

- **SEZ/INDUSTRIAL PARK**
- **POWER – IPCL-DPSC**
- **ENVIRONMENT MANAGEMENT**

Srei "Swach" project provides an integrated solution to water and waste water management, solid waste management and recycling



Business Model

- Provides cutting edge solutions with world class technology to water and waste water management, solid waste management and recycling to both public and private sectors

Project Under Implementation

- Awarded with the prestigious Nangloi Water Supply (PPP) contract in Delhi, in partnership with JV partner Veolia Water
- The contract is of 15 years and around \$ 103 million will be invested in the water treatment and distribution system.
- Project taken over during Sept 2013 from Delhi Jal Board (DJB) and is under implementation

Global Technology Partners



FOR ANY FURTHER QUERIES, PLEASE CONTACT:



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Disclaimer

In this communication we have disclosed certain forward-looking information to enable investors to comprehend our future prospects and take informed investment decisions. This report and other statements – written and/or verbal - that we periodically make/publish contain forward-looking statements that set out anticipated results based on the management's plans and assumptions for future growth and development of the organizations. We have tried wherever possible to identify such statements by using words such as anticipate, estimate, expects, projects, intends, plans, believe, and words of similar substance in connection with any discussion of future performance.

We do not guarantee, warrant and/or recommend, express or implied, as to the accuracy or completeness of such assumptions and that these forward-looking statements will be realized, although we believe we have been prudent in assumptions which are subject to dynamic changes. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Prospective investors are recommended to take their decisions based on interpretations and assumption of such published forward looking statements. . We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise. Moreover, neither we or any other company or subsidiary of the Srei Group, nor any of its officers, directors or employees accept any liability or responsibility in respect to the information or any assumptions expressed herein.

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