

Srei Infrastructure Finance Limited
Infrastructure Advisory Division



INFORMATION BROCHURE

SREI
a strong foundation

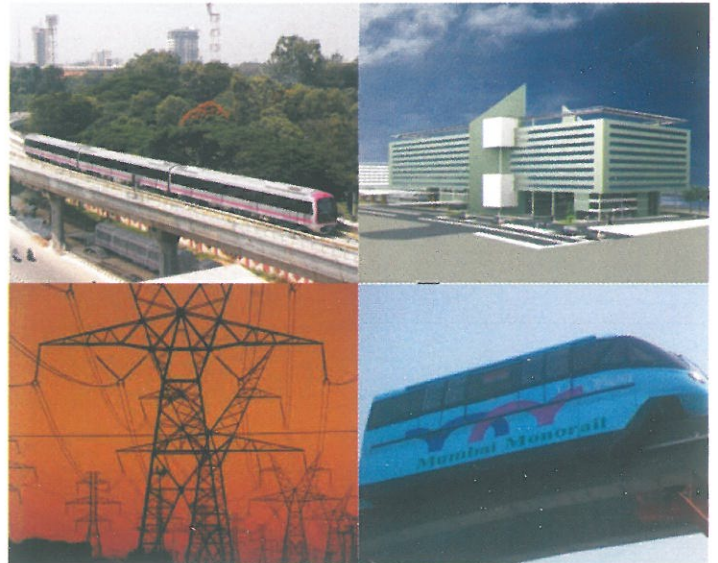
Srei Infrastructure Finance Limited



At Srei, we help development agencies in Government and Private Sector to identify needs to build the future through planning, engineering, project structuring & transaction advisory. We provide end-to-end advisory services in urban infra, transportation, energy and social infrastructure segments.

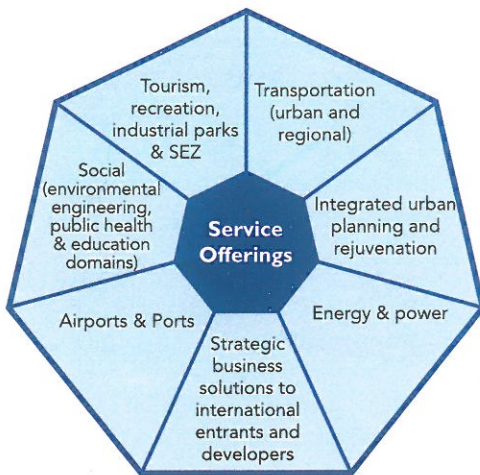
A DYNAMIC AND STRATEGIC APPROACH

- The Srei Group manages the businesses of its customers through strategic advice and guidance, when consolidated; this represents a huge knowledge repository. Private sector, as well as, Government sector project size is becoming larger and more complex, increasing the need for a focussed specialised advice.
- Srei leverages its relationship-driven financial solution's model to provide project advisory services. The Company's advisory business is fee-based and not constrained by funds availability. The financial credentials of Srei and deep knowledge in regulatory compliance needs are useful for eligibility for large projects.
- Over the last few years, Company has provided advisory services for more than 75 projects with project cost of over Rs. 75,000 crore; out of which 23 projects are at various stages of implementation.



WE HAVE THE ABILITY TO TRANSLATE RICH EXPERIENCE INTO ENTERPRISING SOLUTIONS

- Srei Advisory is today a recognised name in Infrastructure Advisory & plans to diversify its portfolio in coming years. We work with both private entities and public bodies to enable better infrastructure.
- Srei Advisory leverages deep domain knowledge and comprehensive relationships in the 'Indian Infrastructure Space' to deliver customised solutions.



ADVANTAGES

With strategic investments in Roads, Telecom, Power, Urban Infra. etc., Srei has the central ability to demonstrate and evaluate programmes for infrastructure segments through focussed, applicable & creative business skills for the Government and Private Sector



INFRASTRUCTURE

Srei has immense potential in offering services in Urban Infrastructure, Urban Transport, Water and Sewerage, Energy and Power and Social Infrastructure involving conceptual to engineering design & programme management in infrastructure.

SOCIAL ENGINEERING

Encouraged by the reforms in educational sector, Srei has already placed itself into the educational sector. Our social vertical is involved with comprehensive solutions for capacity building in CCE skill sets with CBSE and other Schools in the Country.

SKILL DEVELOPMENT

Our group is laying emphasis on training skills suitable to various industries in the country and are assisting the Government with 'Skill Development Programmes' in tune with the National and State Policies.

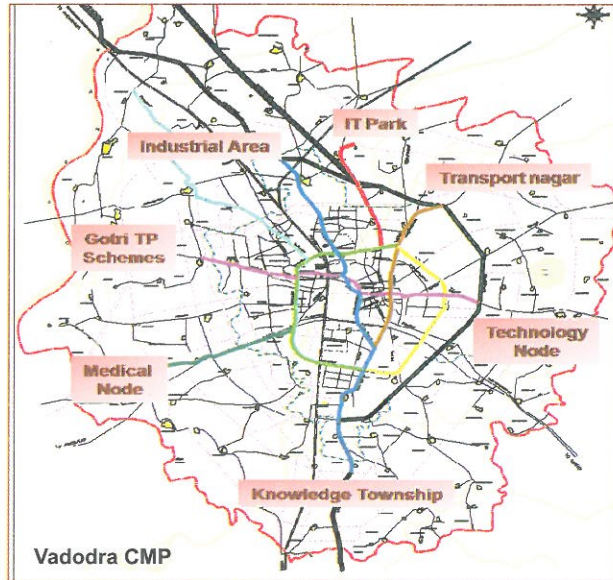
WE MAKE TOMORROW HAPPEN!

http://www.srei.com/service_feebased_project_advise.aspx

Transportation

URBAN TRANSPORT

- Traffic & Transportation Plans
- Traffic Eng. & Management
- Parking Solutions & NMT Plans
- Public Transport Planning
- Bus & Rail Transit (MRT, BRT) terminal infrastructure
- Intelligent Transport Integration
- Multimodal Integration & TOD
- Urban Road Eng. & Safety
- Capacity Building Advisory
- Transaction Advisory



GANGA EXPRESSWAY...LANDMARK INITIATIVE

Start Date: September 2007

Project – Transaction Advisory Services for Selection of Developer for development of 8-Lane Access Controlled Expressway from Greater Noida to Ballia

Length - 1000 km
Cost – INR 30,000 crore

Completion Date March 2008

Client: Uttar Pradesh Expressway Industrial Development Authority, GoUP

PROPOSED 850-KM 8-LANE EXPRESSWAY

REGIONAL TRANSPORT

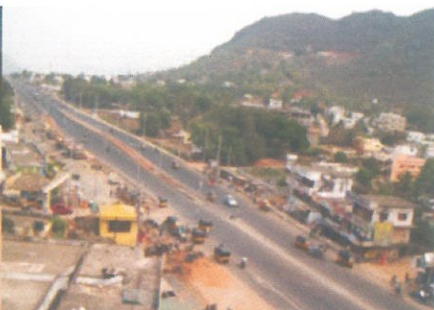
- Highway Engineering
- Railway Engineering
- Business Plans & PPP structuring
- Logistics & Multi-Modal Integration
- Project & Programme Management

DUE IMPORTANCE TO

- Dynamic approach
- Green mechanism and low carbon approach
- Multi-modal integration and logistics
- Information technology
- Sustainability options
- Energy, land and environment

SOME OF OUR CREDENTIALS

- Detailed Project Report for Colombo Metro
- Detailed Project Report and Project Management for Visakhapatnam BRTS
- Detailed design for Power Supply, Traction System and Track work for Bangalore Metro.
- System Integration Services for Delhi Airport Express-link Metro.
- Design Engineering Consultancy for Power Supply for Mumbai Monorail
- Detailed Project Report for Lucknow MRTS
- Feasibility, PPP Structuring & Selection of Developer for Ganga Expressway Project (1000 km) in Uttar Pradesh - largest single project costing INR 30,000 crore - successful
- Feasibility, PPP Structuring & Selection of Developer for Agra Ring Road Project part of Yamuna Expressway - successful
- JNNURM-linked transport projects like CMP for Vadodara
- Regional Strategic Road Master Plan for the State of Uttar Pradesh - first of its kind in India



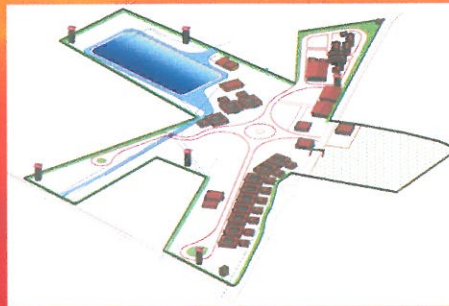
Urban Infrastructure Planning

AREAS OF EXPERTISE

- Integrated Urban Rejuvenation Plan (commercial infrastructure, housing & townships, urban planning etc.)
- Tourism (Special Tourism Zones, Eco-resorts, Convention Centers etc.)
- Fund Management
- Industrial Infrastructure (Textile Parks, SEZ etc)

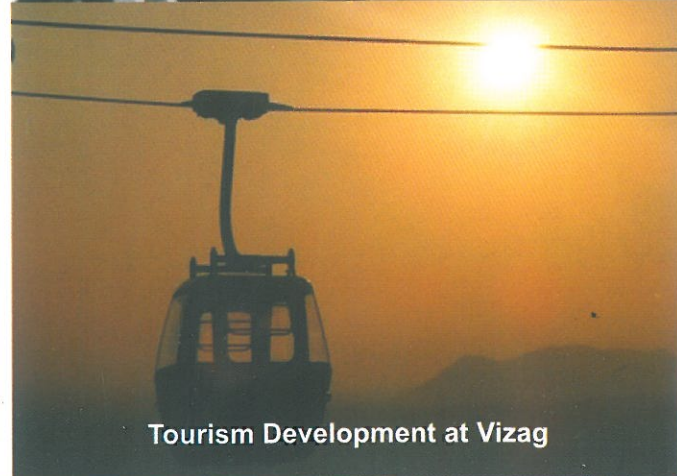
SERVICES SPECTRUM

- Project Conceptualization, Structuring and Development Feasibility Studies
- Transaction Advisory Services
- Project Development, Planning & Engineering
- Project Management Services
- Market Demand Assessment Studies
- Detailed Project Reports
- Tender Documentation including Bid Process



SOME OF OUR CREDENTIALS

- Transaction Advisory Services for Ganga Expressway Project
- Integrated Urban Rejuvenation Plan (IURP) for six cities of Uttar Pradesh
- Project Management Consultancy for Textile Park at Pali
- Conceptualization, planning, design and costing of 3 major housing projects in Bangalore for Bangalore Development Authority
- Preparation of City Development Plan for Gangtok City (JNNURM)
- Development of pilot projects under the Provision of Urban Amenities in Rural Areas (PURA) scheme for Sangli Cluster
- Consultancy Services for Transaction Advisory for development of MTC Bus Terminal / Depots in T. Nagar and Thiruvannamipur
- Preparation of City Development Plan (CDP) for 6 Municipal Corporation (Pichhore, Karera, Narwar, Khaniyadhana, Kolaras & Badarwas) of Shivpuri District in Madhya Pradesh
- Preparation of City Development Plan (CDP) for 4 Municipal corporation (Pichhore, Bhitwar, Bilaua, & Antari) of Gwalior
- State level Project Management Advisors to provide Project Management Support in Tourism Infrastructure Projects to States and UT (Ministry of Tourism) – West Bengal, Maharashtra, Odisha, Andaman Nicobar
- Transaction Advisory services for Development of Vizag Tourism Cluster and Lepakshi Tourism Cluster in Andhra Pradesh



Tourism Development at Vizag

Social Infrastructure

EDUCATION SECTOR

Offerings

- Capacity Building Programmes for School Teachers & Next Generation Digital Classrooms
- School Management & Continuous & Comprehensive Evaluation (CCE) Software solutions
- CCE implementation support to Schools affiliated to CBSE & other State Education Boards
- Multimedia based digital educational contents for School Teachers & Students
- Implementation of ICT in Schools through Government Aided Schemes
- IGNOU certified and Srei-Sahaj Online E-learning Courses for Rural Masses
- Skill Development & Up-Skilling Programmes pan-India in various Vocational domains



Credentials

- Empanelled with Central Board of Secondary Education for CCE Capacity Building programmes. More than 150 schools across India provided CCE Software solutions & Teacher Training Services
- Strategic Partnership with IGNOU for Online E-learning Courses. Around 140000 students enrolled under 15 E-learning courses developed both in-house and in collaboration with IGNOU & Microsoft
- More than 7000 Rural Youth provided Vocational Training at 42 Skill Development Centres established under Swarnajyoti Gram Swarajgar Yojana (SGSY) of Ministry of Rural Development, Government of India
- Employment support provided to candidates trained at Srei-Sahaj Skill Development Centres and also operate an exclusive portal for blue colored job seekers www.chaakri.in
- ICT implementation financing support provided to leading Educational Hardware & Software companies



HEALTH CARE SECTOR

Offerings

- Study gaps in infrastructure, equipment, staffing and level of services & Market survey to assess the needs for the healthcare services
- Site Identification studies for setting up of the Medical College and affiliated hospitals as per the MCI guidelines
- Detailed analysis of various project related risk parameters and risk mitigation/management plan
- Financial assessment and PPP structuring to develop a detailed business plan and revenue model for Healthcare Facility
- Bid Process Management for Healthcare Sector projects

Credentials

- Consultancy Services to Himachal Pradesh Infrastructure Development Board to prepare proposals for seeking private sector participation in setting up Medical Colleges in association with Regional Hospitals at Mandi, Una and Hamirpur
- Consultancy Services under Integrated Urban Rejuvenation Plan (IURP) of Awas Bandhu, Govt. of Uttar Pradesh to set up Multi-Specialty Hospital at Agra on Design, Build, Finance, Operate and Transfer basis under Public Private Partnership
- Up-gradation of Primary Health Care Centres in Rural India under PPP framework

OTHER SOCIAL SECTORS

Offerings

- Consultancy Services for setting up of Oceanarium, Aquarium, Food Courts, Convention Centres, Hotels, Sports Stadium etc
- Management Consultancy Services involving Market/Demand Assessment Surveys to find out the gaps in infrastructure, equipment, staffing and level of services in various social infrastructure projects
- Risk mitigation plan
- Financial Modeling and PPP structuring of Projects
- Transaction Advisory services to both Government Authorities as well as Private Bidders cum Project Developers

Credentials

- Advisory Services to International Clients for Oceanarium Projects in Jalandhar, Maharashtra, Orissa and Goa
- Consultancy Services to Department of Science and Industrial Research of Ministry of Science & Technology to undertake "Study on Innovative, Socially Relevant and Commercializable Technologies"
- Consultancy Services towards development of "Haldia Convention & Sports Tourism Centre" at Haldia

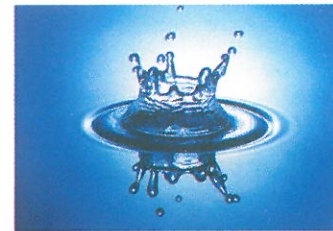
WATER SUPPLY & SANITATION

Offerings

- Feasibility Studies & Detailed Project Reports
- Bid Process Management & Transaction Advisory
- PPP Structuring, Concession Agreements, Bulk Water Supply Agreements etc.
- Asset Valuation & Financial Re-structuring studies mainly for ULBs

Credentials

- Preparation of DPR for 30 MGD Dhapa Water Treatment Plant, Kolkata under JNNURM
- Preparation of DPR for Financial Assistance to water supply scheme of ASANSOL Municipality Corp. under JNNURM
- Preparation of DPR for scheme of surface water supply in Baruipur Municipality Corp. under JNNURM
- Preparation of Pre-feasibility Report and Detailed Project Report for 15 MGD Water Supply Scheme for Barrackpore & North Barrackpore Municipalities in West Bengal
- Removal of Drainage Congestion in Hooghly Chinsurah Municipal Area
- Removal of Drainage Congestion in Chandernagore Municipal Corporation area including improvement of Garh
- Solid Waste Management Programme under 13 Municipal Towns within KMDA
- Consultancy Service for the preparation of New Financial Model for Visakhapatnam Industrial Water Supply Company
- Preparation of Detailed Project report for Water Supply & Sewerage Schemes for Kalayat, Uchana & Safidon towns in Haryana
- Transaction Advisory and Bid Process Management for project on Up-scaling 24x7 Water Supply to cover the entire Corporation areas of Belgaum, Gulbarga and Hubli-Dharwad in Karnataka
- Feasibility Study and Detailed Project Report on Re-modelling of Gaunchi Drain in NIT Faridabad, Haryana
- Project Management Consultancy services for Sewerage Projects (3 Schemes) in Goa



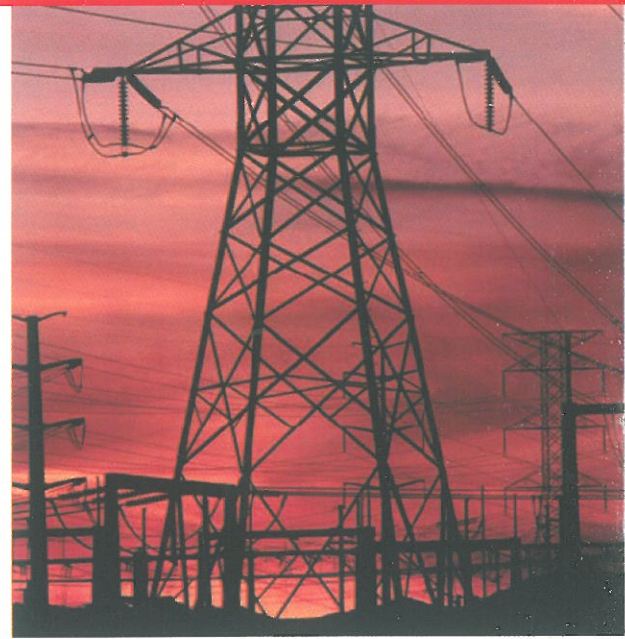
Power

SERVICES SPECTRUM

- Project Advisory
- Project Structuring on PPP
- Transactions Advisory
- Financial Advisory
- Project Development
- Project Management

Some of our Credentials

- Central Government initially launched three Interstate Power Transmission Projects for private participation under BOOM and Srei bagged all three with a cumulative project size of Rs. 5,550 crores as a Project Advisor.
 - Consultancy Services for selection of developer for establishment of strengthening system for North Karanpura project for REC Transmission Project Company Ltd.
 - Consultancy Services for selection of developer for establishment of Talcher-II Augmentation System for REC Transmission Project Company Ltd.
 - Consultancy Services for transmission system for "Scheme for enabling import of NER/ER surplus power by NR" for East - North Interconnection Company Ltd.



WE MAKE TOMORROW HAPPEN!



MAJOR CLIENTELE (SREI ADVISORY)

- Ministry of Rural Development, Government of India
- Asian Development Bank (ADB)
- Ministry of Commerce & Industry Department of Commerce, (SEZ Section), Government of India
- Uttar Pradesh Expressway Industrial Development Authority, Government of Uttar Pradesh
- Bangalore Metro Rail Corporation Limited, Bangalore
- Delhi Metro Rail Corporation (DMRC), New Delhi
- Greater Visakhapatnam Municipal Corporation, Visakhapatnam
- Urban Development and Housing Department, Government of Sikkim & Government of Arunachal Pradesh
- Gujrat Maritime Board, Gujarat
- Larsen and Toubro Limited, Mumbai
- Vadodara Municipal Corporation (VMC)
- Uttar Pradesh Public Works Department, World Bank Division
- Kolkata Metropolitan Dev. Authority, West Bengal
- Bangalore Development Authority, Karnataka
- Urban Administration & Development Department, Government of Madhya Pradesh
- Department of Medical Education & Research, Government of Himachal Pradesh
- India Tourism Development Corporation Limited
- Kerala State Industrial Development Corporation Ltd.
- West Bengal Infrastructure Development Corporation Ltd. (WBIDCL)
- Rural Electrification Corporation Limited
- GRID Corporation of Orissa Limited
- Maharashtra State Electricity Board (MSEB)
- Public Health and Engineering Department, Bihar & Haryana

In addition to the above list, Srei Advisory is empanelled with various Government Agencies for providing advisory services in Infrastructure.

Srei: A holistic Infrastructure Institution

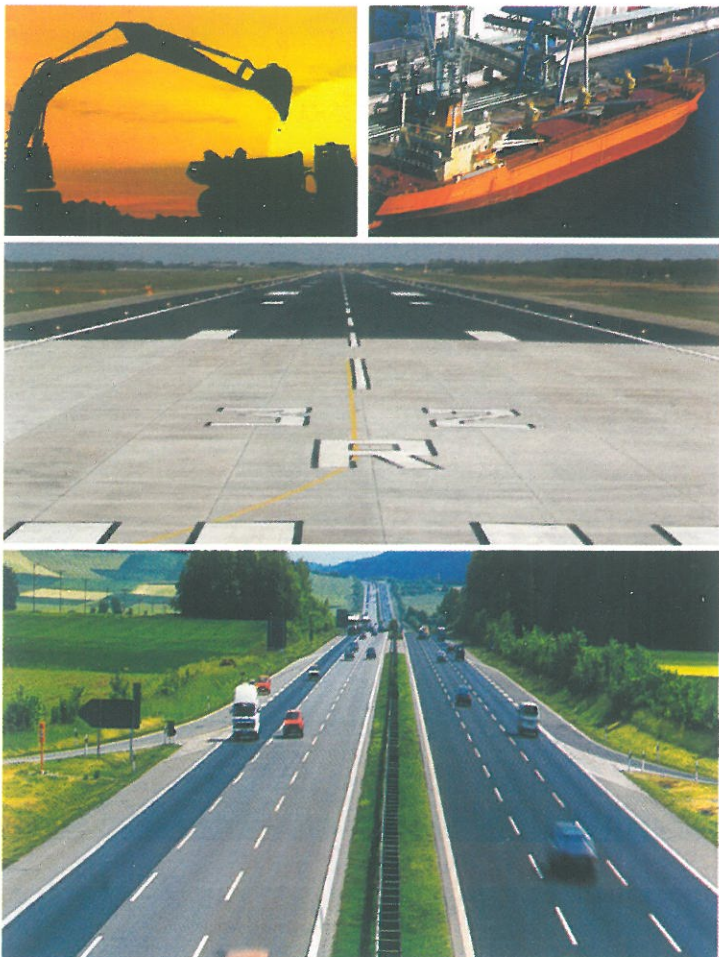
CORPORATE OVERVIEW

Srei Infrastructure Finance Limited is a synonymous name within infrastructure space in India. A holistic infrastructure institution – we offer economical, adaptable & value based solutions in the infrastructure segments like asset & project financing, project development, strategic investments & infrastructure project advisory. The services spectrum is available in-house - under one umbrella. We are known for innovations in infrastructure financing with lead success stories in urban and rural infrastructure through strategic, customized and effective marketing programmes.

In over 22 years of operation, we have empowered more than 30,000 entrepreneurs through our bouquet of services in the infrastructure sector: Infrastructure Project Finance, Advisory and Development, Infrastructure Equipment Finance, Sahaj e-Village, Venture Capital, Capital Market, QUIPPO - Equipment Bank, VIOM – Telecom Towers and Insurance Broking.

Srei has lead from the forefront in almost all stages of the infrastructure value chain. We are amongst the first Indian NBFCs to access the international market for funds; the first Indian infrastructure NBFC to be listed on the London Stock Exchange; and the first company to lay the ground for passive telecom infrastructure in India.

We are also the first to break new ground in rural IT infrastructure in India, under the National e-Governance Plan of the Government of India. This mega project, called Srei Sahaj e-Village, envisages creating over 28,000 Common Service Centres (CSCs) in six states, offering B2B, B2C, G2C and e-Learning services to a 30 crore rural population.



A STRONG FOUNDATION

Srei commenced operations in 1989, as an infrastructure focused Non-Banking Finance Company (NBFC). Visionary management team is headed by Hemant Kanoria, Chairman and Managing Director; Sunil Kanoria, Vice Chairman and is managed by experienced team of world class professionals. Our benchmark is to be best workplaces in India and further sketch a guiding agenda for its leaders for organisational development and continue to induct talent for its present and future needs.

BUSINESS FRONTS



Equipment Finance

We caters to first time users and buyers to the largest corporate construction houses and project developers in the form of leasing and hire purchase of infrastructure, construction equipment and machinery to various construction companies and small and medium scale enterprises - instrumental in infrastructure development across India.



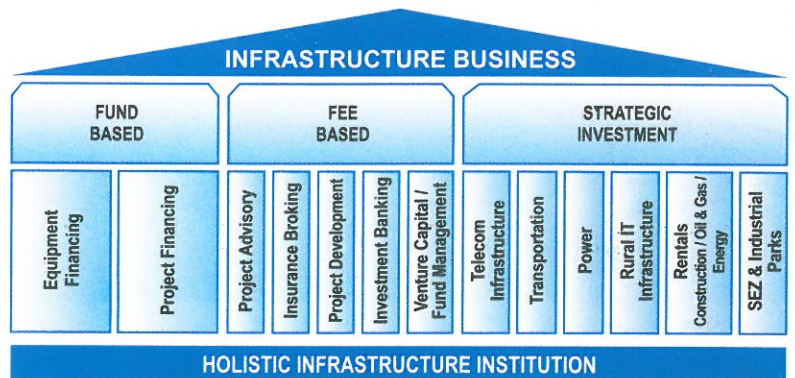
The Project Finance division provides Debt, Equity and Mezzanine Capital for various infrastructure projects apart from large ticket equipment leasing. We innovate and develop customized financing services.



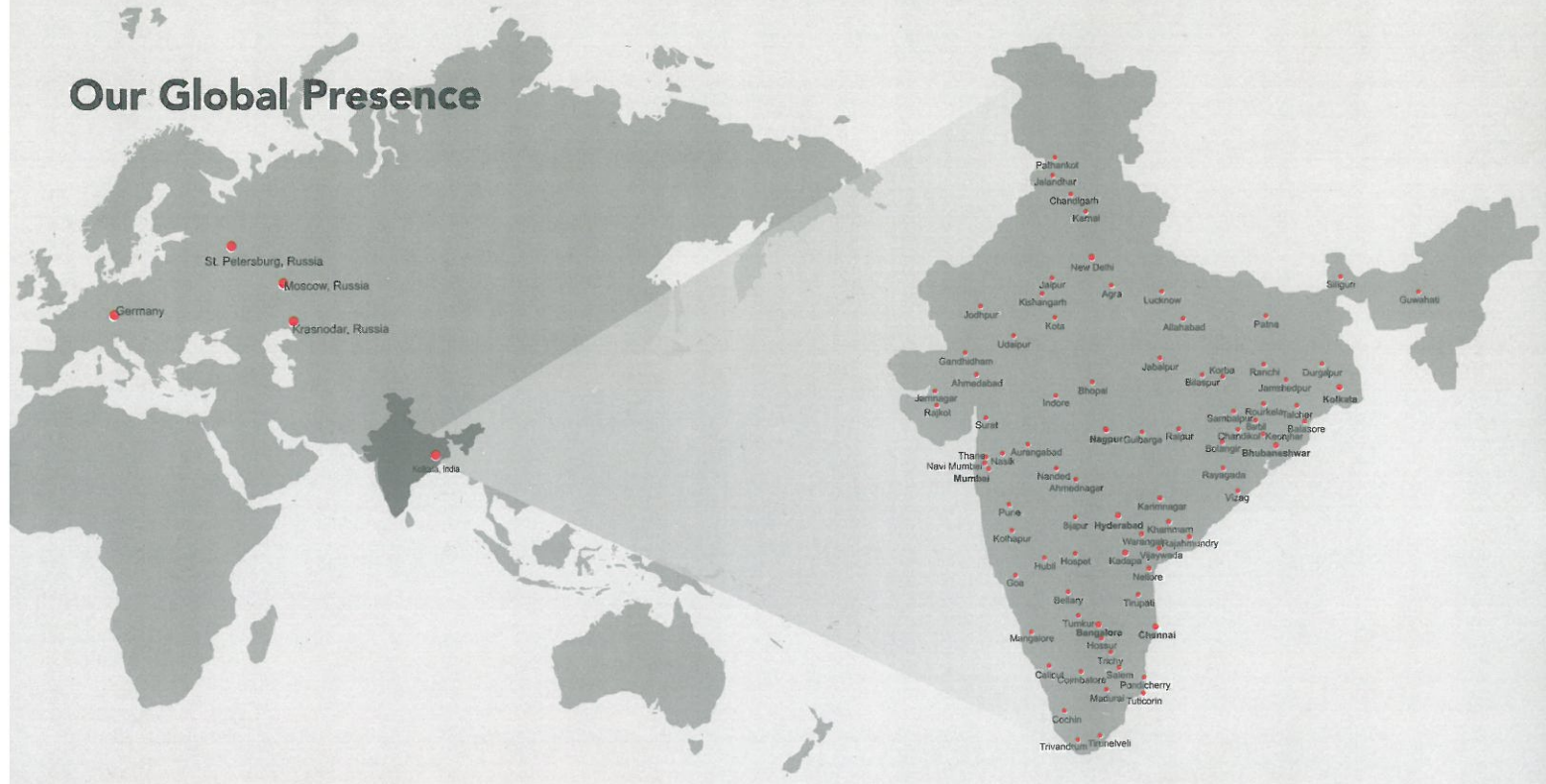
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Srei Sahaj e-Village Limited, a subsidiary of Srei, is an initiative aimed at bridging the digital divide between urban and rural India. As a part of the National e-Governance Plan (NeGP) of the Government of India, 100,000 Common Service Centres (CSC) were to be set up across the rural sector of India in the year 2006 which was further revised to 2,50,000 CSCs in 2009.



Our Global Presence



REGISTERED OFFICE

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REGIONAL OFFICE (DELHI)

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