SPML
Engineering Life

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IN THIS ISSUE

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SPML INFRA - RANKED 15 IN INDIA'S
BEST 50 INFRASTRUCTURE AND CONSTRUCTION COMPANIES

CONSTRUCTION WEEK
9th Anniversary Special

50 BEST REAL ESTATE & INFRASTRUCTURE COMPANIES, RANKED!

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RANK 15

SPML INFRA
Sushil Sethi, MD

The infrastructure development and water management company will execute projects worth Rs 6,000 crore in the next two to three years.

With over three decades of experience, SPML Infra has executed more than 600 projects be it provision of drinking water, improved sewerage facilities, better municipal waste management, building roads and highways and lighting up homes. SPML has established its leadership in urban infrastructure development on EPC, PPP and BOOT basis. The infrastructure development and water management company will execute projects worth Rs 6,000 crore in the next two to three years. Out of the total order book, water management projects comprise Rs 4,500 crore, while Rs 1,500 crore is for the power sector.

In June, it received new orders of Rs 642 crore for irrigation projects, water supply scheme and power infrastructure development. The new orders for water supply and irrigation projects are in Gujarat, Madhya Pradesh and Jharkhand while power infrastructure development is in West Bengal. It is also developing rooftop solar power plant, water and wastewater treatment projects for different states across the country.

SPML Infra has been ranked at number 15 among India's Best 50 Infrastructure and Construction companies. The research report was published in Construction Week magazine in November 2017 issue. It is a recognition of SPML Infra's dedication towards sustainable infrastructure development and creating significant value for our country, thus touching the lives of millions of people with the provision of drinking water facilities, improved sewerage network, better municipal waste management, and lighting up homes.

Whatever begun with planning, ends in a victory.
- Amit Kalantri

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SPML INFRA IMPLEMENTED S4A SCHEME TO RECAST 545.85 CR DEBT.

SPML Infra Board of Directors and Shareholders has approved the implementation of Sustainable Structuring of Stressed Assets (S4A) scheme to recast company's existing debts by Rs. 545.85 Crore from the total of Rs. 1,117 crore. The 11-member consortium of banks including State Bank of India, Punjab National Bank, Bank of Baroda, ICICI Bank and FIIs led by Canara Bank has signed the agreement with the company. Accordingly, the company has allotted Rs. 524 crores worth of shares to the Lender Banks.

As a result of successful implementation of this scheme, SPML Infra will have a cash flow benefit in terms of deferred and reduced debt of approximately Rs. 70 Crore per year for a period of next 5 years. The company will also be in a better position to rationalize debt to get stronger prequalification credentials that will help in getting larger contracts and faster project execution with increased working capital resulting in profitable revenue growth. It will also improve upon the credit rating of the company.

SPML INFRA POSTED RS. 8.15 CRORE NET PROFIT IN Q2 OF FY 18

SPML Infra Limited posted a net profit of Rs.8.15 crores during the second quarter ended September 30, 2017 against the loss of Rs.3.69 crore during the corresponding period of last year. The net sale for the period was Rs.205.19 crores. The net sales during the first 6 months of the financial year 2017-18 period ended September 30, 2017 stood at Rs.542.66 crores and a net profit of Rs. 15.17 crores for the period.

The company also declared earning per share (EPS) of Rs.4.14 for the 6 months period ended September 30, 2017 as compared to Rs. 1.18 for the 6 months period ended September 30, 2016.

With continued focus on project execution and completion and awaited arbitration awards, SPML Infra is expected to get better financial results in the remaining months of this financial year.

Surround yourself with the best people you can find, delegate authority, and don't interfere as long as the policy you've decided upon is being carried out.

- Ronald Reagan

SPML INFRA RECEIVED PRESTIGIOUS AWARDS

Construction Times Award 2017

SPML Infra received "Construction Times Award 2017" for Integrated Management Information System (IMIS) under the category of Best Executed Technology used for Water Management Projects. The award was presented on 7th October, 2017 in Mumbai.

SPML has indigenously developed Integrated Management Information System (IMIS), designed as per Indian conditions for smart management of water utilities. It is highly scalable and capable of handling the Metering, Billing, CRM, Network Analysis, Demand Forecasting & Management, Asset and Inventory Management, HR and Finance Management, Business Intelligence, and Operation & Maintenance of the entire network. After implementing this system, the water loss has been considerably reduced and revenue increased significantly with better consumer services in water utilities in Delhi and Karnataka.

India's Most Ethical Companies Award 2017

SPML Infra received "India's Most Ethical Companies Awards 2017" in the category of Infrastructure Development - Energy & Water in Mumbai on 23rd November 2017. World CSR Congress honors those organizations that recognize their positive role in employees, customers, investors and in the society when ethics, compliance and good governance are translated into action.

SPML Infra focuses on aspects that are important and have a considerable impact on the way business is conducted by investing in processes, board composition, ethical conduct, and transparent balance sheet - the foundation of an organizational credibility.

Aqua Foundation Excellence Award 2017

SPML Infra Chairman, Mr. Subhash Sethi has been conferred with "Aqua Foundation Excellence Award 2017" for Professional Excellence for his valuable contributions towards infrastructure development in India. The award was presented in Delhi on 9th November 2017.

Best Employer Brand Awards 2017

SPML Infra received the "Best Employer Brand Award 2017" as Gurgaon Best Employer on 22nd December 2017 during a function held in Gurgaon. The World HRD Congress recognizes the top organizations that are exemplary in HR practices and use marketing communications effectively for human resources development.

MEDIA COVERAGE

SPML Infra received good media coverage during the last three months with a number of articles and interviews of Chairman, Mr. Subhash Sethi published in leading water, power, and business magazines.

Express Water

SPML Infra Chairman is featured among the Water Leaders of India in "Express Water", the inaugural December 2017 issue of the magazine published by Indian Express group. The issue also published an article from him on the Indian Water Sector.

Electrical & Power Review (EPR)

"Electrical & Power Review (EPR)" magazine in their 5th anniversary - November 2017 issue published a detailed article by SPML Infra Chairman covering Indian power sector's current scenario, several new initiatives taken by the government and sector outlook for the infrastructure companies.

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Business Economics

The detailed interview of SPML Infra Chairman on Indian Infrastructure Sector published in "Business Economics" in 1-15 December 2017 issue.

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PROJECT UPDATE

SPML Infra Contributed in Rural Electrification and Power Distribution System in Bihar

Client: South Bihar Power Distribution Company Limited
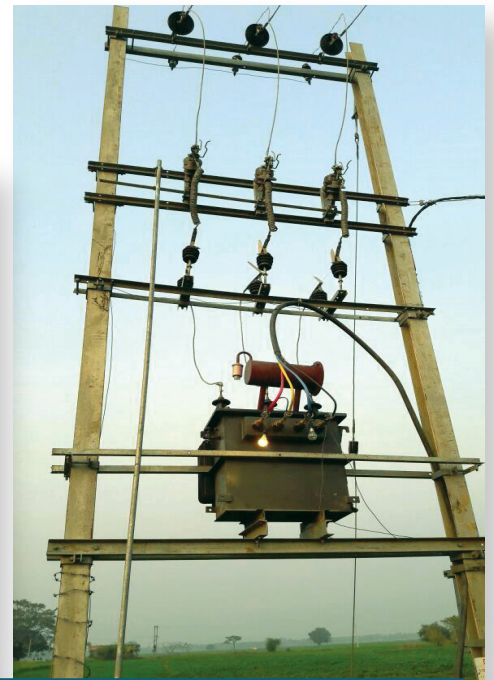
The Power sector in Bihar is growing at a faster rate to achieve national level of per capita consumption. The increasing power demand required establishing adequate distribution network to cater the current demand and growth. SPML Infra has contributed substantially in the scheme by completing a major part of rural electrification and power distribution project in Patna and Gaya district of Bihar state. The company has installed 8 nos of 33/11 kV substations, erected more than 3.05 lac electric poles covering an area of 15,000 kilometers with LT & HT transmission lines in over 3000 villages in 47 blocks of Patna and Gaya districts. More than 1.5 lac below poverty line (BPL) families have been benefitted with proper electricity connections under this scheme. SPML Infra deployed modern machineries and about 200 trained professionals who worked tirelessly day and night to complete the important part of the project. The work is in full swing to connect the remaining 80,000 BPL families. The state government has appreciated the work under the project completed by SPML Infra.

PROJECT UPDATE

Saurashtra Narmada Avtran Irrigation (SAUNI Yojana), Gujarat

SPML Infra has started execution work of the most important drinking water and irrigation project in Gujarat. The pipe laying work for 36.6 kms MS Pipeline of 3000 mm diameter of 17.5 mm thickness with external 3LPE coating & internal food grade epoxy coating has begun under the Link 1, Package IV as part of the Phase II of Saurashtra-Narmada Avtaran Irrigation Yojana.

The project envisage to divert one million acre feet (1 MAF) water of Narmada Dam to 115 Reservoirs through 1115 kilometer pipeline network to irrigate 1.8 million hectare of land in Saurashtra, Kutch and north Gujarat; benefiting millions of farmers. The project will also provide potable water to 39 million people across 132 towns and 11,456 villages in Gujarat to address the scarcity of drinking water.

SPML Infra has earlier last year completed the Phase I of this project that was inaugurated by Hon'ble Prime Minister of India in April 2017.

World Bank Team Visited Tripura Substaion Project

A team of World Bank Officials along with senior officials of Power Grid Corporation of India Limited have visited the under execution project in Tripura and express satisfaction with the progress. 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. The project will help in accelerating the north eastern state's development agenda; improve economic growth and citizen wellbeing through quality power supply. SPML Infra has deployed experience teams to execute the project that will be completed as per schedule.

PROJECT MAPPING

The innovative technologies being introduced regularly to the modern world. The economic effects of managing project are becoming increasingly apparent. Effective project management is all about achieving objectives successfully by planning and organizing resources in strategically scheduled time frame as per complexity of the project. Some projects fail because conventional project management concepts cannot adapt to a dynamic business environment.

Project Mapping allows the specification of desired attributes on a per-project basis. Each project mapping can possess multiple mapping rules, which are where the user defines what criteria should be used to determine a successful match for a mapping and its project.

Visual Mapping is remarkable

Essentially, it's a diagrammatic representation of the who (stakeholders), why (objectives and requirements), how (services) and technology (applications, hardware and data) of a project showing the relationships and dependencies between all of these things. Look at some of the key benefits of visual mapping by considering how it can help at each stage of a typical project.
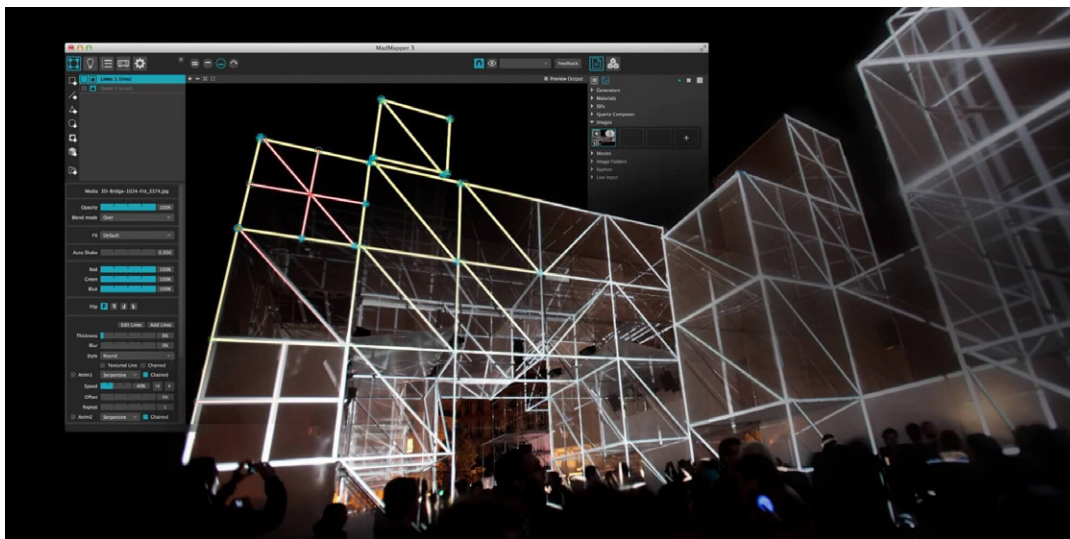
informed on assumptions by a whole bunch of people directly or indirectly involved with the project management. Visual mapping closes the assumption gap by making them visible to be discussed, questioned and refined so that everybody is starting from approximately the same understanding of the context of the project. This reduces the risk of assumptions and subsequent project failure.

Project definition and planning

Project stakeholders have good amount of domain specific knowledge and technical people have a lot of specialist technical skills and experience. The challenge is that typically these two groups think in different ways and communicate using different terminology and often sit in different parts of the building. Simple visualization (using a lowest common denominator of concepts that everybody can understand) is a great way to bring people together and get them working together. Visual mapping gives project managers and business analysts a great way to increase collaboration and understanding on a project. It's particularly important in the project definition and planning stage where you need to be able to bring together knowledge from different perspectives to create a holistic definition of the scope of a project.

> *"Good teams love to have brainstorming discussions with smart thought leaders from across the company. Bad teams get offended when someone outside their team dares to suggest they do something."*
>
> *-Jeff Patton*

Project conception and initiation

Several ideas based on project head's personal experience, business insight and organizational policies comes at the beginning of a project. Sometimes, even all kinds of crazy ideas come on what the of project is about and what the project should be about. These ideas are

Project launch or execution

Teams can work very well together if they all share the same overall objectives and see how their work contributes to the overall objective. Visual mapping is a great tool to get teams to focus around shared objectives. It can also be used to quickly on-board new team

members so they can see how their role and deliverables fit into the overall project.

Project performance and control

Projects change and evolve. Modern project methodologies such as the current variants of agile explicitly recognize this and use iteration to adapt as the business requirements become clearer. Sometimes these methodologies can lose the context and so can introduce a danger of failing to deliver to the overall objectives of the project. Visual mapping provides a reality check on the project to keep everyone honest. It can be used at project milestones or project board review meetings to monitor
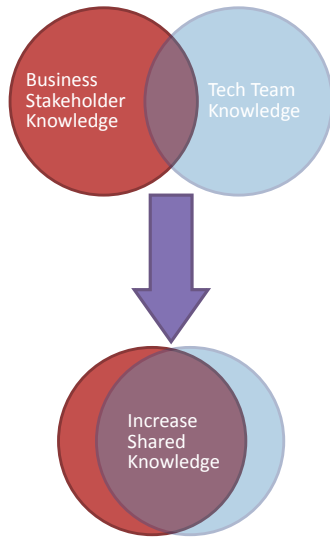
and control scope against initial objectives. The map can evolve over time to show how the solution components are changing but the basic scope and objectives should remain the same after the start of the project.

Project close

Benefit realization is a challenge for many projects. Visual mapping can improve benefit realizations with better documentation, better handovers and better reviews.

Better documentation: Nobody likes writing documentation, nobody likes reading documentation. Most documentation is poorly written and out of date. Visual mapping can act as a navigation aid to access documentation. Each node of the diagram can be a hyperlink off to more detailed information stored in document repositories.

Better handovers: Better documentation leads to better handovers and visual maps can be updated throughout the lifetime of the project to ensure that they are current. A more DevOps* style approach would also have everybody working more closely together earlier in the project, using the visual map as a reference point.

Better reviews: What gets measured gets done. KPIs can be used to track benefit realization but KPIs viewed in isolation only tell part of the story. It's important to understand the context of KPIs and see how they relate to the organization. If KPIs are tied to objectives in the visual map then it's easy to understand dependencies and relationships and so easy to analyze problems and consider where improvements need to be made. Basically, you need something that you can create quickly, update easily and share electronically.

*DevOps (a combination of "development" and "operations") is a software engineering culture and practice that aims at unifying software development (Dev) and software operation (Ops). The main characteristic of the DevOps is to strongly advocate automation and monitoring at all steps of construction, from integration, testing, releasing to deployment and infrastructure management.