



Towards sustainable growth

Ramky Infrastructure Limited
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WHAT THE WORLD NEEDS, WE ENGINEER...

INDIA OPERATIONS

CORPORATE OFFICE
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Hyderabad - 500 082
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T: +91 755 2551 664/665/666
F: +91 755 2550 344
E: rilbhopal@ramky.com

SOUTH ZONE
TSR Towers 5th Floor
Raj Bhavan Road Somajiguda
Hyderabad - 500 082
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F: +91 40 2331 6998
E: rilhyd@ramky.com

EAST ZONE
Jindal Towers Block A 4th Floor
21/1A/3 Darga Road
Kolkata - 700 017
T: +91 33 2289 2527/2528
F: +91 33 2289 2529
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NORTH ZONE
C-D-E 6th Floor
15 Hansalaya Building
Barakhamba Road Connaught Place
New Delhi - 110 001
T: +91 11 4942 4242
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WEST ZONE
No. 213-216 Super Plaza
Near Sandesh Press Road
Vastrapur Ahmedabad - 380 015
T: +91 79 4003 0161
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E: rilahm@ramky.com

MUMBAI REGION
9th Floor Corporate Park - II
Near Swastik Chambers
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E: rilmumbai@ramky.com

CHENNAI REGION
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BENGALURU REGION
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OVERSEAS OPERATIONS

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T: +971 50 8608 697 F: + 971 43 359268
E: recs@ramky.com

GABON
Ramky Engineering and Consulting Services (FZC)
Avenue De Cointet Immeuble Orchidia
(En Face De l'ita) BP No.: 23776
Libreville Gabon



This is the age of far-reaching breakthroughs, of exceptional leaps in science and technology, of immeasurable progress in understanding - all of which have gone into elevating our quality of life vastly. While construction projects have succeeded in utilizing infrastructure for human good, there has also been an increasing consciousness towards preserving the environment. Environment Management projects are thus gaining rapid ground, in tandem with futuristic infrastructure projects.

Transforming itself from a privately owned company into a Public listed Company in just 15 years, Ramky Infrastructure Limited (RIL) - an integrated construction and infrastructure development and management company - is today on the speedway to becoming a respected and trusted construction house. This leaps-and-bounds growth owes itself to the Company's unerring strategy of leveraging its core competencies and drawing heavily upon past experience. An effective combination of energy, excellence and endurance is evident everywhere... from the construction site to the administrative division. The result, a holistic growth pattern that has seen the Company grow into a preferred choice for national and international projects.

Ramky Infrastructure Limited, established in 1994 and headquartered in Hyderabad, AP, India, caters to the requirements of a diverse range of construction and infrastructure projects in a multitude of sectors. The Company's proven competence and futuristic solutions have ensured a consistently rising growth graph for it.

SERVICES PROVIDED

Construction Business
Water & Waste Water
Roads & Bridges
Buildings
Irrigation
Power Transmission & Distribution
Industrial Construction

Developer Business
Industrial Parks
Transportation (including Terminals)
Integrated Townships
Energy



Alla Ayodhya Rami Reddy
Chairman, Ramky Group

FROM THE CHAIRMAN'S DESK

At Ramky Group, we believe wealth creation through sustainable means is the greatest challenge facing every economy today. To enable a smarter, environmentally and socially responsible way of life for today, tomorrow, and for the generations to come, we have made sustainable development our mission.

A sustainable business model for us means to (i) make the best use of available resources by curbing depletion and increasing reinvestment (ii) create infrastructure that enhances the quality of life (iii) not squander away the opportunities / natural assets available to us.

Ramky Group is today poised to grow exponentially with collaborations that transcend geographical and cultural boundaries. We shall not lose sight of our ethical, transparent and value-added business practices, our integrity and our respect for long-term relationships as we continue to tread the path of sustainable growth across industries and countries.

VISION

Ramky shall be a leading global enterprise in world-class infrastructure development and environment management through sustainable growth.



MISSION

We shall ensure quality, reliability and continuous technology upgradation thereby enhancing the value of all stakeholders.

VALUES

Ramky in achieving its vision shall promote high standards of:

- Integrity
- Customer Satisfaction
- Work Culture
- Employee Sense of Belonging
- Innovation
- Safety, Health & Environment
- Social Commitment

RAMKY GROUP

Ramky Group, since its inception in 1994, is committed to playing a vital role in the making of an efficient, effective and eco-conscious world. Over the years, the USD 1.5 billion Group has established competencies in multiple growth sectors through its strategic divisions.

As part of its blueprint to become an Indian multinational, Ramky Group has crossed the shores and made a smooth but impressive entry into Saudi Arabia, UAE, Singapore and Africa.

Ramky Infrastructure Ltd. (RIL)

- One of the India's leading integrated construction and infrastructure development and management company
- Majority of development projects are PPPs operated by individual SPVs
- With presence in most verticals, on the way to be reckoned as a leading provider of infrastructure solutions

Ramky Enviro Engineers Ltd. (REEL)

- Asia's leading Environmental Engineering company with competence in waste management, waste & water recycling, renewables and integrated environmental services
- Operational in 17 Indian States including UTs
- Acquiring a formidable reputation as an Integrated Environmental Services provider

Ramky Estates & Farms Ltd. (REFL)

- 360-degree real estate services encompassing land identification, project conceptualization, designing, construction, marketing and estate management
- Poised to be a preferred choice developer of residential, commercial spaces and integrated townships

Ramky Life Sciences Ltd. (RLSL)

- Flagship entity, Smilax Laboratories, is a research-driven, vertically-integrated pharmaceutical manufacturing company
- Reliable supplier of Active Pharmaceutical Ingredients (APIs), API Intermediates and NDDS / Pellets in the global generics market
- R&D center and advanced processing capabilities
- Multi-process production facilities in Hyderabad and Visakhapatnam, AP, India

Ramky Finance & Investments Ltd. (RFIL)

- NBFC offering fund and fee based services
- Incubation, nurturing of startups
- Financial advice, Planning & PE syndication
- Mergers & Acquisitions, Debt & Equity Structuring

Ramky Foundation

- CSR arm of Ramky Group, registered in 2006 to focus on - natural resource management, women empowerment and education
- Training Institutes & Scholarships to meritorious students
- Self-reliance for women through training in Coir Yarn production, Fashion Designing, Sewing, CBWE, Food & Nutrition
- Training & Skills Development workshops for unemployed youth





THE RIL EDGE

RIL has a track record of executing projects with all major customers in the public and private sectors. The large list of satisfied customers has resulted in repeated orders and several awards and appreciations for the Organization.



STRENGTHS

Execution efficiency
In-house design capabilities for EPC contracts
Diversified sector focus
Global presence
Benefits of parentage
Independent Board and experienced management team
Strong financial profile
Rich base of owned construction equipment and fixed assets
Effective policies and adherence to QHSE
Long-term support of business associates



Jawaharlal Nehru Pharma City, Visakhapatnam, AP

RIL has made an impressive foray into the Infrastructure Development segment by catering to the demand for private investments to enhance infrastructure facilities worldwide, and to provide for the rapid development of physical and social infrastructure. These projects, essentially on PPP basis, are undertaken by separate Special Purpose Vehicles.

Inter State Bus Terminal, Dehradun



Outer Ring Road, Hyderabad



Ramky Towers, Hyderabad



RIL IN INFRASTRUCTURE DEVELOPMENT

INDUSTRIAL PARKS

TRANSPORTATION (including Terminals)

INTEGRATED TOWNSHIPS

ENERGY



172 MLD STP, Nagole, AP

World over, increasing population densities are stretching infrastructure facilities to the limit. This is especially true of water and waste water. Water, the lifeblood of existence, is a finite and valuable resource. Managing its potability, storage and distribution is essential for economic and social well-being. Likewise, the management of waste water / sewage is of paramount importance to ensure a healthy environment, especially in heavily populated areas. With the advent of treating and recycling technologies, this too has become possible. RIL, with its enviro-friendly endeavors has pioneered many technologies in this niche area and is today, a preferred status provider. The Company has already left its mark of excellence on 100+ projects till date.

Water Treatment Plant, Amaravati



80 MLD STP, Airoli, Navi Mumbai



RIL IN WATER & WASTE WATER

WATER TREATMENT PLANTS

WATER TRANSMISSION &
DISTRIBUTION SYSTEMS

ELEVATED & GROUND-LEVEL SERVICE
RESERVOIRS

SEWAGE TREATMENT PLANTS

COMMON EFFLUENT TREATMENT
PLANTS

TERTIARY TREATMENT PLANTS

UNDERGROUND DRAINAGE SYSTEMS
& LAKE RESTORATIONS



Aranya Bhavan, Hyderabad, AP

With almost every country in the world witnessing intense economic activity, the demand for efficacious urban infrastructure is constantly on the rise. RIL, with 80+ completed projects to its credit, is fully geared to harness the potential of this sector. The Company excels in design and turnkey construction. Latest construction equipment, technologies and project management tools for quality, safety and speed are pressed into use to ensure quality-intensive deliverables.

WBPDC Office, Kolkata



MAP Projects, Lucknow



RIL IN BUILDINGS

RESIDENTIAL & PUBLIC

MASS HOUSING & HIGH-RISES

HEALTHCARE INFRASTRUCTURE

COMMERCIAL & INSTITUTIONAL
COMPLEXES

CORPORATE HOUSES

INTEGRATED TOWNSHIPS



Outer Ring Road (ORR), Hyderabad, AP

Bela-Govindgarh-Churhat Road, Madhya Pradesh



Rewa-Semaria Road, Madhya Pradesh



Vadodara Express Highway, Gujarat



RIL IN ROADS & BRIDGES

EXPRESSWAYS

HIGHWAYS

BRIDGES & FLYOVERS

RURAL ROADS

TERMINALS

DEDICATED SERVICE CORRIDORS

Roads are the arteries of a nation - transporting people and goods from the place of supply to the place of demand - thereby playing a significant role in the creation of the much-needed financial network.

RIL, owing to its state-of-the-art machinery and skilled work force, has completed 30+ projects as of date. It has special expertise in the laying of asphalt roads and cement concrete roads.



Regulator-cum-Bridge, Chamravattom, Kerala

Rapid industrialization notwithstanding, Agriculture continues to be the backbone of the Indian economy. Providing efficient irrigation facilities to every nook and corner of agrarian India is thus vital to the Country's economic health.

RIL's capabilities in the Irrigation Infrastructure segment are second to none. Superior technologies, skilled and experienced manpower, exemplary man-materials-methods management, all go into the making of flawless deliveries.

Puttur Barrage Work, Karnataka



Sriram Sagar Project, Andhra Pradesh



UTP Canal, Karnataka



RIL IN IRRIGATION

CANALS

BARRAGES

CROSS DRAINAGE WORKS

FEEDER CHANNELS

LIFT IRRIGATION SYSTEMS



Maha Infra Projects, Amaravati, Maharashtra

Maha Infra Projects, Malkapur, Maharashtra



RGGVY Projects, Jabalpur, Madhya Pradesh



Electricity is an imperative for quality of life and economic progress. Generation apart, transmission and distribution are of strategic importance. Configuration of smart grid systems with advanced control features for better end-user experiences is the demand of the times. RIL has taken up major projects under Rajiv Gandhi Grameen Vidyutikaran Yojana) in India to provide grid-based solutions for the development and extension of the Rural Electricity Distribution Backbone network through 33/11KV substations, 11KV feeders & lines, LT distribution lines to households and grid / decentralized generation systems. The Company is continuously building up its infrastructure and project management skills to deliver turnkey solutions to its wide customer base.

RIL IN POWER TRANSMISSION & DISTRIBUTION

ELECTRICITY TRANSMISSION NETWORKS

SUBSTATIONS

HT & LT DISTRIBUTION LINES

FEEDER LINES



Dodballapur Integrated Textile Park, Karnataka

The vast supply of resources, foreign investments, extensive human resource pool and investor-friendly policies that Governments are adopting, are fueling a phenomenal growth in industrialization - especially in developing nations. RIL, seizing this opportunity, has refined its expertise to cater to the quality infrastructure and related service needs of various sectors. 30+ major projects across India already bear RIL's seal of excellence.

Sheds at Kolhapur, Maharashtra



JNPC, Visakhapatnam



RIL IN INDUSTRIAL CONSTRUCTION

ALUMINUM

TEXTILE

PHARMACEUTICAL

POWER

PETROLEUM

WASTE MANAGEMENT

INDUSTRIAL PARKS



Entrance Plaza to Gabon SEZ

Entrance Plaza to Gabon SEZ



Roundabout, SEZ, Gabon



RIL IN INTERNATIONAL OPERATIONS

SEZs

ROADS

BUILDINGS

POWER

WATER & WASTE WATER

Building on its versatile capabilities in infrastructure development, RIL is spreading its footprint beyond Indian shores. Currently, it has operations in Gabon, West Africa & UAE. Team RIL is fully geared to take on the challenge of establishing its credibility across emerging global markets.

Hot Mix Plant



Sensor Pavers



Batching Plant



PLANT & MACHINERY

Crusher plants

Asphalt batching plants

Wet mix plants

Concrete batching plants

Excavators

Loaders

Graders

Dozers

Pavers

Compactors

Tower cranes

Apart from enabling RIL to cater to a broad spectrum of multisector needs, this equipment base qualifies the Company to participate in major large-scale Government & Private sector projects.



PEOPLE

RIL's bank of professionals, culled from a cross-section of the infrastructure, engineering, business, finance and management domains are instrumental in providing best-of-breed deliverables. From the grassroots level of interacting with the customer directly to designing, developing the most-suited solution and installing it, Team RIL is available 24/7 in the service of the client. Regular on-the-job training and skill enhancement programs help keep them stay on the learning arc. A reason why we have always been able to harness the viabilities and advantages of cutting-edge technologies and use them for the benefit of our clientele.

The Plant and Machinery division is an important resource center for the smooth functioning of an infrastructure development company. It identifies, procures and mobilizes the right resources for the right job for all project sites. A focal point, it helps optimize productivity and ensures hassle-free operations.

RIL's proprietary Plant and Machinery asset base is the result of holistic backward integration planning. It enables RIL to execute projects of any scale with no time and / or cost overruns, while adhering to international quality standards.

RIL's work force consists of 3000+ full-time employees on a standalone basis of which around 40% are technically qualified engineers.



RIL shall strive for: “Providing the best quality in delivering Infrastructure & Construction products and services in time, preserving environment, fulfilling all contractual requirements to the best satisfaction of its privileged customers by using optimal resources under safe working conditions and to enhance the value of all its stakeholders.”

RIL shall strive to be "Conscious of its responsibility towards creating, conserving, and ascertaining a clean environment for sustainable development and protect the health and safety of all its associated workforce, ensuring thereby, a safe, healthy and accident free workplace."

QUALITY

Quality practices at RIL effectively blend people skills with processes at each stage of the project life cycle to provide state-of-the-art solutions. Rigorous implementation of which helps in benchmarking against the best of efforts and sets the pace for consistency in performance.

The Quality Management System (QMS) of RIL is accredited to ISO 9001:2008 standards and certified by M/s. TUV Nord in all its operating segments and business locations.

HEALTH, SAFETY & ENVIRONMENT

RIL gives the highest priority to the Health, Safety, Environment Management System (HSEMS). It continues to stress on implementing the world-class operational excellence through HSEMS. This has led to the Company winning several accolades in the infrastructure industry.

The HSEMS of RIL is accredited to ISO 14001:2004 and OHSAS 18001:2007 Standards and certified by M/s. TUV Nord.

Corporate memberships in British Safety Council, London and National Safety Council, New Delhi also ensure anytime information access.

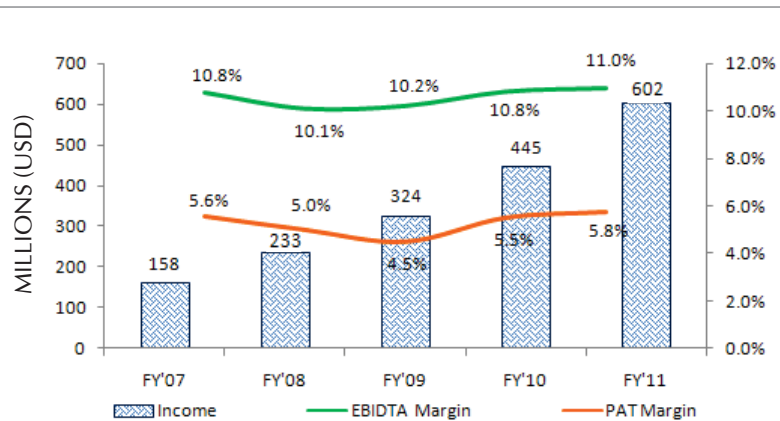


PERFORMANCE

At the heart of all that RIL does, is the purpose to benefit everyone connected with the Company. Clients or employees, associates or stakeholders, RIL feels responsible for them all. From safe systems to best practices, from customer relationship management to consistent profit sharing - RIL walks the extra mile to uphold its commitment.

In its journey, RIL enjoys the confidence and support of leading bankers. A steady performance track record, an ascending growth graph and unwavering credit worthiness have all played a part in ensuring that RIL has the backing of the foremost companies, institutions and governmental bodies.

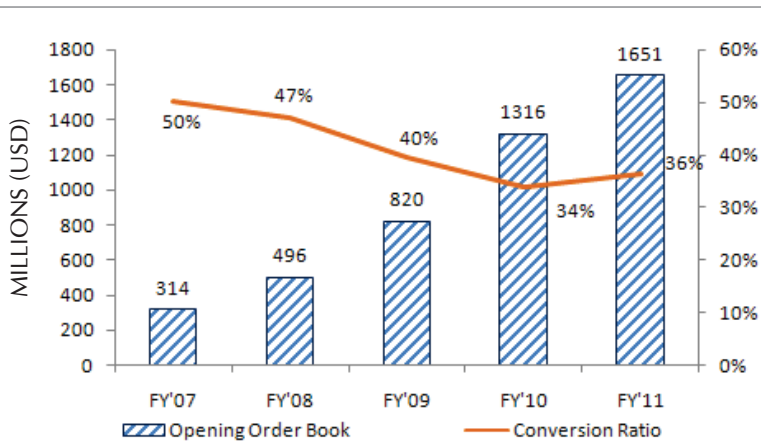
YEARWISE TOPLINE & BOTTOMLINE



In just a decade and half of operations, RIL's turnover has gone up almost 1000 times! With the Company geared to participate in mega-sized projects in the coming years, The Turnover is poised to increase even more substantially. The CAGR evaluated for the Turnover for the last five years is 40%.

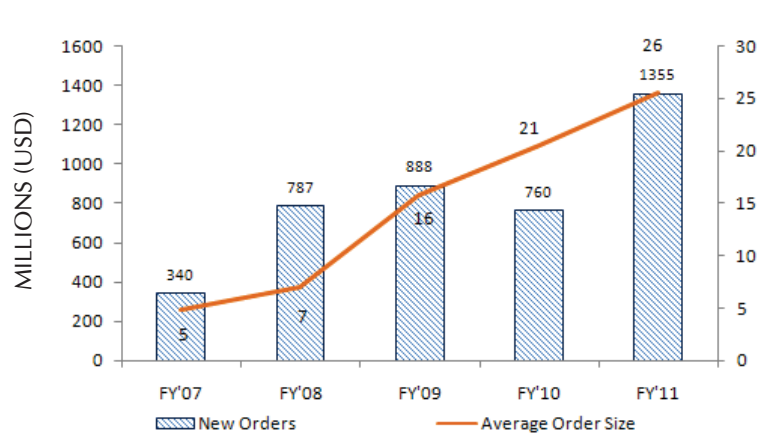
* Standalone Revenues

YEARWISE ORDER BOOK CONVERSION



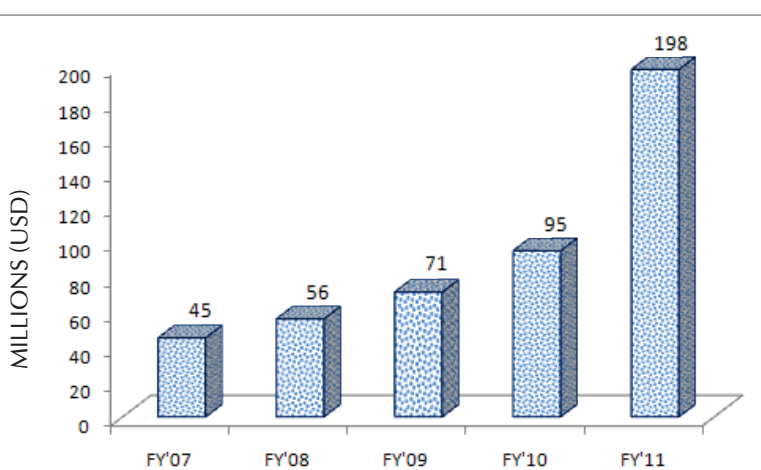
RIL has maintained an average Order Book to Sales Conversion Ratio of 40% since 2007. The Order Book position has also risen consistently, going up by nearly 526% since 2007 and with a CAGR of 51%.

NEW ORDERS & AVERAGE ORDER SIZE



From USD 340M in 2007 to USD 1355M orders in 2011, RIL has come a long way thanks to consistent, timely, quality deliveries, with a CAGR of 41%. The Average Order Size has also leapt from USD 5M to USD 26M during the period, with a CAGR of 52%.

NET WORTH



USD 45M to USD 198M in just 5 years is by any standards, a phenomenal achievement with a CAGR of 45%. RIL has done just that by dint of its strong growth strategies and insistence on building up a valuable asset base.



RAMKY FOUNDATION

Ramky Foundation, the CSR arm of Ramky Group, registered in 2006, works in the remotest parts of India, mainly focusing on natural resource management, women empowerment and education.

The Foundation has made extensive headway in building a secure work environment, reducing the Group's ecological impact and expanding the value it adds to the community. The leadership sets guidelines and takes accountability for the Group's attainment in the areas of safety, health, environment, business ethics, risk management, human rights and other social issues.

Health and Education: Conduct regular health camps to safeguard their physical well-being, while constantly highlighting the importance of education

Women Empowerment: Running 30 sewing centres and 30 designing centres across India; 350 women trained in coir yarn production

Training Centres: 3500 youth trained; 75 schools benefited; 125 placed in jobs; encouraged nearly 1500 youth to be self-employed in 3 years

Medical Camps: Conducted 135 medical camps that benefited 27000 people over 5 years; regularly organizing eye camps, dental camps, blood donation camps, swine flu detection camps, polio vaccination camps...

Tree Plantations: Distributed 44000 saplings and planted 5000 saplings in 22 places in 4 years

Awareness Programs: Food and Nutrition Awareness sessions in 25 centers; about 250 programs conducted on topics including anti-trafficking, domestic violence awareness, hygiene awareness

Education: Scholarships given to nearly 1000 students; material support given to 2000 students





For RIL, nothing is impossible. Because Team RIL believes in thinking new, in going the extra mile, in pulling no stops, and above all, in teamwork. And the results are evident. In successfully completed projects, in happy and repeat customers, in the numerous awards and accolades.

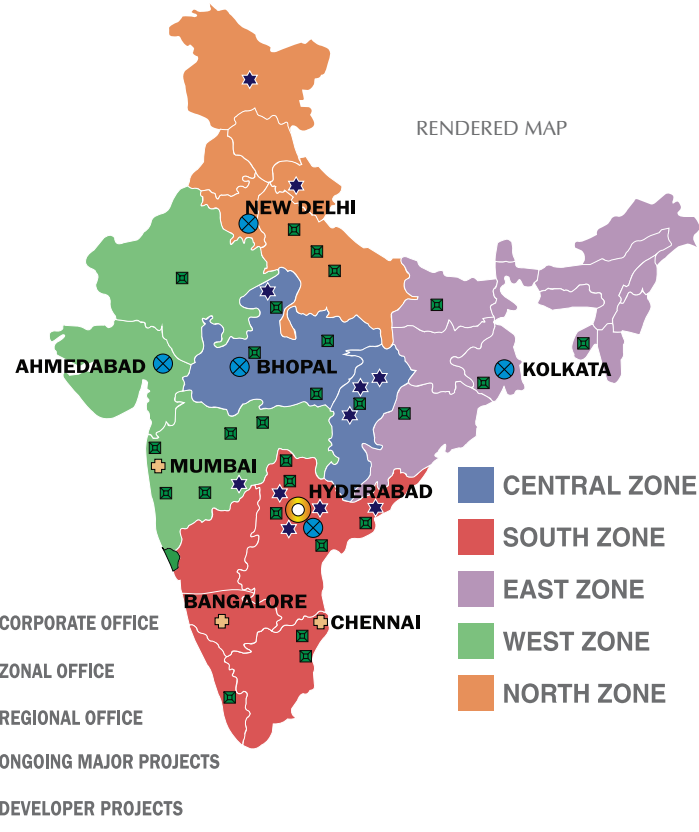


HONORS

- Third Fastest Growing Construction Company (Large category) - Construction World Annual Study, 2011
- Construction Week Awards, 2011- Contractor of the Year, Editorial Choice Award, Sustainable Project of the Year - Jury Special Commendation, Corporate Social Responsibility Award - Runner-up
- Gold & Silver Trophies - Greentech Safety Award, 2011 and 2010 respectively, for outstanding performance in Safety Management
- Silver Trophy - 11th Annual Greentech Environment Excellence Award, 2010, in Service Sector, for outstanding achievement in Environment Management for the 80 MLD sewage treatment plant at Airoli, Mumbai
- Distinguished Water Company - Water Digest Water Awards, 2010-2011 for outstanding contribution in the field of Water in India
- Gold Trophy - 10th Annual Greentech Safety Award, 2011, in Construction Sector, for outstanding achievement in Fire and Safety Management
- Distinguished Water Company - Water Digest's Water Awards 2010-2011
- Best Water Conserver - Water Digest's Water Awards, 2009-2010, in Waste Water Management category for the 80 MLD STP at Airoli, Navi Mumbai
- Winner - Essar Steel Infrastructure Excellence Awards in the Urban Infrastructure category for the 80 MLD STP at Airoli, Navi Mumbai
- Best Project Award, 2007-2008 - from Government of India under Housing Works category - for the Married Accommodation Project at Military Station, Amritsar
- Engineer of the Year Award, 2005 - from Government of Andhra Pradesh and Institution of Engineers (India)- for Alla Ayodhya Rami Reddy, Chairman, Ramky Group
- Outstanding Concrete Structure Award, 2005 - from Indian Concrete Institute for Gandhi Medical College and Hospital Complex, Hyderabad
- Best Construction Award, 2005 - from Government of Rajasthan
- Safety Health and Environment Performance Award, 2005 - from Confederation of Indian Industry
- Environmental Leadership Award, 2004 - from United States-Asia Environmental Partnership



Middle East presence



West Africa presence

A pan-India Presence enables RIL to meet the growing infrastructure needs throughout the Country.

Ramky Infrastructure Limited has a pan-India presence with 5 Zonal offices and 3 Regional offices & an overseas office in UAE.

OPERATION NETWORK

RIL has a strong national and international presence. Zonal Offices in Hyderabad, Bhopal, Ahmedabad, New Delhi & Kolkata and Regional Offices in Chennai, Mumbai and Bengaluru, all carefully selected for their high business potential and locational advantages, lend RIL the ability to execute projects in any region of the Country with ease. Its overseas offices UAE and West Africa enable RIL to operate efficiently. A fully computerized Corporate Office at Hyderabad is the hub of all activities.