





## Vision, Mission & Value statement

## **Vision**

To be the most preferred partner with all stakeholders in creation of a quality pool of operational revenue generating infrastructure assets with creditable yield for our investors.

## **Mission**

Offering an organized and reliable platform of InvIT to unlock value for highway developers and enable investors to earn superior and stable returns with utmost safety.

# Values

We strive for inclusive, profitable, and sustainable growth in ethical and trusted manner with full compliance and corporate governance. To operate with transparency and integrity having thrust on safety and quality of infra assets that we own and operate.





# **Attractive Road Portfolio built over Strong Foundation**

## **24 Operational Projects**

- Projects spread across 5 states acquired from DBL
- Operational and revenue generating hence no-construction risk is envisaged
- Seamless cash flow spreaded throughout the year with 44 annuity payments from multiple Concessioning Authority (Central and State Government Agencies) and daily toll collection from commuters.
- Diversified Revenue Mix from HAM, Toll, Annuity, Toll + Annuity **Projects**

# **Management Team**

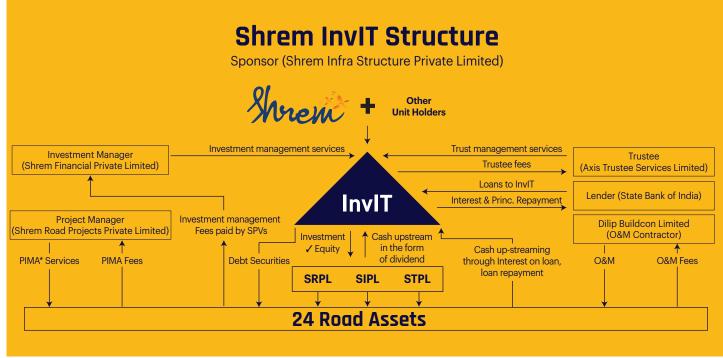
Strong Technical &

- Pro-active management team with extensive experience of intensive monitoring of the projects
- Periodic early inspection of the road asset quality by the in-house technical team before the site inspection by the Concessioning **Authorities**
- Strong technical team with experience in structures, project management, transportation engineering, highway designing etc.

## **Robust Risk Mitigants**

- Fixed-Price O&M (Routine & Major Maintenance) Contracts in place with DBL for the entire life of all the assets
- 4 Year O&M expense moratorium for HAM projects securitized with cash collaterals
- Cross-collateralization for all the 24 projects in case of default in performing O&M obligations
- Retention of O&M payment due to Contractor if amount due to us is withheld or reduced by the relevant Concessioning
- Payment after receipt of the annuity by the relevant Project SPV
- Lower risk due to higher visibility & stable cash flows







# **Shrem Group: Diversified Asset Investment Family office**

## **Description**

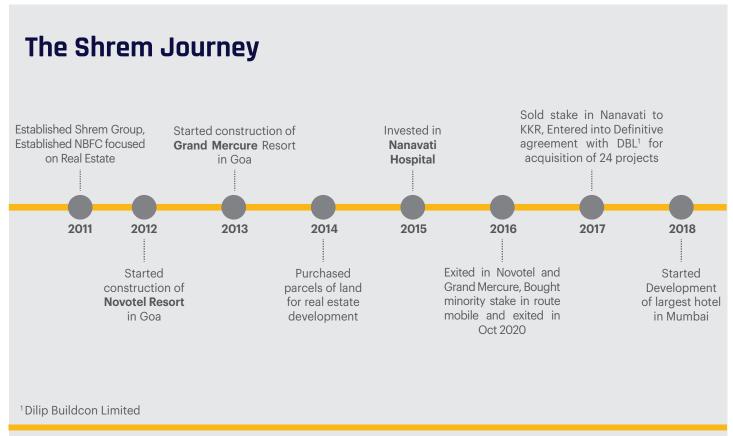
- Established in 2011, Shrem Group is a Mumbai based Family Office managed by Mr. Nitan Chhatwal
- The Group invests across the Infrastructure, Real Estate, Telecom, Healthcare and Hospitality sectors
- Diversified real estate investment holdings Mumbai, Pune, Goa, Bangalore and the National Capital Region
- The Group is currently constructing a Fairmont Brand Hotel, the largest hotel in Mumbai in partnership with Accor Hotels, a France based leading hospitality company
- Pan India presence with ~ 160 employee base

## About the Promoter



# Mr. Nitan Chhatwal **Executive Chairman**

- 30+ years of experience in managing businesses and Investments
- As co-promoter, he was pivotal in transforming a small-sized stainless-steel company, Viraj Profiles Ltd, into a billion-dollar Company
- Since 2017, successfully created an operational portfolio of 24 road assets





# **Geographical Diversified Road Portfolio**

## Gujarat (GJ)

- DBL Nadiad Modasa

## Maharashtra (MH)

- DBL Kalmath-Zarap
- DBL Tuljapur Ausa
- DBL Mahagaon Yavatmal
- DBL Yavatmal Wardha
- DBL Wardha Butibori

### Uttar Pradesh (UP)

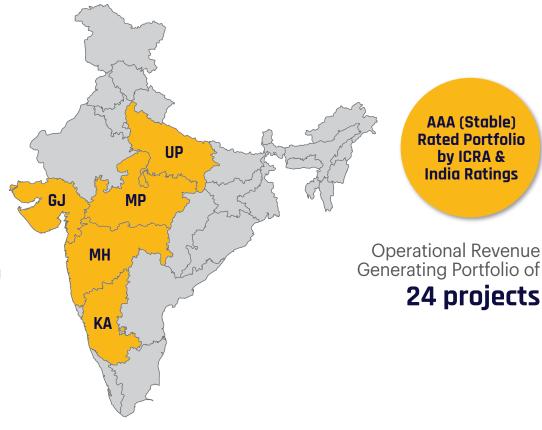
- DBL Lucknow Sultanpur

### Karnataka (KA)

- DBL Mundargi Harapanahalli
- DBL Hassan Periyapatna
- DBL Hirekerur Ranibennur

### Madhya Pradesh (MP)

- Suryavanshi Infrastructure
- DBL Hata Dargawon
- DBL Betul Sarni
- DBL Mundi Sanawad
- DBL Jaora-Sailana
- DBL Silwani-Sultanganj
- DBL Bankhalfata-Dogowa
- DBL Uchera-Nagod
- DBL Sardarpur-Bandawar
- DBL Ashoknagar-Vidisha
- DBL Sitamau-Suwasara
- DBL Tikamgarh Nowgaon
- DBL Patan-Rehli
- Jalpa Devi Tollways





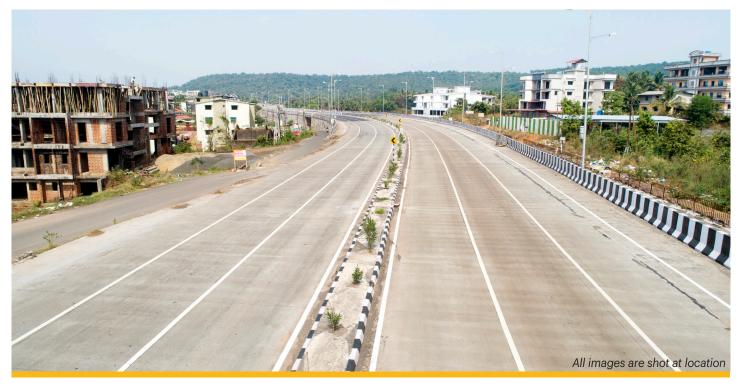


# **NHAI/MoRTH Road Asset**

Sr N	lo. Name of the Asset	State	Lane (Length in Kms)	Authority	PCOD	Residual Concession Period (in years)	No. of Annuities Received	Bid Project Cost (In Crs)	Bided O&M (In Crs)
1	DBL Lucknow Sultanpur Highways Ltd (DLSHL)	UP	4(127.4)	NHAI	30-04-2019	12.5	5 / 30	2,016	5.0
2	DBL Yavatmal Wardha Highways Pvt Ltd (DYWHPL)	МН	4(64.9)	NHAI	02-08-2019	13	4/30	1,043	3.0
3	DBL Tuljapur Ausa Highways Ltd (DTAHL)	МН	4(67.4)	NHAI	18-11-2019	13.5	3 / 30	911	3.0
4	DBL Wardha Butibori Highways Pvt Ltd (DWBHPL)	МН	4(59.2)	NHAI	20-11-2019	13.5	3 / 30	1,066	3.0
5	DBL Kalmath Zaraph Highways Ltd (DKZHL)	МН	4(43.9)	MoRTH	23-03-2020	13.5	3 / 30	914	3.0
6	DBL Mahagaon Yavatmal Highways Pvt Ltd (DMYHPL	МН	4(80.2)	NHAI	23-05-2020	14	2/30	1,161	3.0
7	Jalpa Devi Tollways Limited (JDTL)	MP	4(93.5)	NHAI	18-06-2018	20.95	NA	NA	NA

HAM projects comprise of ~90% rigid pavement and therefore require minimal O&M.

NHAI; National Highways Authority of India, MoRTH: Ministry of Road Transport and Highways





# **State Concession Road Asset Portfolio**

Sr No	o. Name of the Project	State	Lane (Length in Kms)	Authority	TYPE	COD	Concession Period (in Year)	No. of Annuities Received
1	DBL Bankhlafata - Dogawa Tollways Ltd	MP	2(65)	MPRDC	Annuity	31-03-2014	15	15/26
2	DBL Jaora – Sailana Tollways Ltd	MP	2(87)	MPRDC	Annuity	09-05-2014	15	14/26
3	DBL Ashoknagar - Vidisha Tollways Ltd	MP	2 (36)	MPRDC	Toll + Annuity	30-06-2014	15	14/26
4	DBL Silwani – Sultanganj Tollways Ltd	MP	2(76)	MPRDC	Toll + Annuity	25-03-2013	15	17/26
5	DBL Sitamau – Suwasara Tollways Ltd	MP	2(35)	MPRDC	Toll + Annuity	28-03-2013	15	17/26
6	DBL Hata – Dargawon Tollways Ltd	MP	2(64)	MPRDC	Toll + Annuity	06-03-2017	15	9/26
7	DBL Patan Rehli Tollways Ltd	MP	2(87)	MPRDC	Toll + Annuity	31-03-2017	15	9/26
8	DBL Mundi – Sanawad Tollways Ltd	MP	2(68)	MPRDC	Toll + Annuity	15-05-2013	15	16/26
9	DBL Uchera - Nagod Tollways Ltd	MP	2(56)	MPRDC	Toll + Annuity	15-05-2014	15	14/26
10	DBL Betul – Sarni Tollways Ltd	MP	2(124)	MPRDC	Toll + Annuity	12-05-2015	15	12/26
11	DBL Tikamgarh - Nowgaon Tollways Ltd	MP	2(76)	MPRDC	Toll + Annuity	26-05-2015	15	12/26
12	DBL Sardarpur Badnawar Tollways Ltd	MP	2(43)	MPRDC	Toll + Annuity	09-06-2012	15	18/26
13	DBL Nadiad Modasa Tollways Ltd	Guj.	2(108)	GSRDC	Annuity	31-12-2013	13	14/24
14	DBL Mundargi Harapanahalli Tollways Ltd	Kar.	2(51)	KRDCL	Annuity	28-02-2018	10	6/16
15	DBL Hassan Periyapatna Tollways Ltd	Kar.	2(74)	KRDCL	Annuity	28-02-2018	10	6/16
16	DBL Hirekerur Ranibennur Tollways Ltd	Kar.	2(59)	KRDCL	Annuity	28-02-2018	10	6/16
17	Suryavanshi Infrastructure Pvt Ltd	MP	2(44)	MPRDC	Toll	04-02-2009	25	NA



# **Roads & Highway** Project Management & **Execution Experience**

## Major milestones achieved in last 4 years since acquisition

Track record of receipt of Annuities within average of 12 Days as compared to eligible grace period of 15 days from the Annuity Due Date

Completed construction of

Lane Kms of 10 Projects

Routine Operation & Maintenance of

Lane Kms of 24 Projects

Commendable Major Maintenance of

Lane Kms of 6 State Projects

Successfully received 147 annuities post acquisition of portfolio from DBL of

(Total 219 annuities till Oct. 21 across 24 assets)

Received over

As grant for under construction projects

Saving in excess of

Due to efficient & effective management of 10 Under construction projects

## **Natural Hedge Against** Interest Rate Risk & **Revision In Toll Rate**

## Natural hedge against interest rate risk

Value of the financial (~ ₹ 4375 Cr) carrying this interest is 1.3 times of the consolidated debt (~ ₹ 3320 Cr)

## **Annual revision** in toll rate

Annual revision of Toll rate of NHAL toll project with fixed increase of 3% and 40% of change in WPI



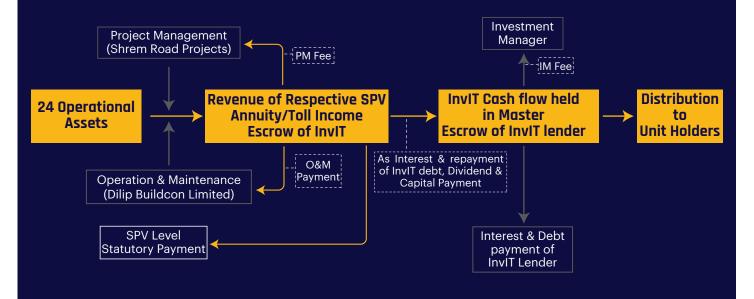


# <u>Investment Policy</u> **Going Forward**

- Investment will be only in Operational HAM/Annuity assets which is value accretive to unit Holders.
  - Valuation and Technical due diligence by Independent third parties.
- Approval of Investment Committee solely consisting of Independent Directors for New acquisitions.
- All related party acquisitions are approved by majority of minority unit holders excluding Sponsor and its Associates.

## Cash flow – Escrow to Escrow

Cashflow moves from SPV Escrow to InvIT Escrow with complete control of InvIT Lender and residual Cashflows of InvIT to be distributed by Axis

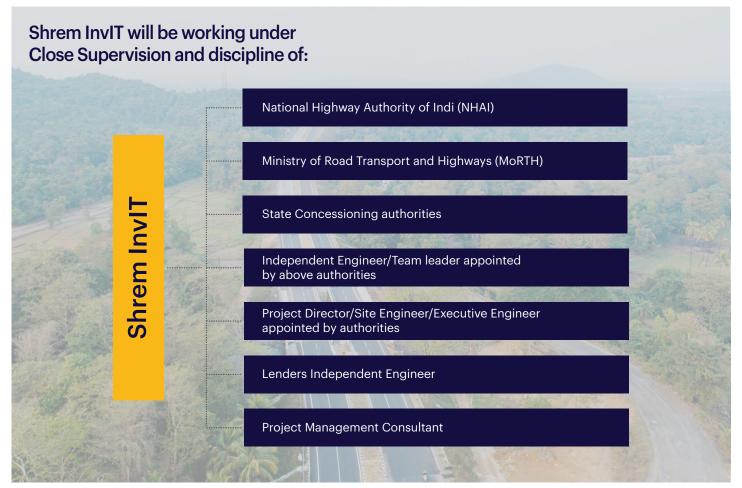




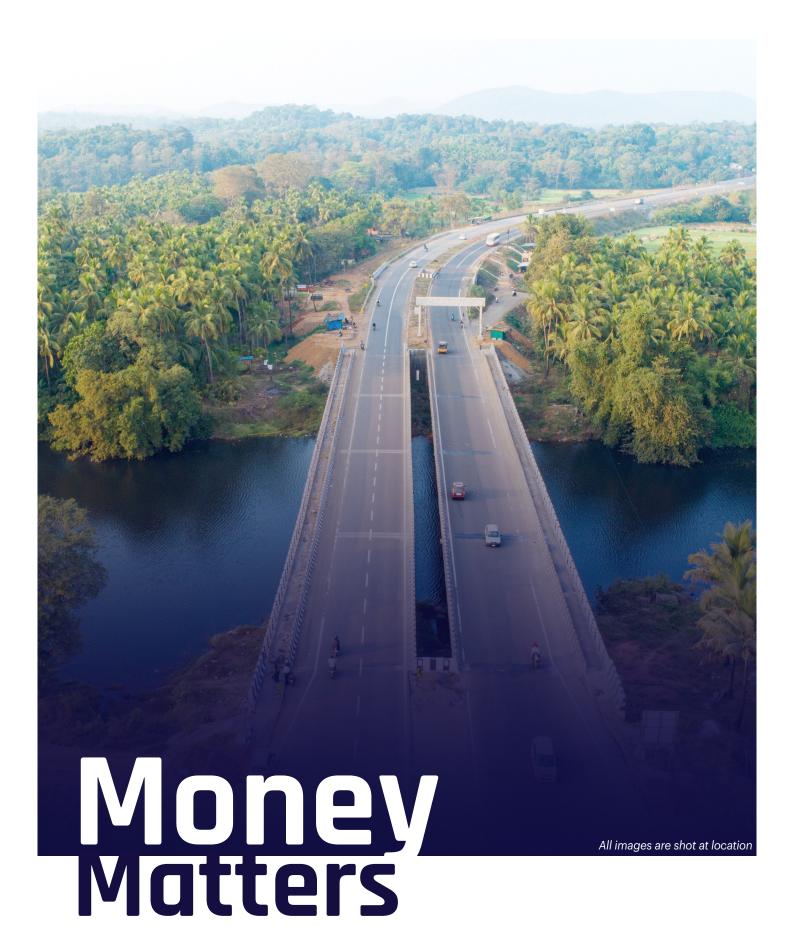
# **Robust Regulatory discipline for InvIT**

Shrem InvIT's Regulatory authorities including various intermediaries:











# **Summary of First Distribution For FY21-22**

Particulars	1st Distribution FY 21-22
Distribution per unit (DPU) (INR)	4.018
Interest	0.042
Dividend	2.000
Capital Repayment/Others	1.9777
Outstanding Units (Crs)	39.047
Gross Distribution (INR Crs)	156.890
Record Date	November 1, 2021
Distribution Date	November 2, 2021

# **Consolidated Financials for period ended Sep 2021**

Particulars	(Rs in Crore)
Revenue	580.83
EBITDA	442.75
NDCF Generated	156.90
DPU (INR per unit)	4.018

# NDCF of Shrem InvIT for Period ended 30th September 2021

Total (Rs in Crs.)

Particulars 16th Sep 2021 to 30th Sep	p 2021
Cash flows received from the Portfolio Assets in the form of Interest	
Cash flows received from the Portfolio Assets in the form of Dividend*	-
Any other income accruing at the Shrem InvIT level and not captured above, includiing but not limited to interest/return on surplus cash invested by Shrem InvIT	0.35
Net Cash flows received from the Portfolio Assets towards the repayment of the debt issued to the Portfolio Assets by Shrem InvIT	318.98
Total cash inflow at the Shrem InvIT Level (A)	319.33
Less: Net cash outflow to Holdcos being subsidiaries of InvIT	86.80
Less: Any payment of fees, interest and expense incurred at the Shrem InvIT level, including, but not limited to the fees of the Investment Manager and Trustee	43.04
Less: Repayment of external debt at the Shrem InvIT level and at the level of any of the underlying, portfolio assets/ special purpose vehicles (Excluding refinancing)	44.61
Total cash Outflows/ retention at the Shrem InvIT level (B)	174.45
Net Distributable Cash Flows (C)=(A-B)	144.88
Note: Net Distributable Cash Flows as computed above	144.88
Add: Cash available for distribution from SPV's in the form of	-
Interest to Shrem InvIT **	12.02
Principal Repayment to Shrem InvIT	-
Net Cash available for distribution at Shrem InvIT	156.90



# Financial Performance of Portfolio

**Liquidity & Senior Debt position** 

**Amt in Crores** 

**Particulars** As on 30th September 2021

Consolidated Debt of InvIT Initial Asset 3319.3 507.85

Consolidated liquidity (InvIT/Holdcos of SPVs and SPVs)

(Including DSRA created with SBI against InvIT debt of Rs. 283.69 Crores)

### **Annuity Details**

Particulars	No. of Annuities	Gross Amount
During Financial Year 2020-2021	43	885.73
During Financial Year 2021-2022 (Till 30th September 2021)	22	498.29

#### **NHAI Toll**

**Particulars Amount** 

During Financial Year 2020-2021 122.97

During Financial Year 2021-2022 (Till 30th September 2021) 65.05

### State Toll

Particulars	Amount

During Financial Year 2020-2021 38.72 During Financial Year 2021-2022 (Till 30th September 2021)





# Operation & Maintenance Contractor

## - Dilip Buildcon Limited (DBL)

Original bidder & EPC contractor for the Project SPVs. DBL is working as O&M contractor since start of commercial Operation of each SPV.

DBL is O&M contractor for all Project SPVs for complete concession period.

### Strength of DBL:



One of the largest players in the Indian road construction sector in terms of scale of operations and order book size.



Strong execution capability. completed most of its projects before time on a pan-India basis.



Earned performance bonus of around Rs 550 Cr during Fiscals 2013 - 20 of which Rs 128.2 Cr was earned during FY 2019-20.



large fleet of self-owned equipment and machinery (>12000).



Strong workforce (>38000) to support all their contractual obligations, including the O&M activities.

# Checks & Balances under O&M Agreement



## **Fixed cost structure**

with no adjustment due to Price escalation or inflation.



Withhold of release of Defect Liability Deposit (DLP) under HAM Projects and utilise against cost incurred due to lapse under O&M obligations.



Payments after the expiry of six months from the date of the expiry of the DLP.



Payment after **receipt of the annuity**by the relevant Project SPV



**Adjustment** in the payment to O&M Contractor, if **amount withheld or reduced** by the relevant Concessioning Authority.



Cross collateralization among 24 Assets

# Project Management Credential and Capabilities

## Shrem Road Projects Pvt Ltd

- Project Manager

Appointed as Project Manger of Shrem InvIT. Project Implementation & Management Agreement (PIMA) details the roles and responsibilities towards trust and projects.

- Project Manager has deputed experienced and skilful staff on all individual project for day to day Operations, Maintenance and Supervision.
- Monitoring of Day to day compliance by O&M contractor with all the conditions laid out in O&M contract as per concession agreement.
- large inhouse Operation and Contract team to support project Manager in discharging its duty on timely basis.

## Ruky Projects Pvt Ltd (RUKY)

- Project Management Consultant (48 Civil Engg. Veterans)
- RUKY is appointed as technical consultants for all the 24 projects. The company provides one stop solutions for all project related issues from pre-tender to post completion.
  Prominent clients of RUKY includes Tata, Adani, KNR, Sadbhav, GR Infra Projects, J Kumar, HG infra. Following services are provided by RUKY:
- Pre- Annuity compliance report to ensure the compliance of concession agreements for receipt of timely payments from Authority.
- Due Diligence services, Pre bid advisory services, Operations and Maintenance Advisory, Contract Management Support, Dispute/Claim Management Support etc.
- Conducted all our Pre-Acquisition Due Diligence, Under construction Project Management Consultancy.



# **Board Of Directors - Independent Governance** Structure of Investment Manager

Investment manager has 6 board of director The Board of Directors consists of 3 eminent infrastructure industry veterans as independent Directors, 1 professional executive director and 2 directors representing the sponsor family with one being the woman non-executive director.

Name	Designation	Experience
Nitan Chhatwal	Chairman (Sponsor Family)	29 years
Mr. Suneet Maheshwari	Independent Director	38 years
Mr Pradeep Singh	Independent Director	42 years
Mr Anurag Kumar Sachan	Independent Director	37 years
Smita Chhatwal	Woman Non-Executive Director (Sponsor Family)	29 years
Nikhil Pareek	Professional Executive Director	18 years

Name	Audit Committee	Investment, Nomination & Remuneration Committee	Stakeholders Relationship Committee
Nitan Chhatwal	-	-	-
Mr. Suneet Maheshwari	Chairman	Member	•
Mr Pradeep Singh	-	Chairman	Member
Mr Anurag Kumar Sachan	Member	Member	Chairman
Smita Chhatwal	-	-	-
Nikhil Pareek	Member	-	Member

# **Independent Directors** - Infrastructure Industry Veterans



### Mr. Pradeep Singh

He is an IAS officer and worked in various senior positions in the state of Assam and the Ministry of Home Affairs (MHA) and the Ministry of Defense (MOD). He also served as the Managing Director of a state run textile undertaking.

He was the founding CEO of IL&FS Infrastructure Development Corporation (IIDC) and later served as the vice-chairman & CEO of IDFC Projects Ltd.

After a career of 35 years in the government and private sector, Mr Pradeep Singh joined the Indian School of Business (ISB) as the CEO of its Mohali Campus and the Deputy Dean of the school.

He has been a visiting faculty member at the Kennedy School of Government, Harvard University and been engaged in consulting for the World Bank and the ADB. He holds a Masters Degree in Public Administration (MPA) from Harvard University and was a Rotary International Graduate Fellow at Stanford University USA.



#### Mr. Suneet Maheshwari

An infrastructure and financial services thought leader having over 38 yrs. experience in project and corporate finance, investment banking and private equity with a focus on infrastructure & large corporates.

Founding CEO & MD of L&T Infra Finance Co Ltd (L&T Infra) from the year 2006 to 2014, He has also been Group Exec Vice President - L&T Finance Holdings Limited (LTFH) from Mar 14 to Nov 15. He has also held board positions in SREI Infrastructure Finance Ltd and Feedback Ventures Ltd..

Currently, serving on the board of companies, like Mahindra Manulife Trustee Pvt. Ltd, Antony Lara Enviro Solutions Pvt. Ltd, Antony Waste Handling Cell Ltd., AG Enviro Infra Projects Pvt. Ltd, and he is a designated partner in Udvik Infrastructure Advisors LLP.





### Mr. Anurag Kumar Sachan

A professional with techno-commercial skills backed by a strong track record of 37 years of experience in project and contract management, bidding process, arbitration, dispute resolution, freight operation, maintenance and human resource development.

He has worked as Managing Director, Dedicated Freight Corridor Corporation of India Limited (3,300 kms railway line, project cost \$13 billion) from August 2018 to August 2020 and Chief Administrative Officer of Udhampur - Srinagar - Baramulla Rail Link in Himalayan terrain, project cost Rs 30,000 crores.

He is Bachelor of Civil Engineering, MNIT Bhopal 1975 - 1980

## **Executive Team**

### Nitan Chhatwal - Chairman

He is the Chairman of Board of Directors & first-generation entrepreneur with experience of over 30 years in establishing businesses and managing investments.

He started his family office in 2010 and since then has managed investments in Real Estate, Hospitality, Health Care, Telecommunication and Infrastructure sectors.

He has developed two five start hotels in Goa and is currently developing another hotel in Mumbai.

Earlier he co-promoted Viraj Group of companies, which were industry leaders in export market for specialized stainless-steel products.

#### Nikhil Pareek - Executive Director & CEO

He has been associated with Shrem Group since September 2016 and was involved in structuring and negotiating the deal between Shrem Group and Dilip Buildcon Ltd for the acquisition of 24 road projects.

He has over 17 years of experience in the fields of banking, debt syndication, private equity, financial and management consulting in the infrastructure sector.

He has worked with Citi Bank, ICICI Bank & Yes Bank. Later in his career he worked exclusively in Road sector with few consultancy firms and completed many assignments for reputed Infrastructure Developers.

He is a science Graduate from JNVU, Jodhpur and an MBA Finance from ICFAI Business School, Hyderabad.

#### **Mukesh Jain - Director**

He has been associated with Shrem Group since September 2016 and was involved in structuring and negotiating the deal between Shrem Group and Dilip Buildcon Ltd for the acquisition of 24 road projects.

He has over 17 years of experience in the fields of Investment Banking, debt syndication, private equity, financial and management consulting in the infrastructure sector.

He has worked with Kotak Securities and he had set up a securities broking business, having offices in India and overseas with a team of 50 people.. Later in his career he worked exclusively in Road sector with few consultancy firms and completed many assignments for reputed Infrastructure Developers.

He is a Commerce Graduate from MLSU, Udaipur and an MBA Finance from ICFAI Business School, Hyderabad.

### Piyush Jain - Director

He has been associated with Shrem Group since September 2016 and was involved in structuring and negotiating the deal between Shrem Group and Dilip Buildcon Ltd for the acquisition of 24 road projects.

Over 10 years of work experience in India & Australia in Management Consulting and Research roles.

Worked with a Boutique Management Advisory firm, MSCI and Moneybee Securities. Worked with clients from across sectors primarily Infrastructure, Real estate, Retail & Hospitality on debt syndication and rating advisory.

He holds MBA (Finance) from University of Technology Sydney, Australia and a bachelor's degree in Commerce from the University of Mumbai.

### S. L. Kothari - Director Finance, Risk and Compliance

He joined the Investment Manager on November 10, 2020.

He has experience working as CFO, for over 20 years with companies like Sanjana Cryogenic Storages Limited (Affiliate of Hindalco Industries Ltd), Kewal Kiran Clothing Limited & Shalby Limited ("Shalby"), a leading chain of multi-specialty hospitals.

He served at MBL Infrastructures Limited as the "group CFO and executive director – finance and commercial", from August 2018 till July 2019.

He is a science graduate and a Chartered Accountant and a Company Secretary.



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## We are committed to...

- partner in nation building by investing in India's highway infrastructure
- due diligence, processes and operational excellence
- increasing shareholder value

We appreciate your belief in our vision and mission.

Thank you to all our partners, service providers and stakeholders

### Connect with us

### **Shrem InvIT**

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