

Investor Presentation Q4FY2022

Safe Harbour



This presentation has been prepared by IRB Infrastructure Developers Limited (the "Company") solely for your information and for your use and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose. By attending or receiving this presentation, you are agreeing to be bound by the restrictions set forth herein regarding the information disclosed in these materials.

The information contained in this presentation does not constitute or form any part of any offer, sale invitation or recommendation to purchase or subscribe for any securities or units in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment on the part of any person to proceed with any transaction. The information contained in these materials has not been independently verified. No representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Any forward-looking statements in this presentation are subject to risks and uncertainties that could cause actual results to differ materially from those that may be inferred to being expressed in, or implied by, such statements. Such forward-looking statements are not indicative or guarantees of future performance. Any forward-looking statements, projections and industry data included in this presentation are for information only and the Company is not responsible for such statements and projections or for any updates thereto. This presentation may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. Neither the Company nor any of its affiliates, advisers or representatives accepts liability whatsoever for any loss howsoever arising from any information presented or contained in these materials.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM ANY PART OF ANY OFFER, SALE INVITATION OR RECOMMENDATION TO PURCHASE OR SUBSCRIBE FOR ANY SECURITIES OR UNITS IN INDIA, THE UNITED STATES OR ANY OTHER JURISDICTION IN THE WORLD.









About IRB

Chittorgarh Gulabpura Project in the state of Rajasthan

IRB group overview



1st Indian Multinational Infrastructure Company in Highways Sector



Investment by marquee eminent strategic as well as Financial investors – **Cintra and GIC Affiliate**

| | 1 |
|---|---|
| 3 | |
| | |

Largest Asset Base in Road Sector of over **INR 630 Bn** (over USD 8 Bn) spread across 24* Assets in 10 States

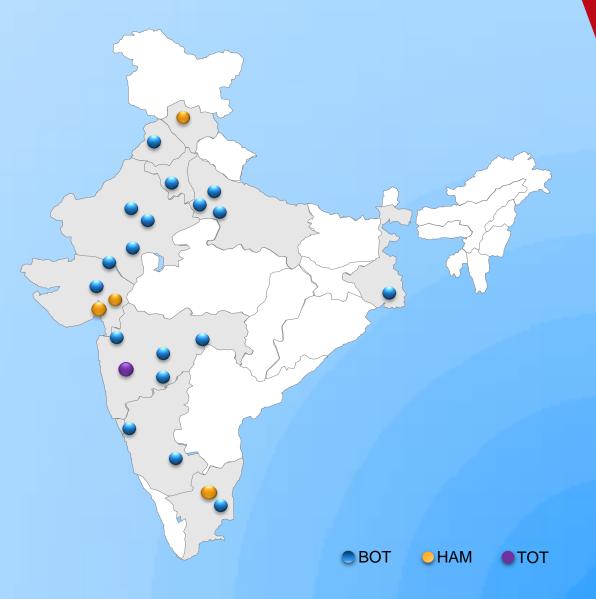


Present across all 3 segments - BOT, TOT and HAM



Operating history of over two decades with Over c.15,500 lane kms of projects already executed

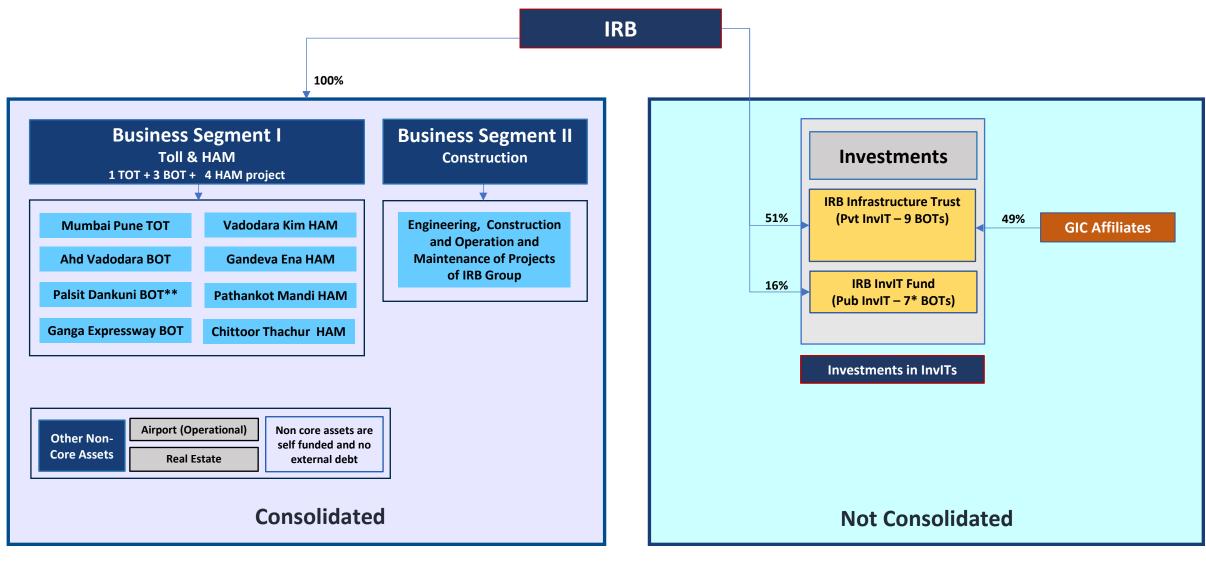




* Includes Bharuch Surat BOT Project - completed its Concession Period and project handed over to Authority on March 31, 2022



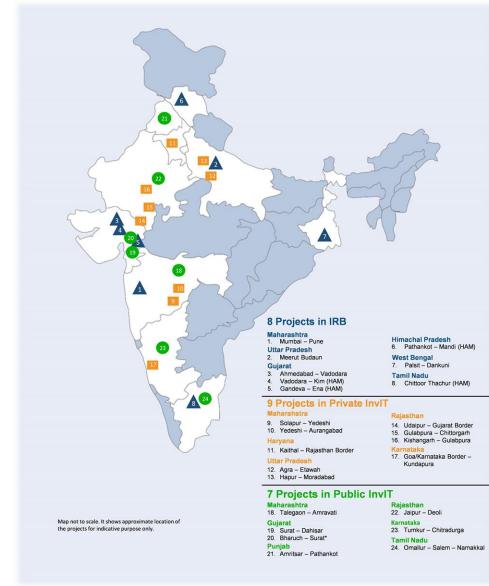
Business Structure



* Includes Bharuch Surat BOT Project - completed its Concession Period and project handed over to Authority on March 31, 2022

** Part of Private InvIT since April 2022

Pan India Presence



| Name of BOT Project | Client | State | Project Cost (INR Mn)Concession Period as per CA48,80025 Years148,80025 Years123,14017 Years166,56030 Years166,56030 Years188,75010 Years & 2 Months120,430Construction Period +15 Years117,020Construction Period +15 Years19,090282,0701240,730109,9301 | Start Date | |
|---|-------------|---------------------|---|------------|------------------------------|
| BOT Project | | | | | |
| Ahmedabad Vadodara | NHAI | Gujarat | 48,800 | 25 Years | January 1, 2013 |
| Palsit – Dankuni | NHAI | West Bengal | 23,140 | 17 Years | April 2, 2022 |
| Ganga Expressway – PKG I | UPEIDA | Uttar Pradesh | 66,560 | 30 Years | FC is underway |
| TOT Project | | | | | |
| Mumbai – Pune – YCEW and NH-48 | MSRDC | Maharashtra | 88,750 | | March 1, 2020 |
| HAM Project | | | | | |
| Vadodara – Kim 8 Lane Expressway | NHAI | Gujarat | 20,430 | | January 18, 2019 |
| Vadodara – Mumbai 8 Lane Expressway (Gandeva to Ena) | NHAI | Gujarat | 17,020 | | November 9, 2021 |
| Pathankot Mandi | NHAI | Himachal Pradesh | 8,280 | | Appointed Date is awaited |
| Chittoor Thachur | NHAI | Tamil Nadu | 9,090 | | FC is underway |
| Total Asset Base in I | RB | | 282,070 | | |
| Total Asset Base in I | Private Inv | VIT | 240,730 | | |
| Total Asset Base in | Public Inv | /IT | 109,930 | | |
| Total Asset Base of I | RB Group |) (EV) | 632,730 | | |

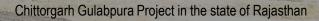
* Includes Bharuch Surat BOT Project - completed its Concession Period and project handed over to Authority on March 31, 2022

7



8

Our Key Investors



Our Key Investors

cintra

Ferrovial, a leading global infrastructure operator, is committed to developing sustainable solutions. It is a member of Spain's blue-chip IBEX 35 index and an industry leader in the Dow Jones Sustainability Index; it is part of FTSE4Good and the Carbon Disclosure Project, and all its operations are conducted in compliance with the principles of the UN Global Compact, which the company adopted in 2002.

Cintra (wholly owned Subsidiary of Ferrovial) is one of the leading companies in the private development of transportation infrastructure throughout the world, by number of projects and by volume of investment. Cintra currently manages about 915 miles of highways, spread over 23 concessions in Canada, the United States, Europe, Australia and Colombia including a 43.23 percent stake in the 407 ETR highway concessionaire in Ontario, Canada.

The Ferrovial group had revenue of Euro 6.8 billion and total assets of Euro 25 billion for financial year ended on December 31, 2021

GIC is a leading global investment firm established in 1981 to secure Singapore's financial future. As the manager of Singapore's foreign reserves, GIC takes a long-term, disciplined approach to investing, and is uniquely positioned across a wide range of asset classes and active strategies globally. These include equities, fixed income, real estate, private equity, venture capital, and infrastructure. GIC's longterm approach, multi-asset capabilities, and global connectivity enables GIC to be an investor of choice. Headquartered in Singapore, GIC has a global talent force of over 1,800 people in 10 key financial cities and have investments in over 40 countries

GIC



9

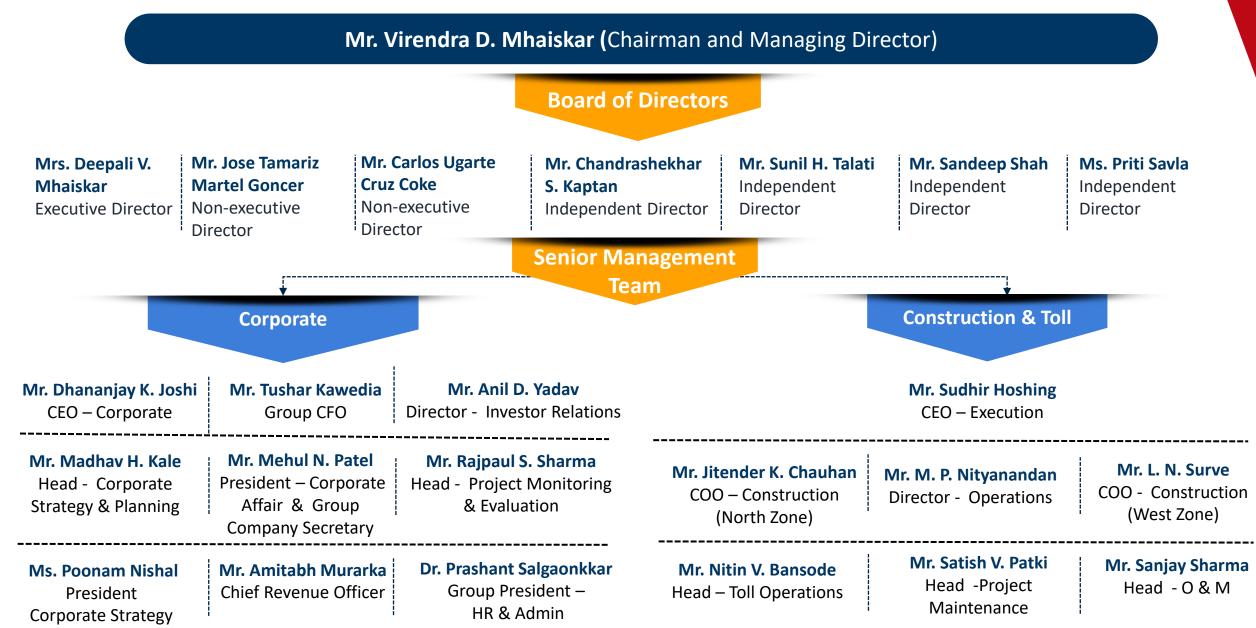


Organization Structure

Karwar – Kundapura Project in the state of Karnataka

Organization Structure







(inter

Manna ung

1

THE TANK

Consolidated Financial Results



Amount in Rs Mn

| Segment | Τα | otal All Segmen | ts | Cor | struction Segm | ient | | BOT Segment | |
|--|-----------|-----------------|--------|-----------|----------------|--------|-------------------|-------------|----------|
| Particulars | Q4FY22 | Q4FY21 | %YoY | Q4FY22 | Q4FY21 | %YoY | Q4FY22 | Q4FY21 | %YoY |
| Revenue from Operations | 14,336.22 | 16,058.47 | -10.7% | 9,475.62 | 11,411.49 | -17.0% | 4,860.61 | 4,646.98 | 4.6% |
| Distribution from INVIT | 111.25 | 166.87 | -33.3% | - | - | | 111.25 | 166.87 | -33.3% |
| Other Income | 2,379.82 | 278.79 | 753.6% | 2,250.92 | 212.69 | 958.3% | 128.90 | 66.09 | 95.0% |
| Total Income | 16,827.29 | 16,504.13 | 2.0% | 11,726.54 | 11,624.19 | 0.9% | 5,100.75 | 4,879.94 | 4.5% |
| Earnings before interest, tax and depreciation | 8,906.92 | 8,046.54 | 10.7% | 4,268.37 | 3,587.65 | 19.0% | 4,638.54 4,458.88 | | 4.0% |
| Financial Expenses | 3,990.15 | 4,511.08 | -11.5% | 1,503.98 | 1,743.90 | -13.8% | 2,486.17 | 2,767.18 | -10.2% |
| Depreciation and Amortization | 1,888.55 | 1,774.12 | 6.4% | 114.55 | 85.32 | 34.3% | 1,774.00 | 1,688.81 | 5.0% |
| Profit Before Tax | 3,028.21 | 1,761.33 | 71.9% | 2,649.84 | 1,758.43 | 50.7% | 378.37 | 2.90 | 12949.0% |
| Total Tax Expenses | 678.92 | 496.28 | 36.8% | 671.23 | 467.90 | 43.5% | 7.69 | 28.38 | -72.9% |
| Profit after Tax | 2,349.29 | 1,265.05 | 85.7% | 1,978.61 | 1,290.54 | 53.3% | 370.68 | (25.48) | -1554.7% |
| Add: Share of (Loss) from Joint Ventures | (604.25) | (290.43) | 108.1% | - | - | | (604.25) | (290.43) | 108.1% |
| Profit for the period | 1,745.04 | 974.63 | 79.0% | 1,978.61 | 1,290.54 | 53.3% | (233.56) | (315.91) | -26.1% |
| Cash Profit * | 4,237.84 | 3,039.18 | 39.4% | 2,093.16 | 1,375.85 | 52.1% | 2,144.69 | 1,663.33 | 28.9% |

* Cash Profit = Profit after tax + Amortisation+ Interest capitalised during moratorium.

Consolidated Financial Results



Amount in Rs Mn

| Segment | Τα | otal All Segmen | ts | Con | struction Segm | ient | | BOT Segment | |
|--|-----------|-----------------|--------|-----------|----------------|--------|----------|-------------|--------|
| Particulars | Q4FY22 | Q3FY22 | %QoQ | Q4FY22 | Q3FY22 | %QoQ | Q4FY22 | Q3FY22 | %QoQ |
| Revenue from Operations | 14,336.22 | 12,791.14 | 12.1% | 9,475.62 | 7,924.06 | 19.6% | 4,860.61 | 4,867.08 | -0.1% |
| Distribution from INVIT | 111.25 | 111.25 | 0.0% | - | - | | 111.25 | 111.25 | 0.0% |
| Other Income | 2,379.82 | 2,075.48 | 14.7% | 2,250.92 | 1,983.40 | 13.5% | 128.90 | 92.09 | 40.0% |
| Total Income | 16,827.29 | 14,977.88 | 12.3% | 11,726.54 | 9,907.46 | 18.4% | 5,100.75 | 5,070.42 | 0.6% |
| Earnings before interest, tax and depreciation | 8,906.92 | 9,570.41 | -6.9% | 4,268.37 | 4,915.17 | -13.2% | 4,638.54 | 4,655.24 | -0.4% |
| Financial Expenses | 3,990.15 | 5,471.15 | -27.1% | 1,503.98 | 2,895.42 | -48.1% | 2,486.17 | 2,575.73 | -3.5% |
| Depreciation and Amortization | 1,888.55 | 1,923.60 | -1.8% | 114.55 | 85.65 | 33.8% | 1,774.00 | 1,837.96 | -3.5% |
| Profit Before Tax | 3,028.21 | 2,175.66 | 39.2% | 2,649.84 | 1,934.10 | 37.0% | 378.37 | 241.56 | 56.6% |
| Total Tax Expenses | 678.92 | 486.73 | 39.5% | 671.23 | 437.69 | 53.4% | 7.69 | 49.05 | -84.3% |
| Profit after Tax | 2,349.29 | 1,688.93 | 39.1% | 1,978.61 | 1,496.42 | 32.2% | 370.68 | 192.51 | 92.6% |
| Add: Share of (Loss) from Joint Ventures | (604.25) | (962.13) | -37.2% | - | - | | (604.25) | (962.13) | -37.2% |
| Profit for the period | 1,745.04 | 726.80 | 140.1% | 1,978.61 | 1,496.42 | 32.2% | (233.56) | (769.62) | -69.7% |
| Cash Profit * | 4,237.84 | 3,612.53 | 17.3% | 2,093.16 | 1,582.06 | 32.3% | 2,144.69 | 2,030.47 | 5.6% |

* Cash Profit = Profit after tax + Amortisation+ Interest capitalised during moratorium.

Consolidated Financial Results



Amount in Rs Mn

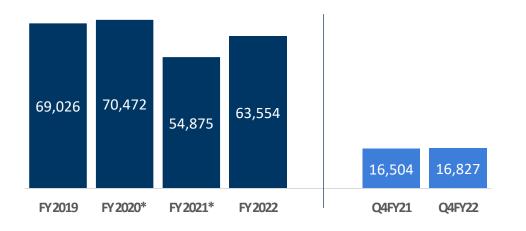
| Segment | Τα | otal All Segmen | ts | Con | struction Segm | ient | | BOT Segment | |
|--|--------------------|--------------------|--------|--------------------|--------------------|--------|--------------------|--------------------|---------|
| Particulars | FY22 ^{\$} | FY21 ^{\$} | %ҮоҮ | FY22 ^{\$} | FY21 ^{\$} | %YoY | FY22 ^{\$} | FY21 ^{\$} | %ҮоҮ |
| Revenue from Operations | 58,037.00 | 52,986.30 | 9.5% | 40,162.16 | 37,392.30 | 7.4% | 17,874.84 | 15,594.00 | 14.6% |
| Distribution from INVIT | 491.34 | 537.70 | -8.6% | - | - | | 491.34 | 537.70 | -8.6% |
| Other Income | 5,026.13 | 1,351.36 | 271.9% | 4,623.92 | 830.64 | 456.7% | 402.21 | 520.72 | -22.8% |
| Total Income | 63,554.47 | 54,875.35 | 15.8% | 44,786.08 | 38,222.93 | 17.2% | 18,768.39 | 16,652.42 | 12.7% |
| Earnings before interest, tax and depreciation | 33,492.41 | 27,015.61 | 24.0% | 16,417.59 | 11,940.34 | 37.5% | 17,074.82 | 15,075.27 | 13.3% |
| Financial Expenses | 18,906.23 | 16,924.43 | 11.7% | 8,750.50 | 6,170.89 | 41.8% | 10,155.73 | 10,753.54 | -5.6% |
| Depreciation and Amortization | 6,827.69 | 5,817.04 | 17.4% | 332.00 | 336.47 | -1.3% | 6,495.69 | 5 <i>,</i> 480.57 | 18.5% |
| Profit Before Tax | 7,758.49 | 4,274.14 | 81.5% | 7,335.09 | 5,432.98 | 35.0% | 423.40 | (1,158.84) | -136.5% |
| Total Tax Expenses | 1,882.34 | 1,444.70 | 30.3% | 1,836.20 | 1,451.27 | 26.5% | 46.15 | (6.58) | -801.4% |
| Profit after Tax | 5,876.14 | 2,829.45 | 107.7% | 5,498.89 | 3,981.70 | 38.1% | 377.25 | (1,152.26) | -132.7% |
| Add: Share of (Loss) from Joint Ventures | (2,262.15) | (1,657.96) | 36.4% | - | - | | (2,262.15) | (1,657.96) | 36.4% |
| Profit for the period | 3,613.99 | 1,171.49 | 208.5% | 5,498.89 | 3,981.70 | 38.1% | (1,884.90) | (2,810.21) | -32.9% |
| Cash Profit * | 12,703.84 | 9,144.39 | 38.9% | 5,830.89 | 4,318.18 | 35.0% | 6,872.95 | 4,826.21 | 42.4% |

\$ FY22 is impacted due to resurgence of second wave of Covid-19 and FY21 was impacted due to first wave of Covid-19

* Cash Profit = Profit after tax + Amortisation+ Interest capitalised during moratorium.

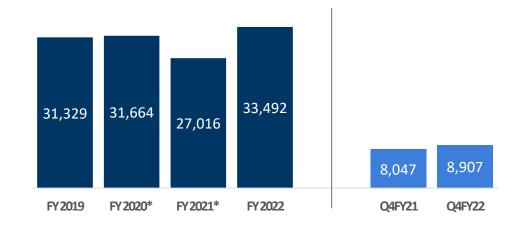
Consolidated Financials: Strong Track Record



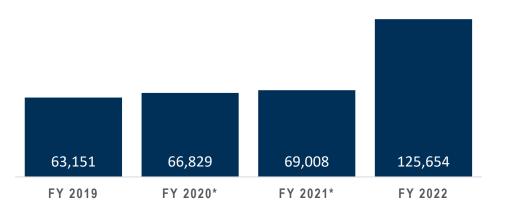


REVENUE (INR MN)

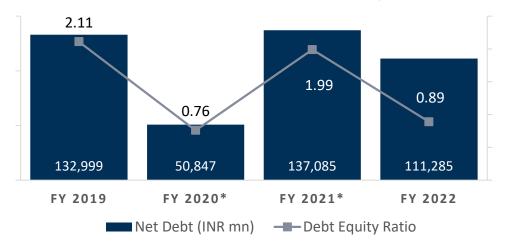
EBITDA (INR MN)



NETWORTH (INR MN)



NET DEBT & NET DEBT TO EQUITY

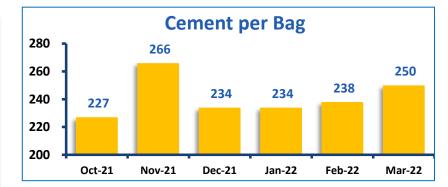


* Results not comparable due to transfer of 9 Assets to Pvt InvIT effective March 2020 and impact of global Pandemic

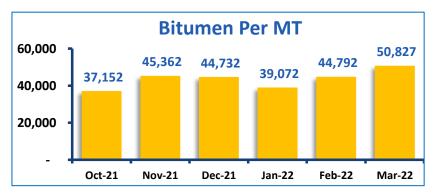
With adequate escalation provisions well poised to maintain margins

- For HAM projects during the construction phase, the escalation to the extent 40% is provided by NHAI and balance 60% by Sponsor / Lender. During the operations period, Sponsor receives the annuities from NHAI for the balance 60% adjusted for escalation with interest, thus making the escalation a complete pass through.
- The 3 major materials have witnessed a price rise of 20% to 25% on an average over the last six months. These materials constitute ~20% of the Total Project Cost. Hence impact of these material on Total Project Cost is around 4 to 4.5%. We have sufficient escalation in built in our estimated cost of the BOT projects to cover rise in material prices as mentioned below.

| Period | Cement (Rs. Per Bag) | Reinforcement Steel (Rs. Per MT) | Bitumen (Rs. Per MT) |
|--------------|-------------------------|-------------------------------------|-------------------------|
| October '21 | 227 | 56,036 | 37,152 |
| November '21 | 266 | 51,351 | 45,362 |
| December '21 | 234 | 49,336 | 44,732 |
| January '22 | 234 | 54,107 | 39,072 |
| February '22 | 238 | 56,107 | 44,792 |
| March '22 | 250 | 64,286 | 50,827 |







Saving on Interest Cost



| Name of SPV | Debt Size (INR In Mn) | Previous ROI | Revised ROI | Expected Annual Saving (INR in MN) | Remarks |
|--|--------------------------|--------------|-------------|--|--|
| IRB Ahmedabad Vadodara Super Expressway Pvt. Ltd | 29,960 | 9.00% | 8.35% | 190 | Interest Rates has been reduced by all Lenders |
| VK1 Expressway Pvt. Ltd | 9,810 | 9.60% | 7.00%* | 230 | Project achieved PCOD and is eligible for annuity, the rating is due for upgrade, which will lead to reduction in Interest cost |
| IRB Mumbai Pune Expressway Pvt. Ltd | 63,960 | 8.35% | 7.30%* | 670 | Received Sanction under refinance @ 7.30%. Currently discussion with Lead Banker for revision is under process |

* Expected Interest rate



19

Toll Performance

Toll Plaza on Chittorg. h Gulabpura Project in the state of Rajasthan

129

129

BOT Toll Revenue Comparative – IRB & Private InvIT Projects

IRB Projects

| | | M | UMBAI - PUNE | | | | |
|---------|---------|---------|--------------|----------|----------|------------|---------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance | Quarter |
| Jun | 2,278 | 2,309 | 2,470 | 1,167 | 2,373 | 103.4% | Jun |
| Sept | 2,134 | 2,148 | 939 | 2,191 | 3,055 | 39.4% | Sept |
| Dec | 2,332 | 2,372 | | 3,106 | 3,462 | 11.5% | Dec |
| Mar | 2,271 | 2,354 | 621 | 3,221 | 3,342 | 3.7% | Mar |
| Total | 9,015 | 9,182 | 4,031 | 9,685 | 12,232 | 26.3% | Total |

| | | AHMED | ABAD VADOD | ARA | | |
|---------|---------|---------|------------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | 916 | 1,041 | 1,135 | 589 | 1,086 | 84.2% |
| Sept | 865 | 982 | 1,098 | 1,080 | 1,297 | 20.1% |
| Dec | 1,007 | 1,126 | 1,260 | 1,310 | 1,441 | 10.0% |
| Mar | 1,020 | 1,144 | 1,224 | 1,321 | 1,431 | 8.3% |
| Total | 3,808 | 4,294 | 4,716 | 4,300 | 5,254 | 22.2% |

Mum-Pune 1.0 Concession ended on 10th Aug 2019 and Mum-Pune 2.0 Concession started on 1st Mar 2020

Private InvIT Projects

| | | Gula | opura Chittorg | arh | | | | | Ud | aipur - Shamla | ji | | |
|---------|---------|---------|----------------|----------|----------|------------|---------|---------|---------|----------------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance | Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | | 533 | 419 | 217 | 329 | 51.7% | Jun | | 383 | 353 | 159 | 334 | 109.7% |
| Sept | | 504 | 394 | 372 | 526 | 41.4% | Sept | 115 | 353 | 321 | 301 | 536 | 77.8% |
| Dec | 344 | 473 | 399 | 409 | 680 | 66.5% | Dec | 388 | 359 | 336 | 354 | 563 | 59.1% |
| Mar | 574 | 461 | 382 | 405 | 741 | 83.1% | Mar | 386 | 359 | 317 | 363 | 570 | 56.9% |
| Total | 917 | 1,970 | 1,594 | 1,402 | 2,276 | 62.3% | Total | 888 | 1,454 | 1,328 | 1,178 | 2,003 | 70.1% |

Gross BOT Toll Collection presented

* FY21 numbers reflecting impact of toll collection suspension due to Covid-19 across the country and FY 22 numbers are impacted due to resurgence of 2nd and 3rd wave of Covid-19 across the country

Amount in INR Mn

BOT Toll Revenue Comparative – Private InvIT Projects

Amount in INR Mn

| | | | Agra Etawah | | | | Yedeshi Aurangabad | | | | | | |
|---------|---------|---------|-------------|----------|----------|------------|--------------------|---------|---------|---------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance | Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | 247 | 231 | 206 | 150 | 419 | 179.1% | Jun | | - | 288 | 153 | 346 | 126.7% |
| Sept | 242 | 204 | 191 | 246 | 454 | 84.9% | Sept | | - | 253 | 274 | 382 | 39.4% |
| Dec | 286 | 231 | 217 | 382 | 526 | 37.7% | Dec | | | 260 | 444 | 395 | -11.0% |
| Mar | 247 | 214 | 221 | 453 | 497 | 9.8% | Mar | | 49 | 271 | 444 | 489 | 10.1% |
| Total | 1,022 | 880 | 835 | 1,231 | 1,896 | 54.1% | Total | | 49 | 1,072 | 1,315 | 1,613 | 22.6% |

| | Hapur Moradabad Kaithal Rj Border | | | | | | | | | | | | |
|---------|-----------------------------------|---------|---------|----------|----------|------------|---------|---------|---------|---------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance | Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | | - | 132 | 180 | 310 | 71.8% | Jun | - | 166 | 240 | 156 | - | |
| Sept | | | 294 | 322 | 351 | 9.1% | Sept | 42 | 189 | 228 | 253 | - | |
| Dec | | | 340 | 398 | 387 | -2.8% | Dec | 167 | 217 | 248 | 293 | 73 | |
| Mar | | | 312 | 370 | 358 | -3.4% | Mar | 161 | 224 | 239 | 1 | 368 | |
| Total | - | | 1,077 | 1,271 | 1,406 | 10.6% | Total | 369 | 795 | 954 | 702 | 441 | |

Gross BOT Toll Collection presented

* FY21 numbers reflecting impact of toll collection suspension due to Covid-19 across the country and FY 22 numbers are impacted due to resurgence of 2nd and 3rd wave of Covid-19 across the country

BOT Toll Revenue Comparative – Private InvIT Projects

Amount in INR Mn

| Kishangarh Gulabpura | | | | | | |
|----------------------|---------|---------|---------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | - | 344 | 294 | 146 | 209 | 43.8% |
| Sept | - | 342 | 279 | 248 | 261 | 5.2% |
| Dec | | 334 | 282 | 274 | 278 | 1.8% |
| Mar | 153 | 323 | 261 | 268 | 302 | 12.5% |
| Total | 153 | 1,342 | 1,116 | 936 | 1,051 | 12.3% |

| Karwar Kundapura | | | | | | |
|------------------|---------|---------|---------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | | - | | 93 | 156 | 67.4% |
| Sept | | - | | 156 | 197 | 26.7% |
| Dec | - | - | | 218 | 250 | 14.8% |
| Mar | - | - | 92 | 232 | 249 | 7.6% |
| Total | - | - | 92 | 698 | 852 | 22.1% |

| Solapur Yedeshi | | | | | | |
|-----------------|---------|---------|---------|----------|----------|------------|
| Quarter | 2017-18 | 2018-19 | 2019-20 | 2020-21* | 2021-22* | % Variance |
| Jun | - | 174 | 181 | 90 | 167 | 85.0% |
| Sept | - | 169 | 150 | 158 | 194 | 22.4% |
| Dec | - | 168 | 160 | 220 | 220 | -0.1% |
| Mar | 47 | 179 | 173 | 225 | 259 | 15.3% |
| Total | 47 | 690 | 664 | 693 | 840 | 21.1% |

Gross BOT Toll Collection presented

* FY21 numbers reflecting impact of toll collection suspension due to Covid-19 across the country and FY 22 numbers are impacted due to resurgence of 2nd and 3rd wave of Covid-19 across the country



23

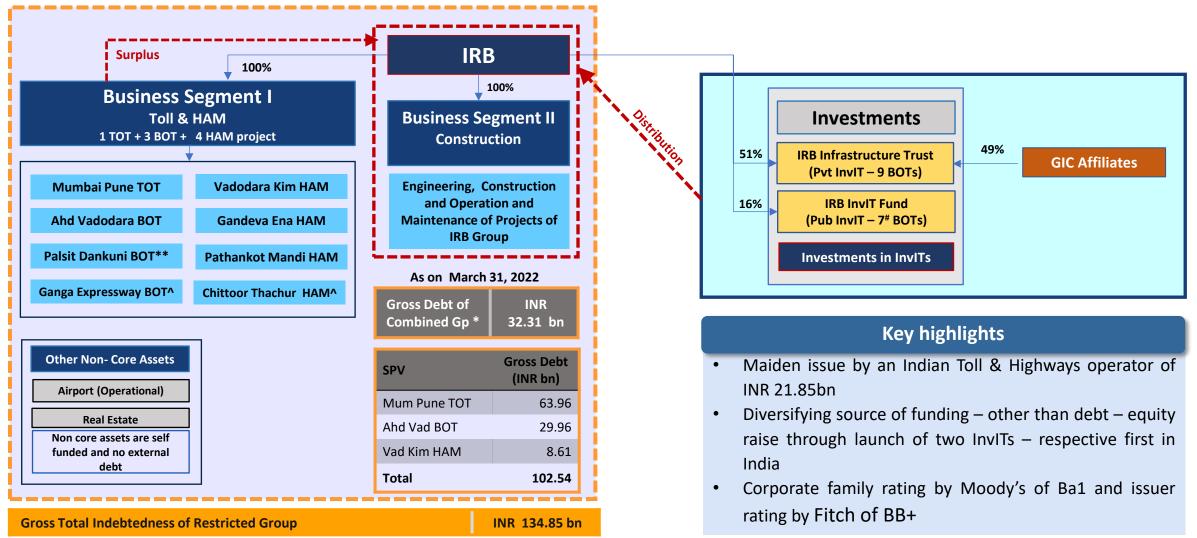
Offshore Bond

-

Major Bridge on Kali River - Karwar Kundapura Project in the state of Karnataka



Covenant Structure



Note: SPVs, other than those mentioned above, are debt-free

- ^ Newly awarded projects. FC is underway
- * We have prepaid the debt of INR 32.5 bn in FY2022

** Part of Private InvIT since April 2022

Includes Bharuch Surat BOT Project - completed its Concession Period and project handed over to Authority on March 31, 2022

Restricted Group – FCCR test Combined Group – Gross Leverage Ratio test

Leverage summary



INR in Mn

| Particulars | TTM ending March 31, 2022 | TTM ending March 31, 2021 |
|--------------------------------|------------------------------|------------------------------|
| Business Segment I: Toll & HAM | | |
| Revenues | 18,277 | 16,112 |
| EBITDA | 16,083 | 14,532 |
| Gross Debt | 102,541 | 97,711 |

| Business Segment II : Construction + Surplus from other businesses (Combined Gp) | | | |
|--|--------|--------|--|
| Revenues | 45,611 | 38,943 | |
| EBITDA | 17,743 | 13,163 | |
| Gross Debt * | 32,313 | 61,446 | |
| Gross Leverage Ratio (x) | 1.8 | 4.7 | |

| Consolidated Total for all segments (Restricted Gp) | | | |
|---|---------|---------|--|
| Revenues | 63,888 | 54,880 | |
| EBITDA | 33,826 | 27,020 | |
| Interest Cost | 16,647 | 14,142 | |
| Gross Debt* | 134,854 | 159,157 | |
| FCCR (x) | 2.0 | 1.9 | |

* Debt of INR 32,500 mn prepaid in December 2021 and January 2022

.



26

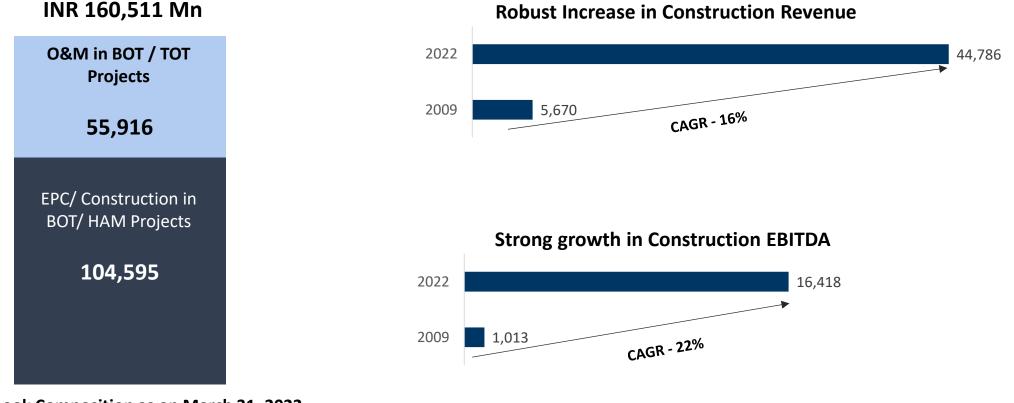
Corporate Overview

mannan

Chittorgarh Gulabpura Project in the state of Rajasthan

Overview of EPC Order Book

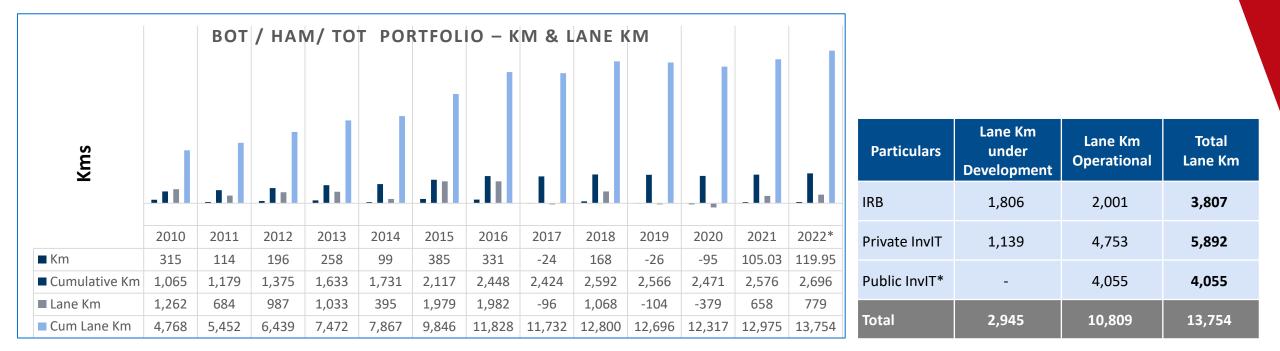




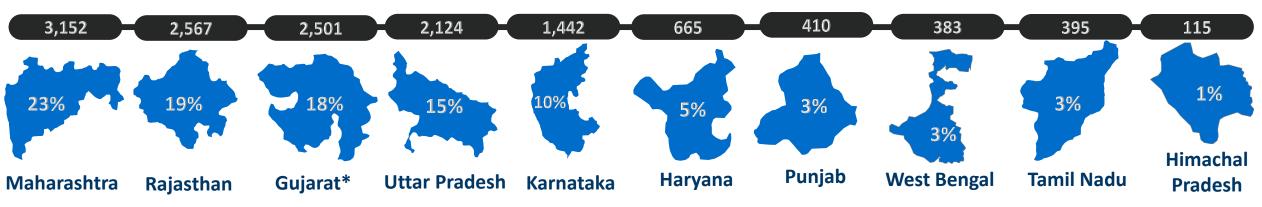
Order book Composition as on March 31, 2022

- IRB has won INR 76 bn worth projects in FY22 so far
- Construction Revenue and EBITDA CAGR of over 16% and 22% respectively over the past decade

Present Portfolio of Road Assets



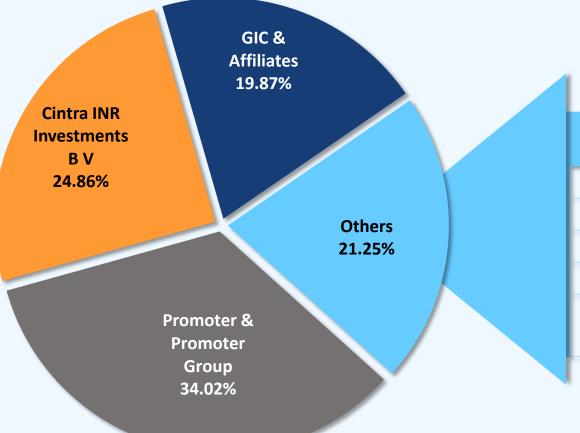
BOT / HAM Portfolio – State wise (Lane Kms)



* Includes Bharuch Surat BOT Project - completed its Concession Period and project handed over to Authority on March 31, 2022

Key Institutional Holdings

Shareholding Pattern as on March 31, 2022





Key Institutional Holdings as on March 31, 2022

| Sr. No | Name of Shareholder | % holding | |
|-----------------------|--|--------------|--|
| 1 | LIFE INSURANCE CORPORATION OF INDIA | 3.53 | |
| 2 | QUANT MUTUAL FUND - QUANT SMALL CAP FUND* | 1.74 | |
| 3 | VANGUARD* | 1.21 | |
| 4 | SBI LONG TERM EQUITY FUND | 0.45 | |
| 5 | STATE STREET EMERGING MARKETS SMALL CAP ACTIVE NON* | 0.40 | |
| * A succes Double lis | | | |

* Across Portfolio

Our CSR Initiative

IRB Group believes in making meaningful and lasting contribution to the societies in which it operates. Being engaged in the development of infrastructure facilities, we clearly realize that the foundations are the bedrock upon which all the future progress will be made. Hence, the Group values and ardently promotes activities, which contribute in building strong foundations of the society in which we operate.

Towards its commitment to help the underprivileged sections of the society, Group has focused on one area for its attention and that is Right to Education. We have constructed one school in Rajasthan where 311 children (157 girls and 154 boys) of disadvantaged sections of the society are getting free education and studying in different classes from Pre Primary to Class VIII since last ten years. Encouraged with the response of children and local villagers around the school we replicated the same template of school building construction in Pathankot. The school building has been constructed and classes have started from the Academic year 2017-18. Currently 275 students, belonging to disadvantaged category of population, have joined the school. With our focus being on girl child education, preference for admission was given to girl child like done earlier in school in Rajasthan. As a result we have 161 girls and 114 boys studying in the school.





We in IRB realize the impact the education has on a society's overall growth and wellbeing, health and employment. For the better future of a society, there is no better way to contribute than to focus on educating the girl child. IRB Schools have deliberately been ensuring that there will always be more girl students than boy students, studying in school run by it. Therefore, among 586 students we have a total of 318 girl students in our Schools at Tonk and Pathankot.

As a part our CSR initiate, the under privileged section of the society from the rural areas of Dombivli in Maharashtra's Thane District has now got at their service a State of the Art Mobile Cancer Screening, Mammography and Vision Restoration Centre to ensure the timely detection and diagnosis of Cancer and Eye decease, practically at their door steps. The people residing in the rural areas of around 50 – 100 Kilometers within the vicinity of Dombivli are going to be benefitted of this facility. It facilitates timely detection and accurate diagnosis of diseases and facilitate right treatment



30

minin

"Developing highways infrastructure is merely not an engineering; but a socio- economic-cultural and moreover, an emotional bonding with the environment and people, under which and with whom, IRB endeavours to create the World Class highways infrastructure for our Nation."

Virendra D. Mhaiskar, CMD

Karwar - Kundapura Project in the state of Karnataka