

## IN THIS ISSUE

SPML Infra Chairman on the Cover of international publication, 'The CEO Magazine'

1

Awards/Recognition Received by SPML Infra

2

SPML Infra - Q2 Financial Results  
SPML Infra wins Rs. 475 million  
Asbitration Award

3

Projects Update

4

Media Buzz

5-6

The Bidding Process

7-8

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### SPML Infra Chairman on the Cover of international publication, 'The CEO Magazine'



The CEO Magazine India & South Asia published an exclusive cover editorial on **Mr. Subhash Sethi, Chairman, SPML Infra Limited** in their December 2018 – January 2019 issue. This international magazine is published from Australia and has five editions with global coverage. The CEO Magazine is more than a business title; it's a source of information, inspiration and motivation for the world's most successful leaders, executives, investors and entrepreneurs.

## Awards/Recognition Received by SPML Infra

### Award for Outstanding Contribution in Completion of SAUBHAGYA Scheme in Bihar - By Hon'ble Chief Minister of Bihar



Hon'ble Chief Minister of Bihar, Shri Nitish Kumar has conferred the award to SPML Infra Ltd. for completing rural electrification work of electrifying 483 villages in Gaya district in a record time of one month being executed under Bihar State Power (Holding) Company Limited as SAUBHAGYA scheme ahead of scheduled target of Dec 2018. SPML Infra Ltd. electrified more than 4000 villages in Patna and Gaya districts.

### Certificate of Appreciation for Outstanding Performance in SAUBHAGYA Scheme in Patna

SPML Infra Ltd. received Certificate of Appreciation for Outstanding Performance in SAUBHAGYA Scheme in Patna District, Bihar for completing rural electrification by electrifying 85000 houses in 1250 villages executed under South Bihar State Power Distribution Company Limited (SBPDCL). The Certificate was



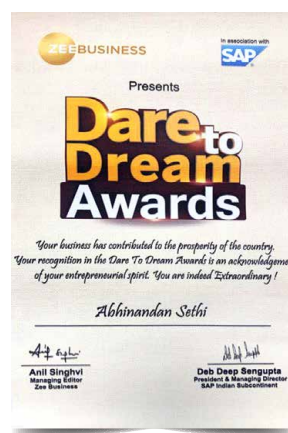
conferred by Mr. Kumar Ravi (IAS), District Magistrate of Patna along with Mr. R Lakshmanan (IAS), Managing Director of SBPDCL.

### Zee Business-Dare to Dream Award 2018 as Company of the Year-Infrastructure



SPML Infra Ltd. received the 'Zee Business-Dare to Dream Award 2018' as 'Company of the Year-Infrastructure' at a glittering ceremony held in Kolkata on 27th October 2018. Zee Business in association with SAP India has honored top entrepreneurs of India and recognized those who dared to have big dreams. The 'Dare to Dream Award' is an initiative to recognize the entrepreneurship and a celebration of home-grown innovative businesses.

### Zee Business-Dare to Dream Award-Scroll of Honor



Mr. Abhinandan Sethi, Associate Director of SPML Infra Ltd. has received the "Zee Business-Dare to Dream Award-Scroll of Honor".

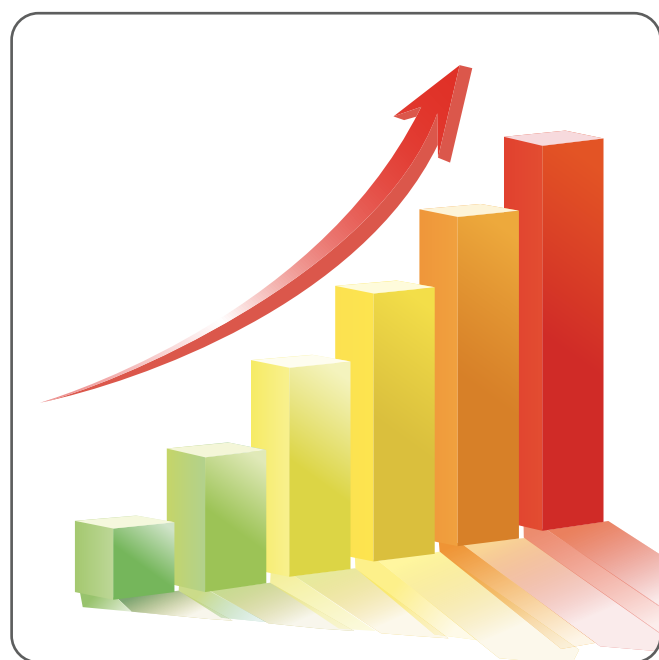
The Scroll of Honor was conferred to him at a glittering award ceremony held in Delhi on 17th December 2018 by the leading Business News Channel, Zee Business as acknowledgement of his entrepreneurial spirit and contribution towards the development of the country with sustainable infrastructure solutions.

## SPML Infra – Q2 Financial Results Declares 102% Revenue Growth

SPML Infra Ltd. declared the financial results for quarter ended September 30, 2018. The Company's Board in their meeting held on 14th November, 2018 has approved the Standalone Financial Results for the quarter and declared that the Company has recorded gross revenue of INR 4,144.67 million. The Net Profit for the quarter rises to INR 138.99 million as against INR 81.53 million in the corresponding quarter last year.

### Financial Highlights of the Q2 Results:

- Standalone Income for Q2 FY19 up by 102% at INR 4,144.67 million against INR 2,051.93 million in Q2 FY18
- Standalone PAT for Q2 FY19 up by 70.48% at INR 138.99 million against INR 81.53 million in Q2 FY18
- EBITDA for Q2 FY19 up by 19.74% at INR 574.34 million against INR 479.68 million in Q2 FY18



**Mr. Subhash Sethi, Chairman, SPML Infra Ltd.** commented, "I am pleased with our second-quarter and half yearly results, which put us on track to deliver a solid year. Achieving over 100 percent growth on year on year basis is particularly encouraging and we view this as a base to build upon. Our performance strengthens our confidence that we are on track to deliver a solid year and an even better next year. We are well positioned to strengthen and grow our business. I believe we have a bright future doing what we do best; infrastructure development with the help of technology and human expertise to provide best results to our esteemed clients across the country and creating value for our shareholders."

## SPML Infra Ltd. Wins Rs. 475 million Arbitration Award Against Jharkhand Urja Utpadan Nigam Ltd.

SPML Infra Ltd. has won Rs. 475 million Arbitration Award against Jharkhand Urja Utpadan Nigam Ltd. The Arbitration order was passed by Sole Arbitrator, Hon'ble Mr. Justice D.G.R. Patnaik (Retd. Judge, Jharkhand High Court), and Jharkhand Urja Utpadan Nigam Ltd. was asked to pay it immediately or it will have to pay interest @18% on the amount if not paid immediately as per award.

The need for the arbitration arose due to cost over-run during construction, delayed payment, and additional expenses incurred due to delay and claims of the company were upheld by the Arbitrator. The proceedings of the arbitration were held for five years starting 2013 and all pleadings and arguments by both the parties were completed in 36 sittings.

# PROJECT UPDATE

## Smart City Project- Vikram Udyogpuri

Client: Vikram Udyogpuri Limited, Madhya Pradesh



The Smart City development projects of the company, Vikram Udyogpuri in Ujjain, Madhya Pradesh is progressing well. The water supply infrastructure, wastewater treatment plant and road development works is nearly

complete. The other development works is under execution mode. This smart city envisages being a global manufacturing and investment hub under the Delhi Mumbai Industrial Corridor (DMIC) scheme. With modern and technologically advanced facilities it will be first of its kind of a smart city which will have all utilities connected with smart technology for seamless services.



## 220 kV Grid Substation at Ratu Jharkhand

Client: Jharkhand Urja Sancharan Nigam Limited



SPML Infra is executing the Design, Engineering, Supply Erection, Testing and Commissioning of 220/132/33 KV (2x150+2x50 MVA) Grid Sub-Station at Ratu, Jharkhand. The construction and erection work is almost completed

and the project is under testing and commissioning phase now. This project is going to help the client to provide better quality power supply to the residents of Ranchi.



## World Bank Team Visited Tripura Project

World Bank Officials along with senior officials of Power Grid Corporation have visited Tripura Power Substation Project site on 2nd December 2018 to review the progress. They express their satisfaction with the project execution work. SPML Infra is executing 16 nos of 132/33/11 kV Substations project in Tripura under North Eastern Region Power System Improvement Project being funded by the World Bank that envisage to improve economic growth and citizen wellbeing through quality power supply.



# MEDIA BUZZ



## The CEO Magazine, India & South Asia, Dec 2018 – Jan 2019

The CEO Magazine India & South Asia published an exclusive cover editorial on Mr. Subhash Sethi, Chairman, SPML Infra Limited in Dec'18-Jan'19 issue. This international magazine for the world's most successful leaders, executives, investors and entrepreneurs is published from Australia having global coverage.



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## T&D India, Nov 2018

The leading power sector magazine, T&D India, November 2018 issue has published the detailed article on SPML Infra contribution towards rural electrification under Saubhagya scheme and receiving the "SAUBHAGYA Award" for completing rural electrification work of electrifying 483 villages in Gaya district in a record time of one month, ahead of completion schedule.



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## Indian Infrastructure, Oct 2018

An article by SPML Infra Chairman, Mr. Subhash Sethi is published in Indian Infrastructure, Oct 2018 issue on the topic of 'NRW Management: A critical step towards water security' along with a case study of SPML Infra Water Loss Management project in Bengaluru.



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# MEDIA BUZZ



## DNA Newspaper, 12 Oct 2018 (All editions)

The interview of Mr. Subhash Sethi, Chairman, SPML Infra on the topic of 'Project Management' is published in DNA newspaper on 12th October, 2018 along with the detailed article on Infrastructure Development in India.



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## Everything About Water, Sep-Oct 2018

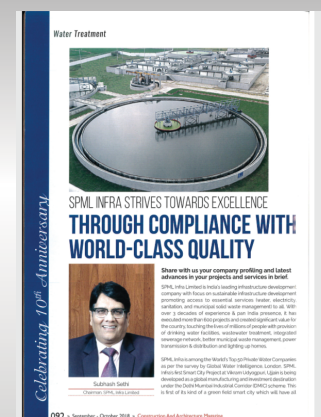
Water is essential for life. Water is also equally important for the economic growth of the nation. A detailed article by SPML Infra Chairman, Mr. Subhash Sethi on 'Municipal Water Management' is published in Everything About Water, Sep/Oct 2018 issue.



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## Construction & Architecture Magazine, Sep-Oct 2018

SPML Infra strives towards excellence through compliance with world class quality. The detailed interview of Mr. Subhash Sethi, Chairman, SPML Infra is published in Construction & Architecture Magazine, Sep-Oct 2018 issue.



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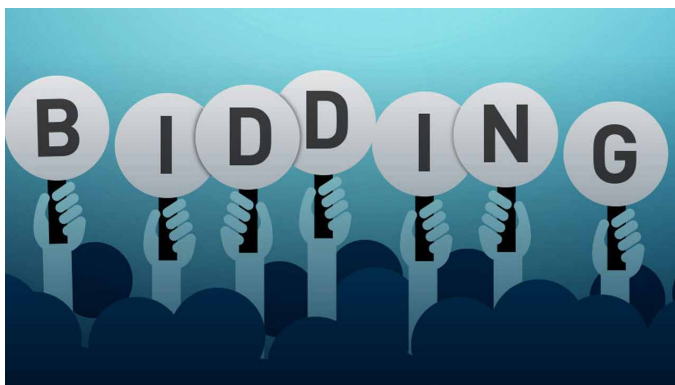
# THE BIDDING PROCESS



All companies in construction and infrastructure businesses seek to expand their portfolio by bidding on larger or more long-term projects. Contracts might include Requests for Proposals (RFPs) or companies seeking to be the primary provider of a particular product or service for a large project planned. When bidding for a contract, follow these five basic steps to improve your chances of being awarded the contract.

## Research and Planning

This step takes the time to establish your company's qualifications to meet the need of the project. It is critical to know that your company has the experience and resources to fulfill the needs of a major contract. In the research and



planning phase, look at your own business plan as a resource for information. Use contract bid-request information, and then pull out relevant details from your business plan and perfect it for the project. Do further research on the company, putting out the bid request to understand the mission and vision of the company. You will use all of this information to

structure your bid in a way that is tailored to the needs of the request.

## Preparing The Bid

Creating the bid requires customized your business plan to highlight how your company is able to fulfill the bid request. Consider the costs of materials, time frame and labor needed for the project to complete the bid. Remember that a bid is not always given to the lowest price but is given instead to the company best able of serving the needs of the bid. Go through the costs, make sure they are accurate and justify the costs, based on project needs. Be clear as to whether you are providing discount or premium services and why that is beneficial for the project.

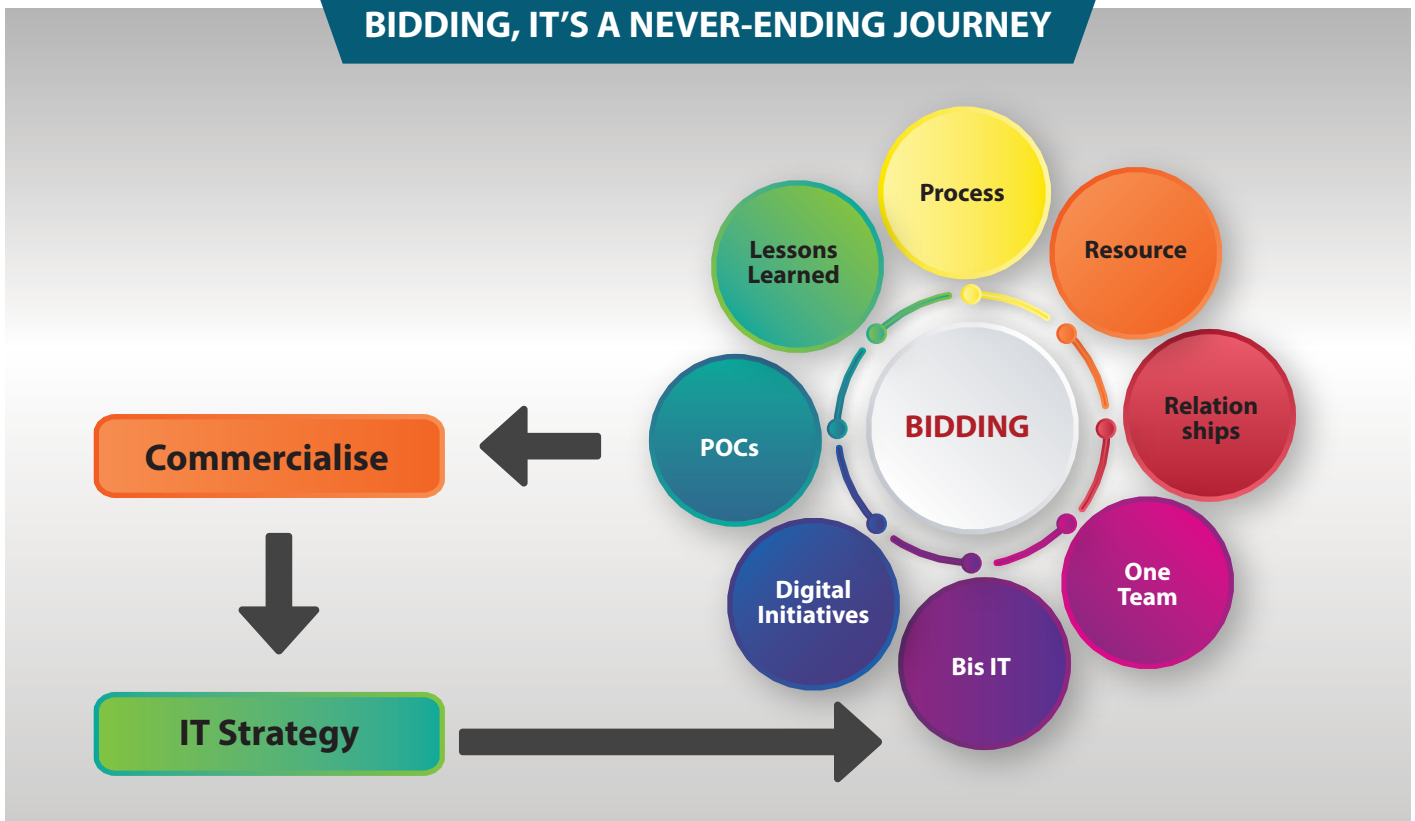
## Submit The Bid

Now a day, most government agencies seeking a Requests for Proposal (RFP) or a Request for Quote (RFQ) by online portals to submit bids. Make sure you learn how the portals work and that the submission goes to the right place with the correct documentation attached in one combined PDF file. Your IT team along with project officials is a good resource to help navigate government systems. While digital formats are widely accepted because they are easily distributed to stakeholders, some organizations might want printed bids. Follow their rules to be able to qualify.

## Presentation Platform

If you have done all the work through properly

## BIDDING, IT'S A NEVER-ENDING JOURNEY



pricing and submitting the bid, you may have an opportunity to meet with the deciding team reviewing the bid. In today's digital world, expect to present in person or via online meetings. Be prepared to answer questions about the bid, provide additional details regarding pricing or timelines. This is often the stage where you might be asked if this is your "best and final" bid. Make a decision if there is any room for adjustments and inform the group that you can provide a revised bid if necessary. Be sure to detail what changes for a lower price whether it is quality of materials, the experience of labor or any other factor affecting the final project.

### Getting the Contract Award

Be sure to find out when the contract will be awarded. While these timelines are subject to change, you'll want to set your calendars and provide yourself enough time to make the necessary preparations to fulfill the contract. Awarding agencies aren't going to expect a project to start immediately after the award but you will need to start the dialogue on setting start dates. Stay in communication with your agency lead, note any requests for changes in scope and provide adjustments to the contract for them. Be professional and deliver on time to increase your chances for future bidding awards.