

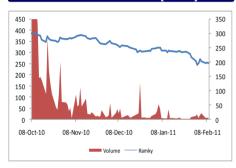
Ramky Infrastructure Ltd. Investor Update— 11th February, 2011

lowards sustainable growth

Stock Info as on 11th February' 11

Market Price (BSE)	266.15
Market Cap in millions	15223
Face Value (Rs.)	10
52 Week High / Low — BSE (Rs.)	460/242.70
52 Week High / Low — NSE (Rs.)	471.55/241.00

Share Price & Volume(Rs. m)



From Oct 8, 2010 to 11thFeb, 201

Investment Destination

Infrastructure sector- large addressable opportunity

- \Rightarrow Construction expenditure is expected to double to INR12,189bn during 2008-09 to 2012-13 period versus INR 6,217bn during the 2003-04 to 2007-08 period
- \Rightarrow Between FY2010 and FY2014, government spending on roads alone is targeted at INR5,216bn with increased focus on timely completion

Business model – Execution and capital allocation

- \Rightarrow Ramky is strategically positioned to realize opportunities in the sector with presence in both EPC and development businesses
- ⇒ Completed 109 Water & Waste Water projects, 87 building construction projects, 15 irrigation projects, 29 transportation projects & 34 industrial projects
- \Rightarrow With Rs. 1.4 bn Fixed Assets and 7 bn Net Working Capital achieved a turnover of 20.09 bn in FY 10 and with Rs. 3 bn and 10 bn Working Capital achieved a turnover of 17.1 bn in first 9 months of FY 11.
- \Rightarrow Steady profit margins (5.2% in FY10) and ROE (24.44% in FY 10)

Diversification – Sectoral & geographical presence

- \Rightarrow Evolved from a consultant to a EPC player and finally an Infrastructure player
- \Rightarrow Ramky continued to build on core competency
- \Rightarrow Reduces the risk of dependency on any one sector and helps in participating in projects across the country

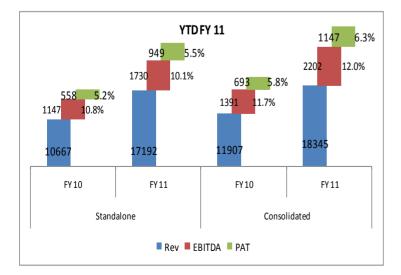
Visibility of earnings – Revenue driven by strong order book

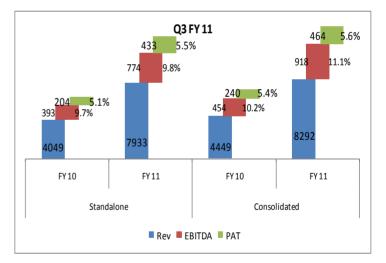
- \Rightarrow Order book of INR 11684 Mn as on 31st Dec `10 provides high revenue visibility
- \Rightarrow Proven execution capabilities with planning & execution expertise, ensuring order completion within budget and time.

Great Value available at attractive valuations

Quarterly Financial Highlights

- ⇒ **Standalone** Revenue of the Company for Q3 FY11 increased by 96% QoQ at Rs. 7933 m. while PAT increased by 112 % at Rs. 433 m, EBITDA increased by 97 % to Rs. 774 m.
- ⇒ Consolidated Revenue of the Company for Q3 FY11 increased by 86% at Rs. 8292 million. While PAT increased by 94% at Rs. 464 m, EBITDA increased by 102% to Rs. 918 m.
- ⇒ Q3 FY11 Standalone EPS has registered 83 per cent growth to Rs. 7.57 from Rs. 4.14 when compared with Q3 FY10. During the same period Consolidated EPS registered 67% growth from Rs. 4.86 to Rs. 8.12
- \Rightarrow Strong growth in P&L is driven by execution of high value projects and interest leverage due to influx of equity





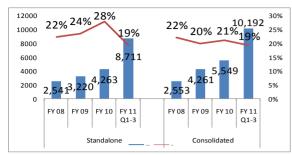
Year-to-date Financial Highlights

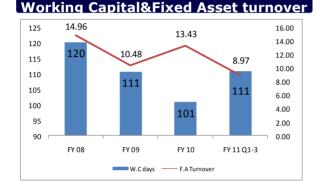
- ⇒ **Standalone** Revenue of the Company till Q3 FY11 increased by 61% at Rs. 17192 m.W hile PAT increased by 70% to Rs. 949 m, EBITDA increased by 51% to Rs. 1730 m.
- ⇒ Consolidated Revenue of the Company till Q3 FY11 increased by 54% at Rs. 18345 m. While PAT increased 65% to Rs. 1147m, EBITDA increased by 58% to Rs. 2202 m
- ⇒ Q1-3FY11 **Standalone EPS** has registered 47 % growth to Rs. 16.58 from Rs 11.28 when compared with Q1-31FY10. During the same period **Consolidated EPS** registered 43% growth from Rs. 14.03 to Rs. 20.05
- ⇒ Consolidated revenue & profitability have been robust because of sales in Ramky PharmaCity 42 Acres of on an average price of 900 m per acre during the 9 months period



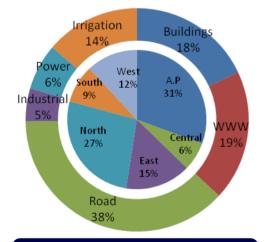
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Net Worth & ROE

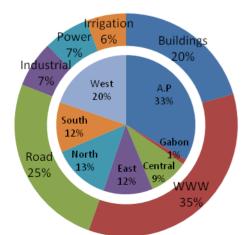




Order book Split as of 31st Dec- 2010



Revenue Split for first 3 Quarters of FY 11



Strong Balance Sheet Driven Company

- \Rightarrow Asset Capital turnover ratio is 1.7 times based on the 9 month period on an increased capital base. The target is to increase it to 3 before further dilution.
- \Rightarrow Fixed asset turnover ratio at 7.62 mainly because of heavy asset investment in road sector. The turnover is expected to improve as the full potential of road sector is realized in next quarter
- \Rightarrow Net working capital (excluding cash and SAM) is at 111 Days as of Q3 based on Q3 estimated annual turnover
- \Rightarrow Cash flow from operation is negative but will be sufficiently set off by quick turnover of receivables on road projects recently commenced
- \Rightarrow ROE is 19% for Standalone business and is expected to improve when the IPO funds are utilized fully and capital turnover increase

Note: All ratios based on annualize estimates

Business profile and order book

Construction business:

Water and Waste Water: Is the spearhead of construction business. The company provides complete solution in the WWW infrastructure. The capacity built allows us to be the leaders in this space. A good technically capable team of more than 50 design engineers provide effective solutions.

Order book for WWW: INR 22047 million

Irrigation: The Company is a total irrigation solution provider including lift irrigation, dams, barrages and cross drainage work. It mitigates risks in the vertical by only retaining core activities of design and supervision while subcontracting all other areas.

Order book for Irrigation: INR 16072 million

Roads & Bridges: Builds highways and excels in execution through early completion of the projects.

Order book for Roads and Bridges: INR 44274 million

Buildings: The company is substantially in government built institutional buildings like education campuses, hospitals etc.

Order book for Buildings: INR 21048 million

Power: Includes electricity transmission networks, substation feeder lines and low tension distribution lines

Order book for Power: INR 7792 million

Industrial: Includes industrial parks, SEZs and related works where by the complete civil infrastructure viz roads, buildings, T&D etc are built

Order book for Industrial: INR 5610 million



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BOT Road Projects

Addanki—Narkatpalli Road	Length —212.5 Km
	Project cost: Rs. 17605 m
Jorbat—Shillong Road	Length—61.85 Km
	Project cost—Rs. 8240 m
	Length—67.76 Km

Srinagar-Banihal Road Project cost- Rs.16000 m

Ramky Pharma City			
Total land	2143 Acres		
Salable land	1455 Acres		
Average project cost /acre	INR 292 m		
Balance Salable land	SEZ	102 Acres	
	Non-SEZ	239 Acres	
In Procurement	SEZ	193 Acres	
Average sales price/Acre	SEZ	INR12.1m	
	Non-SEZ	INR 9 m	

Developer Business

- ⇒ Addanki-Narkatpalli and Jorbat-Shillong road projects got financially closed in the guarter
- \Rightarrow Financial closure of Srinagar-Banihal road project is at an advanced stage
- \Rightarrow Final COD of Hyderabad Outer Ring Road I is awaited, first annuity claims are made with HMDA
- \Rightarrow Challenges with regards to grant , bonus and annuity collection in Hyderabad Outer Ring Road project because of poor fiscal situation of A.P state government
- \Rightarrow COD is expected in the month of March for Gwalior Bypass Road





From Km:182+400 to Km:182+740 L/S Embankment Top Work is in Progres



Jorbat-Shillong Road

For Further Queries / details contact:

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They are inherently subject to, risks, uncertainties, and assumptions, etc about the Company, economic factors and the industry in general. The Company's actual performance and events could materially differ from those expressed or implied by forward-looking statements made by the company due to, but not limited to, important factors such as general economic, political and market factors in India and internationally, competition, technological change, and changes in the government regulations.