

MARG Limited Q1 – FY 2012-13 Updates

Financial Highlights

Q1 FY2012-13

- Standalone operational revenue at Rs.232.7 crores in Q1 FY13 ; Net Income (PAT) at Rs. 58.1 crores for same period

Business Highlights

- Karaikal Port handled 1.57 MMT of multi-cargo in Q1 FY13 and reported a top line of Rs.53.6 crores and EBITDA of Rs. 26.2 crores
- EPC revenue at Rs.220.9 crores in Q1FY13; Current order book (unexecuted) at around Rs. 3400 crores
- MARG ProperTies, the real estate arm of MARG sold 150,000 sq ft (145 units) in Q1FY 13, with sale value of Rs.48 crores; Residential Sales at MARG Swarnabhoomi project was 132,000 sq ft in Q1FY13 with sales value of Rs. 24.1 crores
- Swarnabhoomi CityScapes (Plot Sales) - 155 villa plots were sold during Q1 FY13

MARG Limited – Standalone Entity

Financial Performance

<i>INR Crores</i>	Q1 2012-13	Q1 2011-12
Operations Revenue	232.7	308.0
PAT	58.1	11.8

Performance of Business Verticals

EPC Business

- Revenue stands at Rs. 220.9 crores in Q1 FY13
- Unexecuted Order Book at around Rs. 3400 crores as on 30th June 2012
- EPC is continuing to expand its customer base by venturing into competitive bidding for Industrial Projects in India & Gulf countries

Note

- MARG Standalone financial numbers are 'Reviewed'
- Financial Information of the subsidiaries is unaudited and provisional



Marine Infrastructure

Karaikal Port

- Handled 1.57 million tonnes of multi cargo & 49 major cargo vessels in Q1 FY13 vis-à-vis 1.48 million tonnes & 38 vessels handled in Q1 FY12 – an increase of 6% and 29% respectively
- Handled 286 rakes in Q1 FY13 compared to 195 in Q1 FY12
- Added new cargo in Edible Oil (Import); Fire Clay (Export); Refined Sugar (Export) and Lime Stone (Import)
- In Q1 FY13 Karaikal Port reported a top line of Rs. 53.6 crores, EBITDA – Rs. 26.2 crores as against the revenue of Rs.49.4 crores, EBITDA Rs. 22.7 crores in Q1 FY12
- NYLIM Jacob Ballas invested Rs. 200 crores - Primary Rs. 100 crores and a secondary investment of Rs. 100 crores in April 2012
- Availed from IIFCL, the partial takeout of Rs.86.21 crores at a lower rate of Interest out of Phase 1 Term Loan
- Standard Chartered Private Equity invested Rs. 130 Crores in June 2012 – Primary Rs.20 crores and Secondary Rs.110 crores
- Received the “Innovative Port of the Year” Award at South East CEO Conclave organized by EXIM India on 13th July 2012

Karaikal Port – Financial Performance

<i>INR Crores</i>	Q1 2012-13	Q1 2011-12	Q-o-Q Change
Revenue	53.6	49.4	9%
EBITDA	26.2	22.7	15%

Urban and Industrial Infrastructure

MARG Swarnabhoomi

Engineering SEZ

- Total physical exports from the SEZ units worth Rs. 8.43 crores and deemed physical exports worth Rs. 0.5 crores in Q1 FY13 vis-à-vis nil in Q1 FY12.

Multiservices-Processing

- Signed MOU's with Limkokwing University of Malaysia, Central Institute of Technology of Western Australia and ITE Education Services Pte Limited of Singapore for over 250,000 sq ft of leasable space; these institutes will offer courses in various fields in the academic and vocational categories.
- Construction of Science and Technology Park spread over 230,000 sq ft is underway at Swarnabhoomi



MARG Limited – Q1 FY2012-13 Performance

Education Services

- MARG Navjyothi Vidyalaya was launched in FY12 and has successfully entered into its second year of operation. The current count of students in Marg Navjyothi Vidyalaya School is 400
- MARG Institute of Design and Architecture Swarnabhoomi (MIDAS) launched in FY12 offers five year undergraduate program in Bachelor of Architecture. It has successfully completed admissions in the current year. 135 students are presently enrolled in the course offered by MIDAS
- Swarnabhoomi Academy of Music (SAM) is the first ever professional college for music in India offering a range of programs in contemporary music that includes rock, jazz, classical and world music and 226 students have already graduated from Swarnabhoomi Academy of Music (SAM)
- Swarnabhoomi Academy of Music has partnered with McNally Smith an international music school based out of Minnesota to enable SAM students to pursue a degree program in music in McNally Smith after their graduation from SAM

Residential Space Sales - Swarnabhoomi

- Total of 140 apartments (132,000 sq ft) were sold during Q1 FY13 as against 107 apartments sold during Q1 FY12, an increase of 31% in sales compared to last year during the same period.
- 155 villa plots were sold during Q1 FY13

Real Estate

MARG ProperTies – Residential Business

- 145 units (150000 Sq.Ft) are sold in Q1 FY13 with sale value of Rs.48 crores
- Cumulatively at ITD level (Till June 2012), 1865 units (2 million Sq ft) has been sold with a sale value of Rs.515 crores
- MARG ProperTies launched its prestigious lake view apartments “ Pushkara” under urban smart homes category in Q1 FY13; this project had an overwhelming response and 50 % of units are sold in the first two months in Phase-I
- MARG ProperTies, as a brand participated in many home Expo’s/ NRI events in Q1 and enhanced its brand visibility
- More than 300 apartments are handed over in the “Pushpadruma” project so far; complete handover of is scheduled by Q2 FY13
- Handing over in Vishwashakthi, MARG’s prestigious integrated township project in Tirupathi has begun.
- Marg Chinmaya Vidyalaya School at Vishwashakthi complex is the first-ever Chinmaya Mission Vidyalaya established in Tirupati. The school is running for the 2nd year with a total strength of more than 100 students with good infrastructure and facilities.



Other Highlights

Awards received

- MARG bagged the globally prestigious "Golden Peacock Awards 2012" for its CSR initiatives at the 7th International Conference on Social Responsibility in Dubai.
- MARG Parivarthan's "Knowledge Connectivity for Rural Empowerment" project was adjudged as the "Best Community Program" at the Responsible Business Summit held at Mumbai

