

MARG continues growth with robust performance in FY2011-12
Revenue and Net Profit increase by 38% and 85% respectively

Financial Highlights

Full year FY2011-12

- FY 2011-12 Standalone revenue at Rs.1,501 crores, EBITDA at Rs.136 crores, PAT at Rs.111 crores
- Compared to FY 2010-11, revenue grew by 38% and PAT by 85%

Q4 2011-12

- Standalone revenue at Rs.392 crores in Q4 FY12 compared to Rs. 361 crores in Q4 FY11
- EBITDA for Q4 FY12 is Rs.28 crores and PAT is Rs. 15 crores

Business Highlights

- Karaikal Port handled 6.01 MMT of multi-cargo in FY2011-12 and reported a top line of Rs.220 crores, EBITDA – Rs. 99 crores and a PAT of Rs. 32 crores
- EPC revenue at Rs.1,440 crores in FY2011-12, increase of 43% YoY – share of external EPC at 41%; Current order book at around ~Rs. 3,250 crores
- MARG Swarnabhoomi's FY2011-12 revenue stood at Rs.88 crores EBITDA at Rs. 13 crores and PAT at Rs. 2 crores
- MARG ProperTies, the real estate arm of MARG has sold 0.53 million sq ft (497 units) in FY2011-12, with sale value of Rs.157 crores

Note

1. MARG Standalone financial numbers are 'Reviewed'
2. Subsidiary numbers are unaudited and provisional
3. All financial figures have been rounded off to the nearest whole number



MARG Limited – Standalone Entity

Financial Performance

<i>INR Crores</i>	FY 2011-12	FY 2010-11	Y-o-Y Change
Revenue	1,501	1,085	38%
EBITDA	136	128	6%
PAT	111	60	85%

Performance of Business Verticals

EPC Business

- EPC revenue of MARG Limited at Rs. 382 crores in Q4 FY 2011-12
- The full year revenue stands at Rs.1,440 crores, increase of 43% Y-o-Y
- Current EPC order book at around ~Rs.3,250 crores, external orders account for ~30%
- Successfully completed & handed over residential Building for NBCC (Rohtak), Non Plant building for IOCL & HPCL, ELCOT IT Park project at Trichy, PADCO Housing etc
- Won prestigious external projects including orders from Bhavnagar Energy Corporation Limited, Lucknow Development Authority, National Building Construction Company Ltd
- Almost doubled the value of Plant & Machinery and other construction equipments in current financial year.

Marine Infrastructure

Karaikal Port

- During Q4 FY 2011-12, handled a traffic of 1.62 million tonnes of multi cargo & 56 major vessels including 0.87 million tonnes of cargo handled during March 2012 being the highest cargo handled in a single month.
- During FY 2011-12, handled 6.01 million tonnes of multi cargo & 191 major vessels vis-à-vis 4.75 million tonnes & 122 major vessels handled in FY 2010-11. – Y-o-Y growth of 26.53% and 56.56% respectively
- Successfully handled the MV Manousus P in March 2012 with a parcel size of 72,848 MT of coal cargo– the biggest cargo vessel handled till date



MARG Limited – Q4 and Full Year FY2011-12 Performance

- During Q4 FY 2011-12, handled 290 rakes. Handled 1,087 rakes in FY 2011-12 vis-à-vis 745 rakes in FY 2010-11 and handled 1,859 rakes since commencement of railway operations at the port
- Handled the first crude oil vessel for CPCL in Feb 2012.
- Agreement signed with Ascent Capital Advisors Private Limited for a PE Investment of Rs. 200 Crores - Availed the drawdown through Primary of Rs.50 crores and Secondary of Rs.150 crores
- Signed term sheet with Jacob Ballas for PE Investment of Rs.100 crores (Primary) and Rs. 100 crores (Secondary from IIF to JB); Rs. 100 crores received from JB in Karaikal Port in April 2012.
- Receipt of sanction from IIFCL for partial takeout of Rs.86.21 crores out of Phase 1 term loans at a lower Rate of Interest
- In Q4 FY2011-12, Karaikal Port's revenue stood at Rs. 57 crores
- For FY2011-12 Karaikal Port achieved a top line of Rs. 220 crores; EBITDA of Rs. 99 crores and a PAT of Rs. 32 crores

Karaikal Port – Financial Performance

<i>INR Crores</i>	FY 2011-12	FY 2010-11	Y-o-Y Change
Revenue	220	169	30%
EBITDA	99	79	25%
PAT	32	24	32%

Urban and Industrial Infrastructure

MARG Swarnabhoomi

Engineering SEZ

- MOU/Leases signed with M/s Tecpro Energy Systems, M/s Twin Disc (Far East) Pte Ltd, M/s Eswari Electricals and M/s Kwik Patch Ltd taking the total number of units in LES to 8 in FY-12 compared to 4 in FY-11.
- M/s Virgo Engineers, M/s P.H.Hydraulics and Pneumatics, M/s Eswari Electricals and M/s Vanspall Associates have started operations from their plant in the engineering SEZ in FY-12 taking the number of operational units to five in FY-12 as against one unit in FY-11.
- Total exports from the engineering SEZ in FY-12 was 1221 lakhs, apart from this SEZ to SEZ and SEZ to DTA Sales of 677 lakhs.



Science and technology Park

- Construction of phase-I spread over 210,000 sq ft of Wet Laboratory building is underway in MARG Swarnabhoomi.
- M/s Biophenolika Polymers has obtained approval from the Development Commissioner of State Government of Tamil Nadu for setting up an R&D Center in Polymers.
- Virginia Tech University has signed MOU and is in the process of setting up its Centre of Excellence in Science and Technology Park.
- Institute of Clinical Research India (ICRI), a leading player in Clinical Research Training in India is in advanced stages of setting up a campus at the Science Park.

Multiservices-Processing

- Executed Lease Agreement with Exemplarr Worldwide for their Operations Center/EXCEL Finishing School (Exemplarr Center for Employability and Learning) at Amrita Research and Innovation Park (ARIP) and it has been inaugurated on 23rd May 2011 by CTS Vice Chairman-Mr. Lakshminarayan.
- Subsequently, The EXCEL finishing school has commenced its first batch of certification program targeting ITES Sector in e-publishing at Amrita Research and Innovation Park (ARIP). The finishing school concept is set to bridge the gap between skill sets produced at universities and skill sets required by industries.
- In principle agreement with International Institutes of repute from Australia to set up vocational training institutes at ARIP.
- Discussions on with few of the IT majors for setting up their training cum operation centre at MARG Swarnabhoomi
- The Team is in advanced stages of discussion with a Singapore-based International School to setup a IB school at MARG Swarnabhoomi.

Multiservices-Non-Processing

- A Polyclinic and convenio store are currently operational in MARG Swarnabhoomi to cater to the needs of its employees and residents
- Initial discussions are in progress for setting up a multipurpose sports complex, a golf course and a sports medicine centre at MARG Swarnabhoomi.
- In discussion with a Chennai based adventure sports operator to setup a Adventure Sports cum out bound activity center at MARG Swarnabhoomi.



MARG Limited – Q4 and Full Year FY2011-12 Performance

- In discussion with an established operator to provide Serviced Apartment services at MARG Swarnabhoomi to serve both the internal demand and the tourist population of ECR.

Education Services

- MARG Navjyothi Vidyalaya was launched and got affiliated to the CBSE within 7 months of its inception. The current total count of students is 223.
- MARG Institute of Design and Architecture Studies (MIDAS) was launched and is currently functioning with 56 students with exposure to international industry architects from Spain and Singapore.
- 76 students have already graduated from Swarnabhoomi Academy of Music (SAM)
- MARG Swarnabhoomi Academy of Music (SAM) has produced three bands, gaining recognition. SAM is in the process of signing an international experience agreement with an international music school based out of Minnesota.
- MoU signed with Malaysia based Limkokwing University of Creative Technology to provide industry-driven programmes on Games, Animation, Creative Multimedia, Advertising, Fashion & Hair Design, Interior Design, Product Design and Tourism Management etc.
- In final stages of signing up with a leading international school in Singapore to offer international baccalaureate (IB)/Cambridge Curriculum(IGCSE) in K12 segment.

Residence

- MARG adjudged the second leading developer in Chennai city in Residential sales.
- 755 flats sold in FY 11-12 with a sale value of Rs 126 Crores.
- Launched Swarnabhoomi Cityscapes, the plot sales vertical and created one more revenue generating vertical for the business.

MARG Swarnabhoomi – Financial Performance

- For FY2011-12, revenue stood at Rs. 88 crores, EBITDA at Rs. 13 crores and PAT at Rs. 2 crores



Real Estate

MARG ProperTies – Residential Business

- MARG adjudged the second leading developer in Chennai city in Residential sales.
- The Brand Mascot, Mr. Joy was launched and this unique concept won “Most Innovative Marketing Campaign” pipping some of the leading brands in the real estate sector.
- Brand Presence of Marg ProperTies got enhanced with the launch of 2nd Home Shoppe during Feb 2012 in the growing IT corridor (OMR).
- As part of our continuous customer engagement “Connexions” program was conducted. More than 700 customers graced the event.
- Projects like Pushpadruma, Vishwsakthi (Phase-1), Lakshna and Kalpavriksha (Phase-1) are sold out.
- More than 200 units in Pushpadruma are already handed over
- 95 units (100,000 Sq.Ft) were sold in Q4 2011-2012 with sale value of Rs.29 crores taking the total units sold to 497 and sale value of Rs. 157 crores in FY 2011-12
- Cumulatively at ITD level (Till March 2012), 1727 units (1.85 million sq.ft.) has been sold with sale value of Rs.468 Crores.

MARG Junction, OMR – Commercial Business

- The project is expected to commence operations in FY-13.
- Key clients include PVR, Shoppers Stop, Hyper City; mini-anchors confirmed / LOI are Reliance Trend, Blue- O & Times Zone; Vanilla clients include Rayban, HP, Dosa plaza, Marry brown, Riyaa, EVA, Levis, Pavers England, Lee, Wrangler, Woodlands, Denizen, Archie’s, Casio, Nike, Mufti, Begum, W, Canon, Kushal’s jewelry, Puma, INC.5, New U.
- Agreement with Shangri-La has been executed for development of Hotel & interior design concept is almost finalized.

Other Highlights

Awards received

- Hatrick of awards at the prestigious “India Leadership Conclave 2011” held at Mumbai
 - India’s Most Admired Infrastructure Company 2011
 - Excellence in Social Service for CSR



MARG Limited – Q4 and Full Year FY2011-12 Performance

- Innovative CEO of the year
- Conferred with the 'Asia Pacific Excellence Award 2011' at International conference on Indo-Nepal Friendship & Economic co-operation held at Kathmandu on 21 May 2011
- "Indian Leadership Award for Industrial Development" conferred on GRK Reddy towards his contribution to Nation building & holistic regional growth at New Delhi by All India Achievers Foundation on 11th June 2011
- MARG Karaikal Port awarded as 'Emerging Port of the Year' at South East Cargo & Logistic Awards in July 2011 at Chennai
- Two awards at 'Construction Week Awards 2011' at Mumbai
 - GRK Reddy as "Infrastructure person of the year"
 - MARG Karaikal Port - "Seaport project of the Year"
- GRK Reddy awarded as 'Person of the Year' at 4th GIREM Leadership Summit in September 2011 at Goa
- GRK Reddy recognized as 'Outstanding Entrepreneur' at Asia Pacific Entrepreneurship Award in November 2011 at New Delhi
- MARG limited recognized for its "Outstanding contribution in Port Sector projects" at the EPC World Awards 2011 held at Bangalore on 17th Dec 2011
- "Special Jury Award" for GRK Reddy at the 'Gateway Awards of Excellence – Port & Shipping 2012' on 19th January 2012 at New Delhi
- MARG Karaikal Port recognized with 'EXIM Achievement Award' for its operational efficiency in EXIM operations by Tamil Chamber of Commerce on 7th February 2012
- GRK Reddy conferred with "Exemplary Leadership Award" at the India Leadership Summit 2012 organised by Bengal Chamber of Commerce & Industry, Kolkata
- GRK conferred with the title 'Real Estate Icons of India' 2012 - an exclusive listing of distinguished Industry leaders in India
- 'Innovative Real Estate Marketing Campaign of the Year' acknowledging a path breaking 'Mr.Joy' campaign in 2011 by Realty Plus Magazine
- Most Prestigious 'Golden Peacock Award' for MARG's CSR initiatives by Institute of Directors (IOD) in April 2012

