

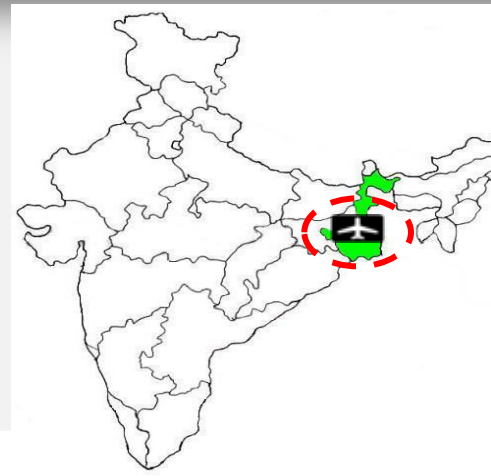
SUJALAAM
THE SKYCITY
A whole new world



FIRST AEROTROPOLIS IN INDIA

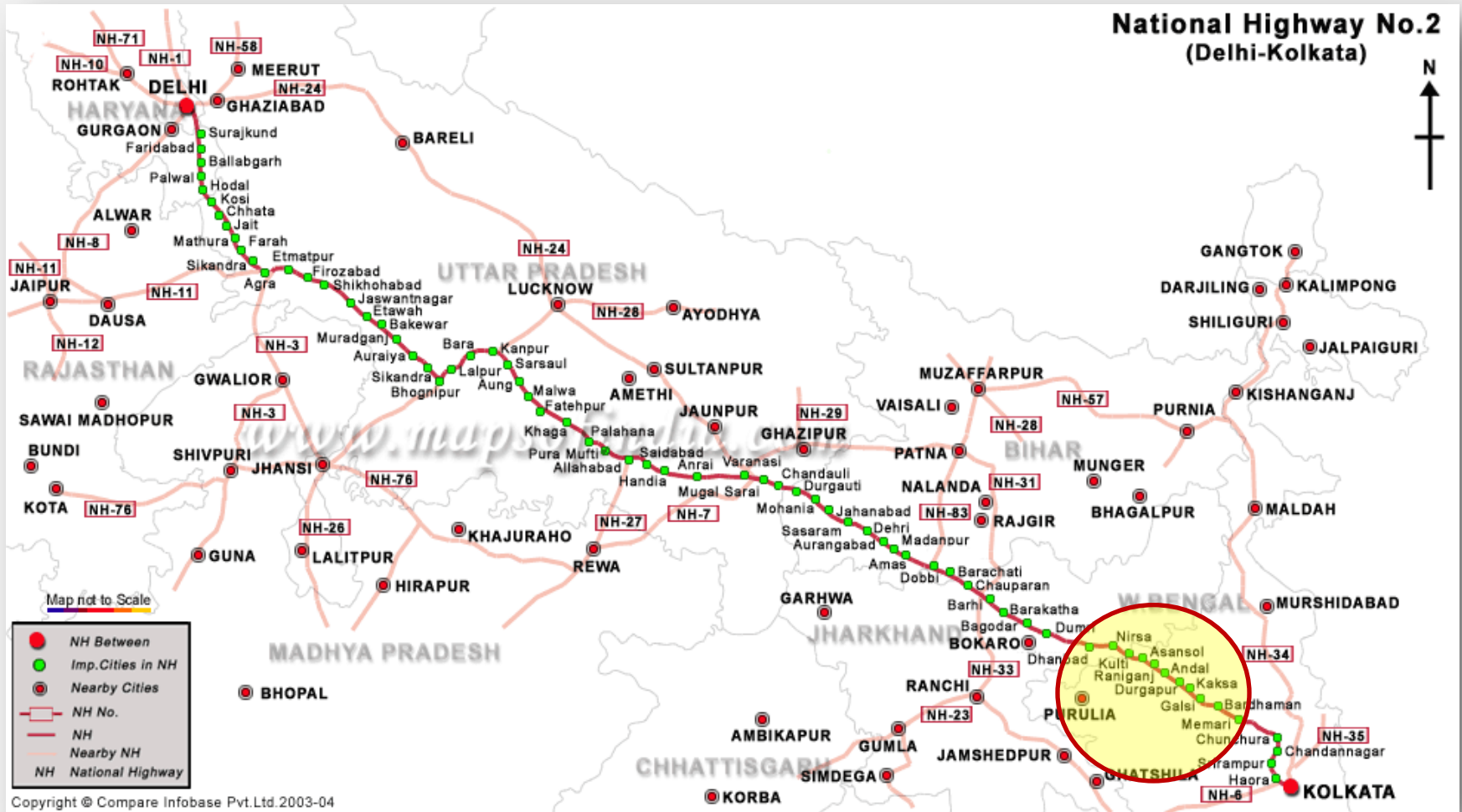


- 1st privately-owned & managed greenfield airport city in India
- Located in West Bengal State, India
- Project land: 1,978 acres



AEROTROPOLIS LOCATION

170km north-west of Kolkata, along Delhi-Kolkata Highway (NH-2)



Industrial nerve centre of Eastern India



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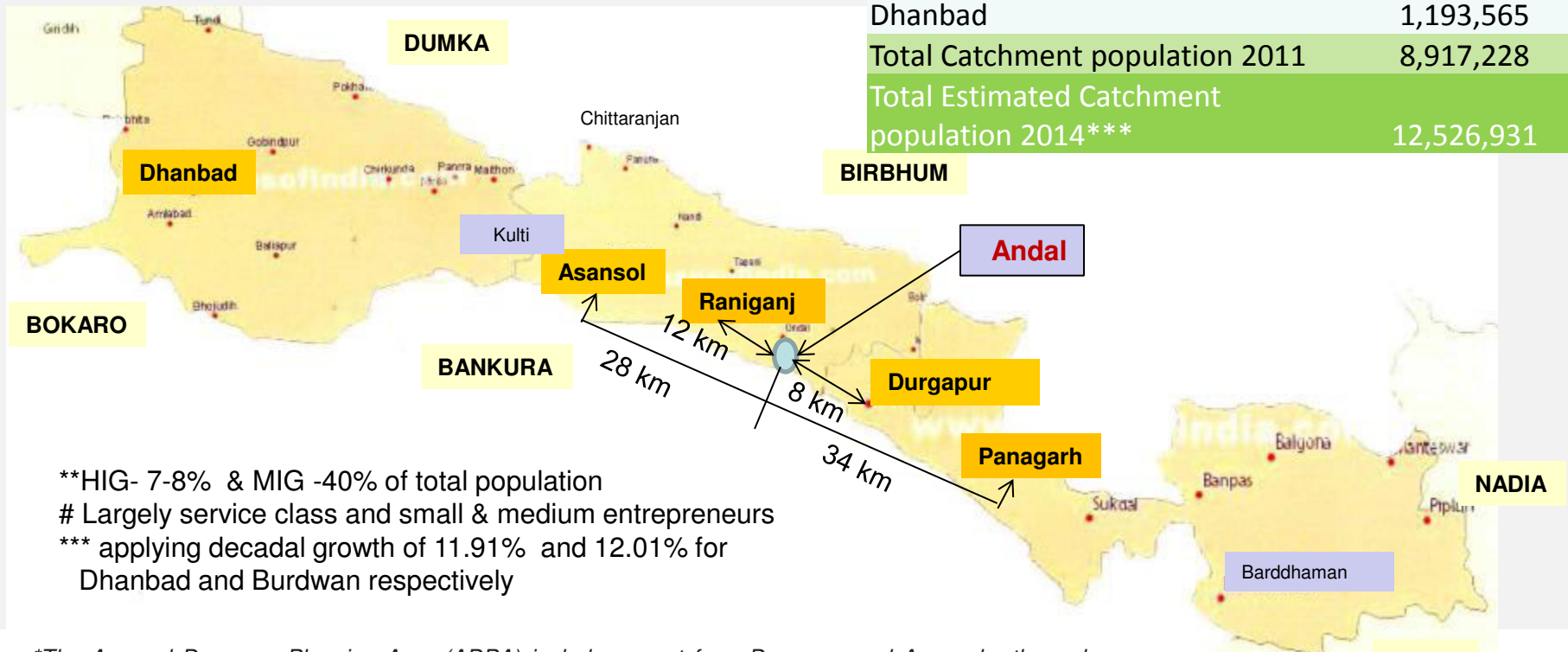
AEROTROPOLIS CATCHMENT [2/2]

Population size of about 12 million

- *Equidistant from Raniganj & Durgapur City Centre (creating immediate demand)*
- *Equidistant from Asansol & Panagarh (extended demand in medium term)*

Catchment Population

Location	Population
Durgapur#	566,937**
Asansol	564,491**
Ro Burdwan + R o ADPA*	6,592,235**
Dhanbad	1,193,565
Total Catchment population 2011	8,917,228
Total Estimated Catchment population 2014***	12,526,931



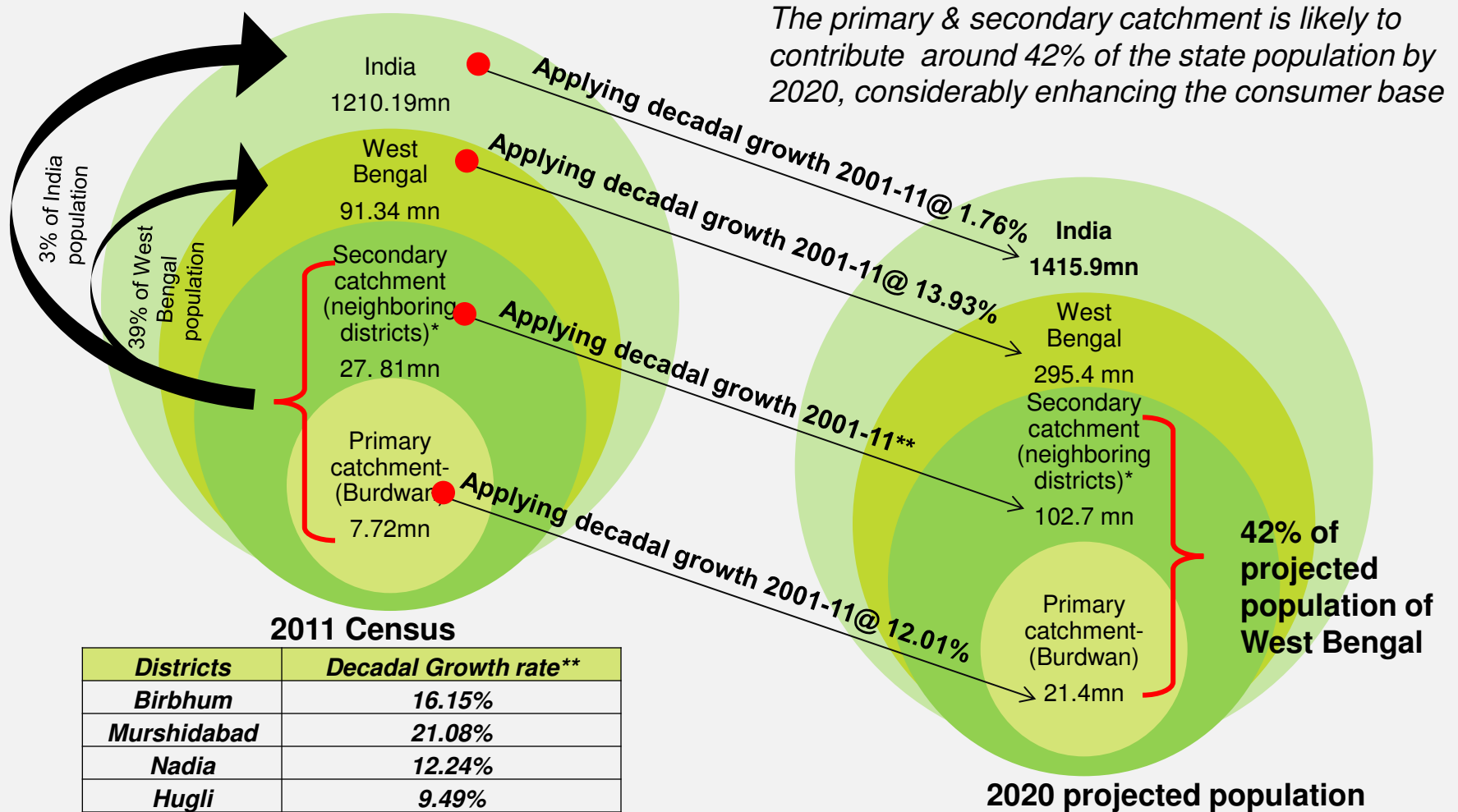
**HIG- 7-8% & MIG -40% of total population

Largely service class and small & medium entrepreneurs

*** applying decadal growth of 11.91% and 12.01% for Dhanbad and Burdwan respectively

*The Asansol Durgapur Planning Area (ADPA) includes, apart from Durgapur and Asansol, other urban centres viz Kulti, Raniganj, Andai & Salanpur. Derived from Census 2011- Bardhaman district

DEMOGRAPHIC SHIFT >> CUSTOMER BASE



* Birbhum, Murshidabad, Nadia, Hugli, Bankura, Purulia

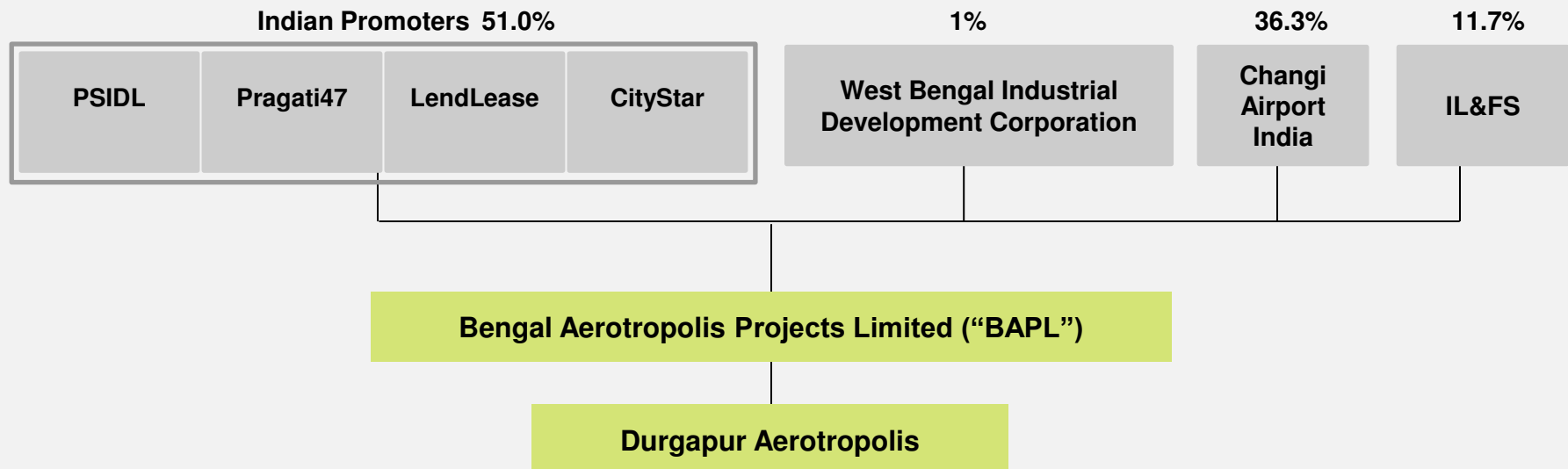
INVESTMENT THESIS

Durgapur Aerotropolis to replace the existing Durgapur City Centre

	Durgapur Aerotropolis	Existing Durgapur City Centre
Airport	Already commenced from May 2015	NIL
Quality of infrastructure (Road, utilities, sewerage)	Planned	Unplanned
Township development	Integrated mixed-use township with residential, IT & industrial, logistics, commercial & institutional	Absence of industrial, IT and logistics activities
Size of township (Gross)	1,350 acres	250 acres
Population base	10 million	

To develop an integrated mixed-use township surrounding an airport

PROJECT SPONSORS & SHAREHOLDING STRUCTURE



Pragati Social Infrastructure and Development Ltd (PSIDL)

- JV between HUDCO & Pragati47 Group
- Involved in developing infrastructure projects in West Bengal State

Pragati47 Development Ltd

- Set up in 2003 by professionals
- A Kolkata-based real estate developer

HUDCO (Housing & Urban Development Corporation)

- Government of India techno-financing enterprise
- Net worth of S\$1.3bil and revenues of S\$766mil

CityStar Infrastructures Ltd

- Real estate developer in West Bengal

Lend Lease Company (India) Ltd

- Set up in 1987
- Promoter Chairman of Smiffs Capital Markets, a financial services company listed on BSE

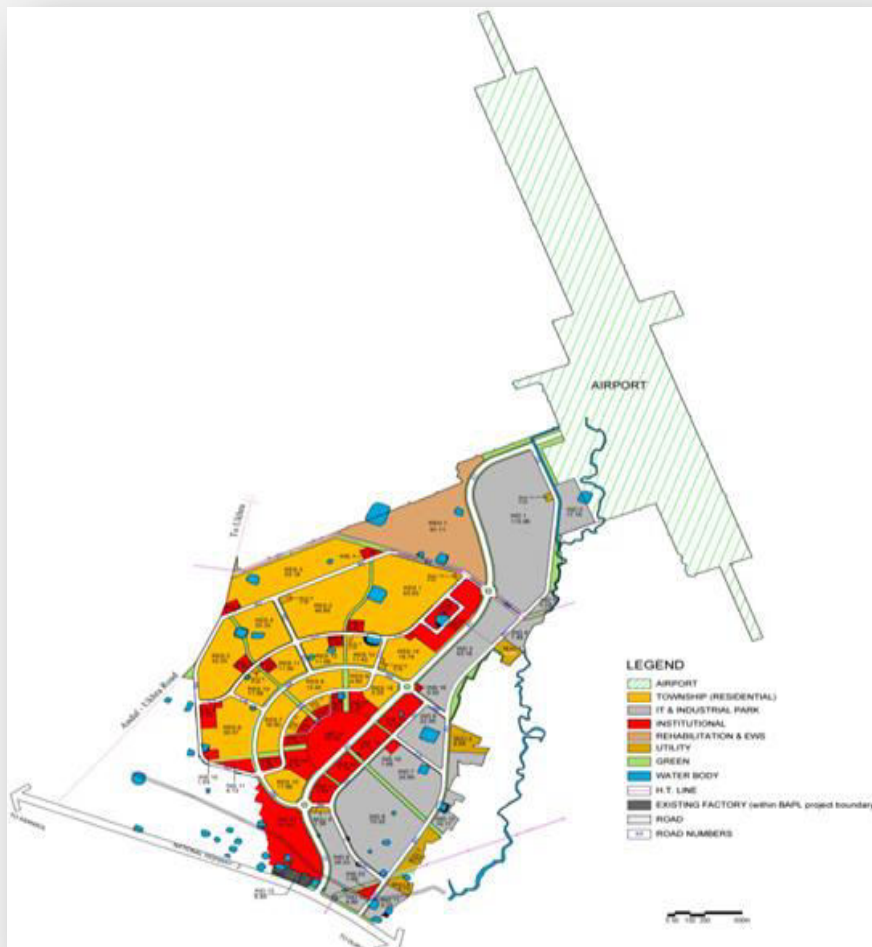
IL&FS Ltd

- Mumbai based major infrastructure development and financing company

A SINGLE WINDOW FACILITATOR

- Industrial Township status has been granted in-principle to the Aerotropolis project by the State Government-**First** time in the state of West Bengal
- Separate UDA to be formed for the Aerotropolis
- Enables easy and hassle free process of approvals for the Clients.

DURGAPUR AEROTROPOLIS LAND USE PLAN



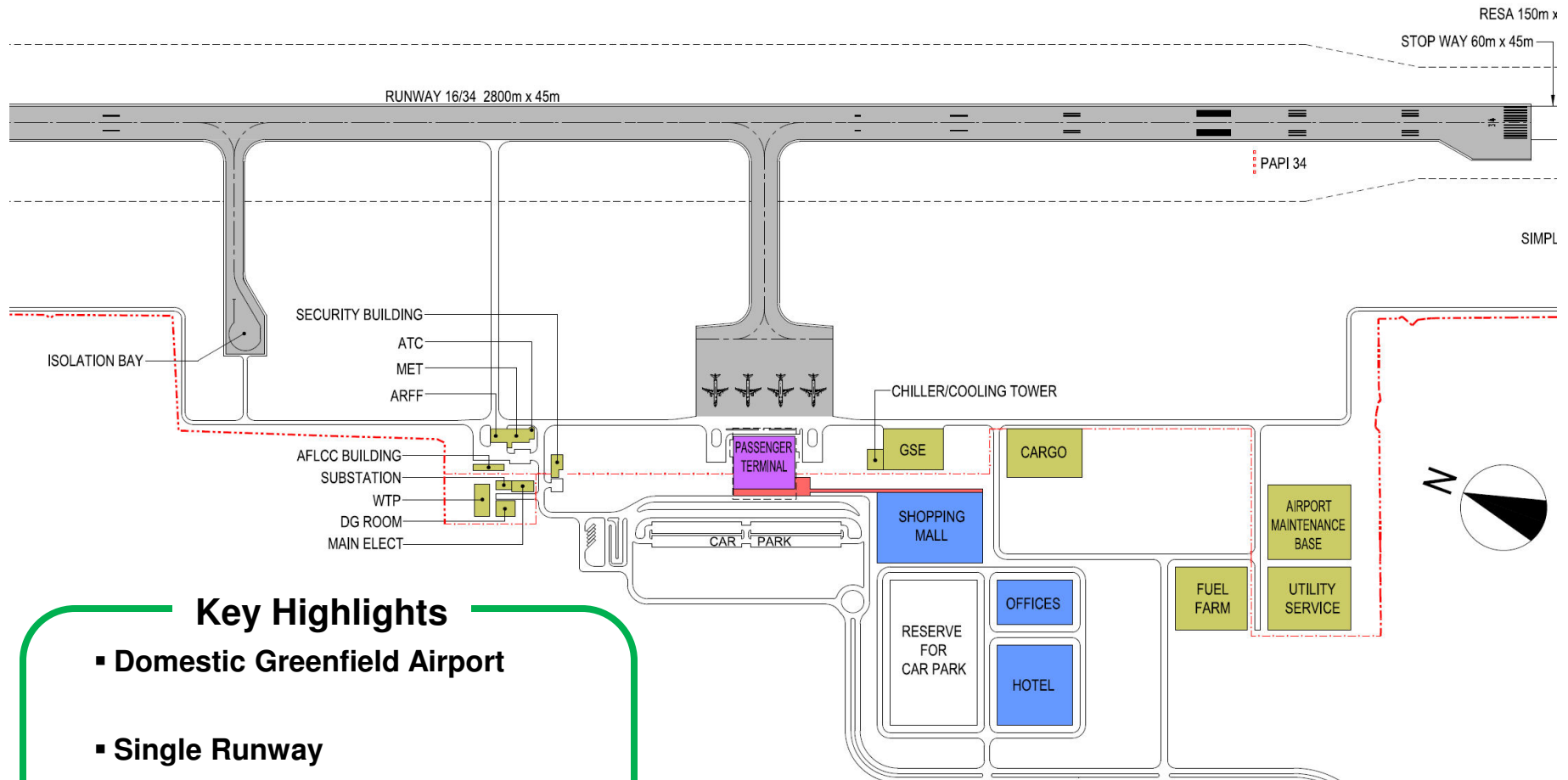
Segment	Total Area (Acres)	%
Airport	650	33%
Residential Township	472	24%
Supporting Institutional Area	258	13%
Industrial Park, IT Park & Logistics Hub	493	25%
Rehabilitation & Economically Weaker Section	105	5%
TOTAL	1,978	100%

MILESTONES

1	Airport: MoCA, DGCA & MoEF approvals*	Secured
2	Aerotropolis: ADDA & MoE approvals*	Secured
3	Land acquired & converted: 1,820 acres (Contiguous)	Completed
4	Secondary & neighbourhood road network (Phase I)	Completed
5	Township infrastructure utilities (Phase I)	2Q 2015
6	Main access road & primary road network	May 2015
7	Airport commercial operations	Started from 18 th May 2015

* Complete documents of all significant approvals and clearances available on www.bengalaero.com
Ministry of Civil Aviation (MoCA), Director general of Civil Aviation (MoCA), Ministry of Environment & Forests (MoEF)

AIRPORT MASTER PLAN



Key Highlights

- Domestic Greenfield Airport
- Single Runway
- Main flight connectivity to Delhi, Mumbai, Kolkata

NEED FOR AN AIRPORT IN DURGAPUR

DISTANCE

Durgapur's airport will serve the Asansol Durgapur Planning Area (ADPA), Bardhaman, Dhanbad urban agglomeration and surrounding districts as the nearest airport is in Kolkata.

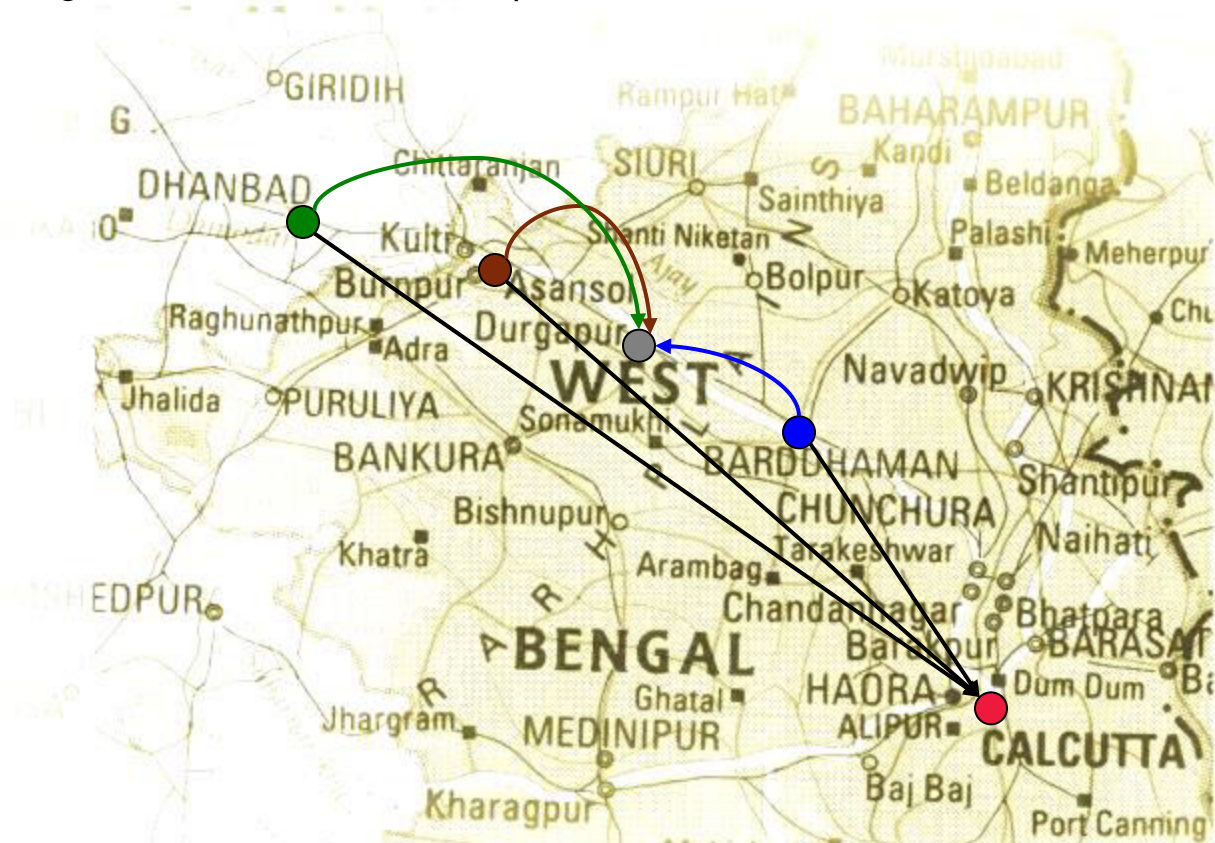
LOCATION

Asansol
Bardhaman
Dhanbad

NEAREST AIRPORT (KM)

Kolkata (222)
Kolkata (118)
Kolkata (281)

DISTANCE FROM THE PROPOSED AIRPORT (KM)



AIRPORT UPDATES



Terminal Building External



Terminal Building Internal



Air Traffic Control Tower



Runway

AIRPORT COMMERCIAL COMMENCEMENT- 18th MAY 2015



HELICOPTER SERVICES

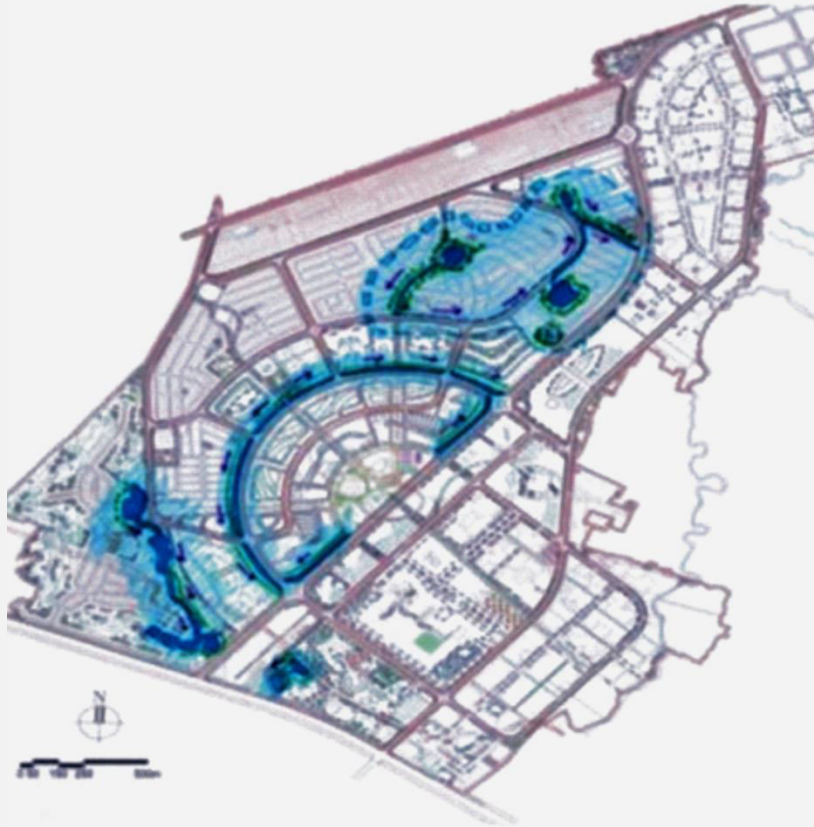
Commenced twice-weekly service in end-2013



AIRPORT BUSINESS

- ✓ The airport is developed to handle annual passenger traffic of 1 million
- ✓ The recent policy announcement by GoWB (zero tax on ATF; first time in the country) will encourage all the leading players to include Durgapur in their route plans
- ✓ Air India commenced its operation on 18th May 2015 connecting Andal with Kolkata, Delhi and Mumbai
- ✓ Regular Helicopter operations using the airport are in place.
- ✓ BAPL/CAC is in advanced stage of discussions with domestic / fixed wing airline / operators like Pinnacle Air for route finalisation and commencing operations





- 3 large blue network clusters; 67 natural water bodies covering 47 acres
- Comprehensive connectivity on 42 km of road length
- 35 MLD of water supply through 3 ESRs and 12 km of pipeline
- 10.5 MLD of sewage treatment supported by 2 STPs and 84 km of pipeline
- Storm water drainage system with 57 km drain network
- Uninterrupted stable power from licensed power service provider

PARTNERSHIP OPPORTUNITIES [1/2]

Infrastructure Development

Roads



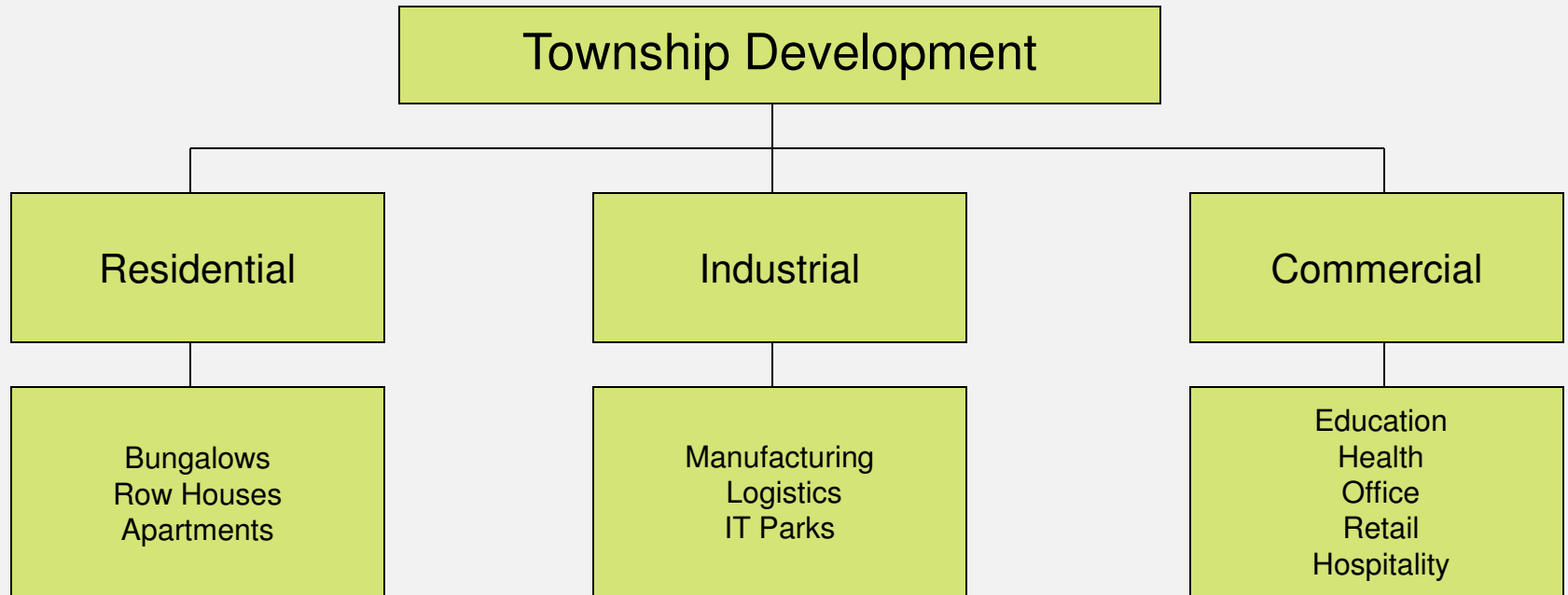
Utilities
(Water and Power)



Sewerage



PARTNERSHIP OPPORTUNITIES [2/2]



RESIDENTIAL DEVELOPMENT

AEROTROPOLIS TOWNSHIP (2020)

Area

• 1,978 Acres

Population

• 88,000

Households

• 25,000

HUGE DEMAND FOR RESIDENTIAL DEVELOPMENT

Total Catchment Population
10 million

Total No. of Households
2.8 million
Considering average Hhsize - 3.5

Considering the scale and quality of development planned for the aerotropolis, sale velocity already achieved, the penetration target for Durgapur Aerotropolis seems to be achievable.

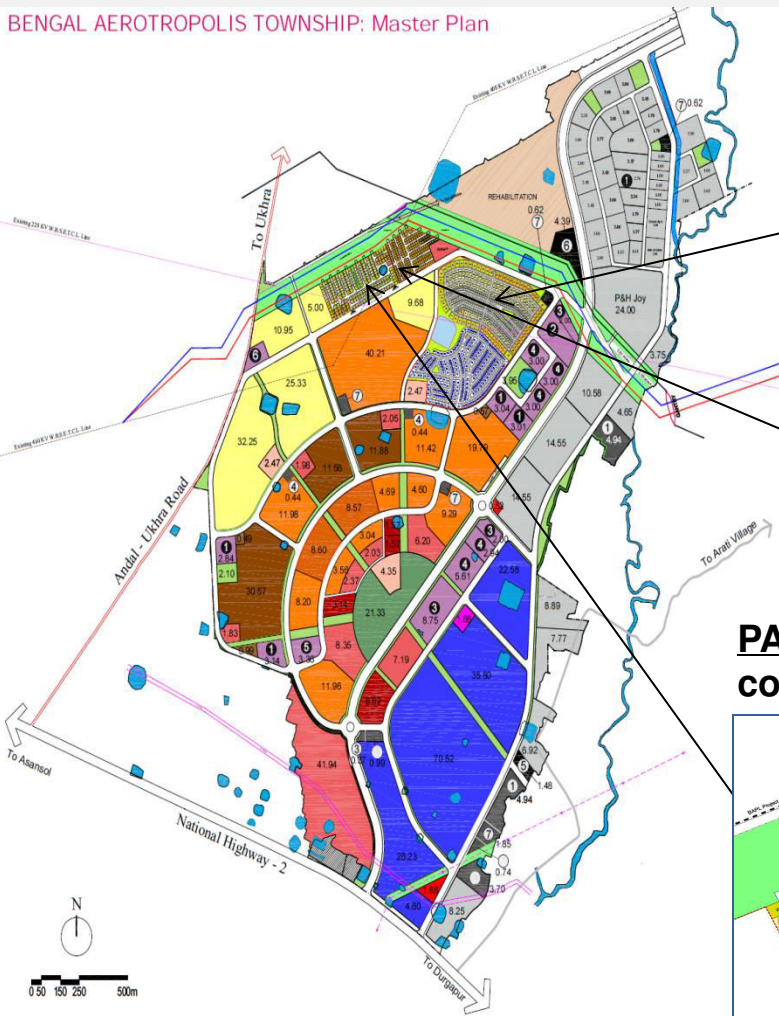
Target Households
1.38 million
Considering 8% HIG and
40% MIG population

25,000 residential units planned to
be developed in aerotropolis

Only 1.8% penetration of the
target households is required

SUJALAAM SKYCITY RESIDENTIAL BLOCK

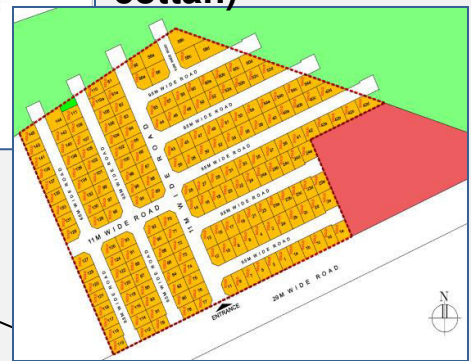
BENGAL AEROTROPOLIS TOWNSHIP: Master Plan



Master Plot Layout – ELA (3/5/8/10 cottah plots)



Master Plot Layout PARNA(2 cottah)



PARNA EXTENSION(3/3.5/4 cottah plots)



Legend

3 Cottah (2100 sq.ft.)
5 Cottah (3600 sq.ft.)
8 Cottah (5760 sq.ft.)
10 Cottah (7200 sq.ft.)
Water Body
Open Green Area
H.T. Line
Road Centreline

Source: Townland Consultants

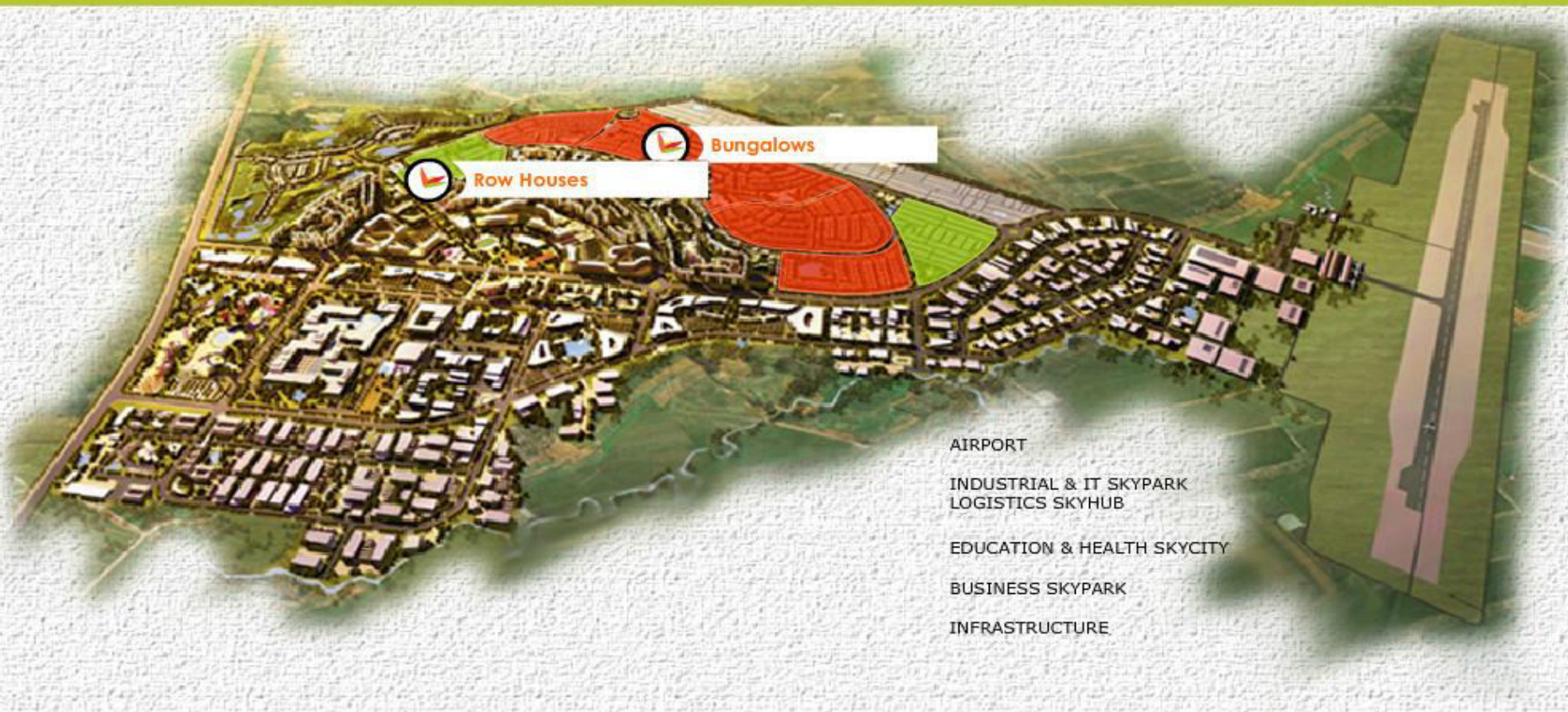
Residential Development

Residential Plots total sales till date~97 Acres

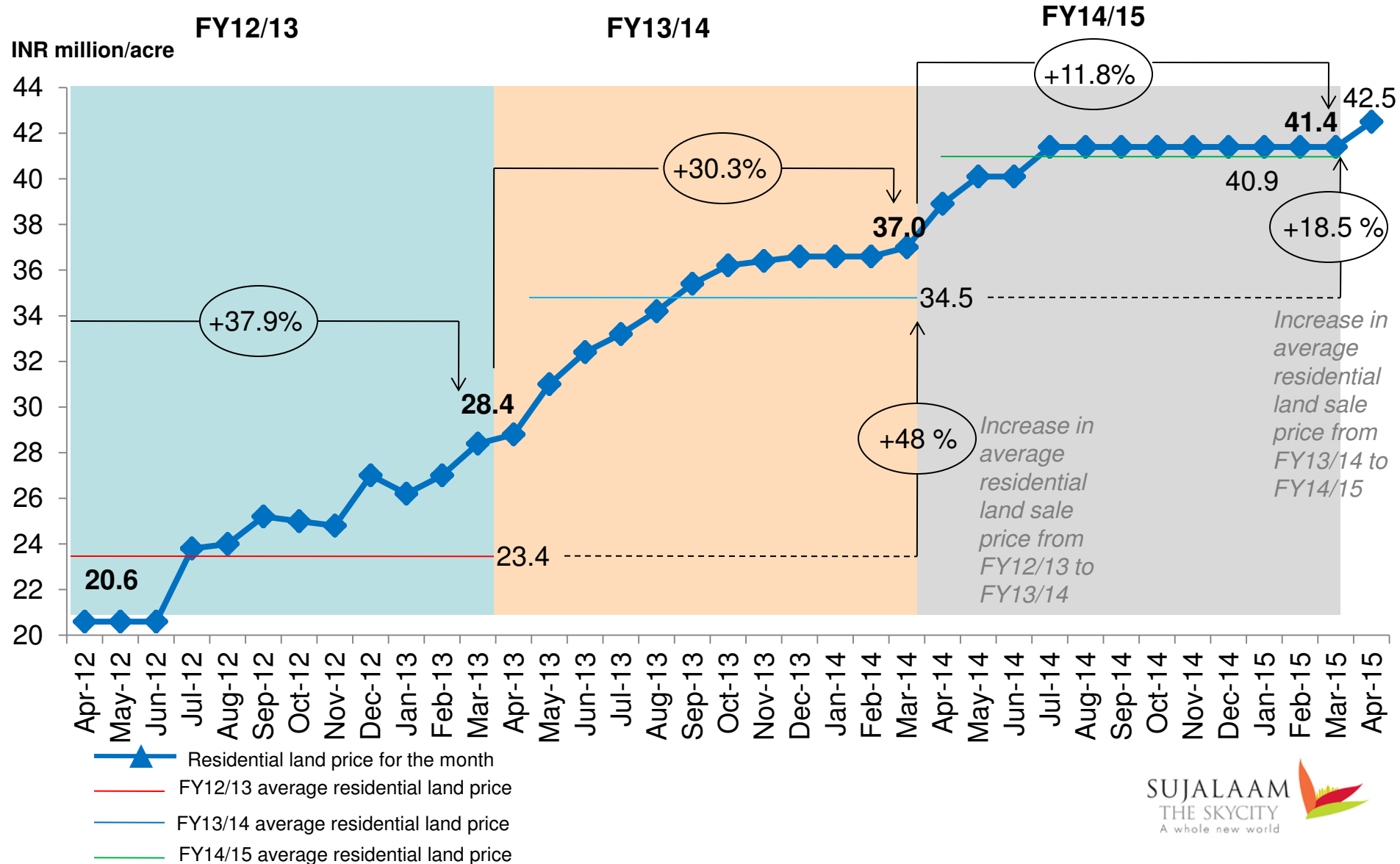
Individual plots ~850 Nos.

Bulk sales ~46 Acres (Alchemist, Carolina Developers, Larica Group)

SUJALAAM SKYCITY TOUR



RESIDENTIAL - LAND SALE PRICE



ESTABLISHED MARKET SHARE

Project Details	Renaissance Mega Township	IQ City	Durgapur Aerotropolis
Developer	Shrachi	Mani Group	BAPL
Land Area	254 acres	100 acres	1,200 acres
Product	Mixed-use	Mixed-use	Mixed-use + industrial
Bungalow Plot Sale Price	S\$0.77 million per acre	S\$1.6 million per acre	S\$0.9 million per acre
Total Number of Residential Units ¹ Sold	963 (68 months)	332 (48 months)	864 (36 months)
Number of Monthly Residential Units Sold	14	7	24
Share of Total Sales ² in Durgapur	24.7%	8.5%	22.1%

In comparison with competing developments, BAPL achieved the highest number of residential land sales per month in Durgapur.

Note:

¹ Includes bungalow plots and residential apartments

² Based on sale figures of 16 real estate developers

INDUSTRIAL DEVELOPMENT

Industrial Development

- Around 32 acres of the industrial land has already been sold to entities in essentially non-polluting industry sectors like Logistics & warehousing, Furniture , Adhesive , Mineral water, Leather fabrication, Food Processing . A dedicated MRTS hub is being established with SCOMI Engineering (Malaysia) as the prime investor setting up their assembling plant in 25 Acres

SUJALAAM SKYCITY TOUR



INDUSTRIAL – POTENTIAL SECTORS

Food processing Industry

Significant potential for rice mills, oil extraction and packaging, fruit and vegetable processing

- Limited dependence on labour, superior connectivity and infrastructure coupled with hinterland synergies may prove attractive to a range of companies
- Abundant availability of raw material (agro produce like Potato, Paddy, other fruits & vegetables), proximity to wholesale markets at Bardhaman

Light Engineering Industry

Attractive for auto component manufacturers, industrial fasteners and other related metal products manufacturers

- Significant existing base due to presence of upstream steel and iron plants
- Predominantly requires skilled and semi-skilled labour, abundant availability in the region from existing manpower base
- Access to markets pan-India due to rail and road connectivity from Aerotropolis

Warehousing & Logistics

Likely to witness demand for warehousing from organized retail, FMCG, electronics and white goods manufacturers

- Increasing demand from organized players such as Future Group, Reliance Retail, Aditya Birla Retail - potential interest due to increasing size of local market
- Aerotropolis will be the gateway to the entire eastern corridor including North-East market
- Low rentals compared to that of locations at Kolkata

INDUSTRIAL – POTENTIAL SECTORS

Electronics & Electricals

Provision of established logistics facility at a cost effective and timely manner could facilitate manufacturing facilities in the aerotropolis

- Supportive infrastructure viz. road network, adequate power and water, critical for the success of electrical and electronics sector
- Presence of reputed engineering institutes like NIT, BC Roy, Bengal college would cater to the requirement of talent pool

Apparel Industry

Aerotropolis could be considered for relocation or expansion of the existing facilities of branded players

- Raw material (fabric) can be easily available in Durgapur on account of superior road and rail connectivity to Kolkata, northern markets like Ludhiana, western markets like Surat and Coimbatore in south
- Skilled labour can be initially sourced from Kolkata and nearby regions by providing affordable shelter, attractive remuneration and social infrastructure
- Access to entire eastern markets due to rail and road connectivity from aerotropolis

Plastic Processing

Likely to witness demand from plastic furniture and packaging manufacturers

- Raw material can be easily sourced from Haldia Petrochemicals
- Food park in the aerotropolis would be synergistic with the plastics sector, as witnessed in Poly Park at Sankrail adjacent to Food Park (Phase I & II)
- Aerotropolis would provide better access and adequate power - critical for the industry

INDUSTRIAL & LOGISTICS – SALE STATUS

**Logistics :
9 Acres**



**Manufacturing :
13.4 Acres**



**Warehouse :
5.83 Acres**



**Food Processing
: 4 Acres**



INCENTIVE SCHEMES IN WEST BENGAL [1/2]

For Large Scale Units

Industrial Promotional Assistance (IPA) 80% for 8 yrs
Waiver of Electricity (100% ; max 25 Lacs/year or 2.5 Cr. in 10 yrs)
Generation of Employment 80% for 5 Yrs
Stamp Duty 75% for scale 1; 50% for scale 2, 3, 4
Anchor unit subsidy 100 Lacs to first 2 unit with min. 100 employees & 50 Cr investment
Patent registration 50% of cost (max. 2 Lacs)
Waiver of land conversion fees 50%
Waiver of electricity duty 100% EoU exempted from VAT/CST; Power Intensive units without a ceiling of yrs & %

For MSME Units

Capital Investment Subsidy Micro enterprise : 25% Small enterprise : 15%; ceiling of Rs 50 Lakh 20% additional subsidy for enterprises wholly owned by women, SC/ST and minority community entrepreneurs.
Interest Subsidy on term loan Micro & Small Enterprise : 7.5 % for 5 years. Medium Enterprise : 25% of total Term Loan Interest; ceiling of Rs. 175.00 Lakh/year for 5 years.
Electricity Duty Micro & Small Enterprise : 75% waiver for 5 years For units wholly owned by women, SC/ST and minority community entrepreneurs: 100% waiver for 5 years. Medium Enterprise : 100% waiver for 5 years; max. of Rs. 25 Lacs/year or Rs. 1.25 Cr for 5 years.
Power Subsidy Micro & Small Enterprise : Subsidy of Rs. 1.50 / Kwh for 5 years; ceiling of Rs 20 Lacs/ annum for small enterprises and Rs 30 Lacs for medium enterprises.

INCENTIVE SCHEMES IN WEST BENGAL [2/2]

For MSME Units

Incentive for energy efficiency

Micro & Small Enterprise

- 50% re-imbursement of the cost of energy audit
- 25% reimbursement of the cost of installations for energy conservation; ceiling of Rs 2 Lakh.

Stamp Duty & Registration Fees

Micro & Small Enterprise :75%

Medium Enterprise : Refund @ 75% of Stamp Duty.

Entry Tax

Reimbursement on plant and machinery

Reimbursement on procurement of raw materials for the initial 3 years.

Value Added Tax (VAT)

Micro, Small & Medium Enterprises : 80% VAT refund paid for 8 years or 75% of fixed Capital Investment whichever reached earlier

Central Service Tax (CST)

Total refund for 3 years from the date of commencement of commercial production.

For MSME Units

Water Conservation/ environment compliance

Micro & Small Enterprise : Upto 50% or Rs 2 Lacs max

Cluster development

Upto Rs. 5 cr. for common infrastructure such as road, power etc. for each cluster

Skilled HR

10 million skilled HR over a period of 5 years.

Standard Quality Compliance

Micro & Small Enterprise : 50% of cost upto a max. of Rs. 5 Lacs for obtaining certification / accreditation

Work Force Welfare assistance

Reimbursement of 100% in 1st year & 75% in next 6 years expenditure incurred towards ESI and EPF

GI/ Patent Registration

Reimbursement of 50% of expenditure for obtaining patent registration subject to a max. of Rs. 5 Lacs

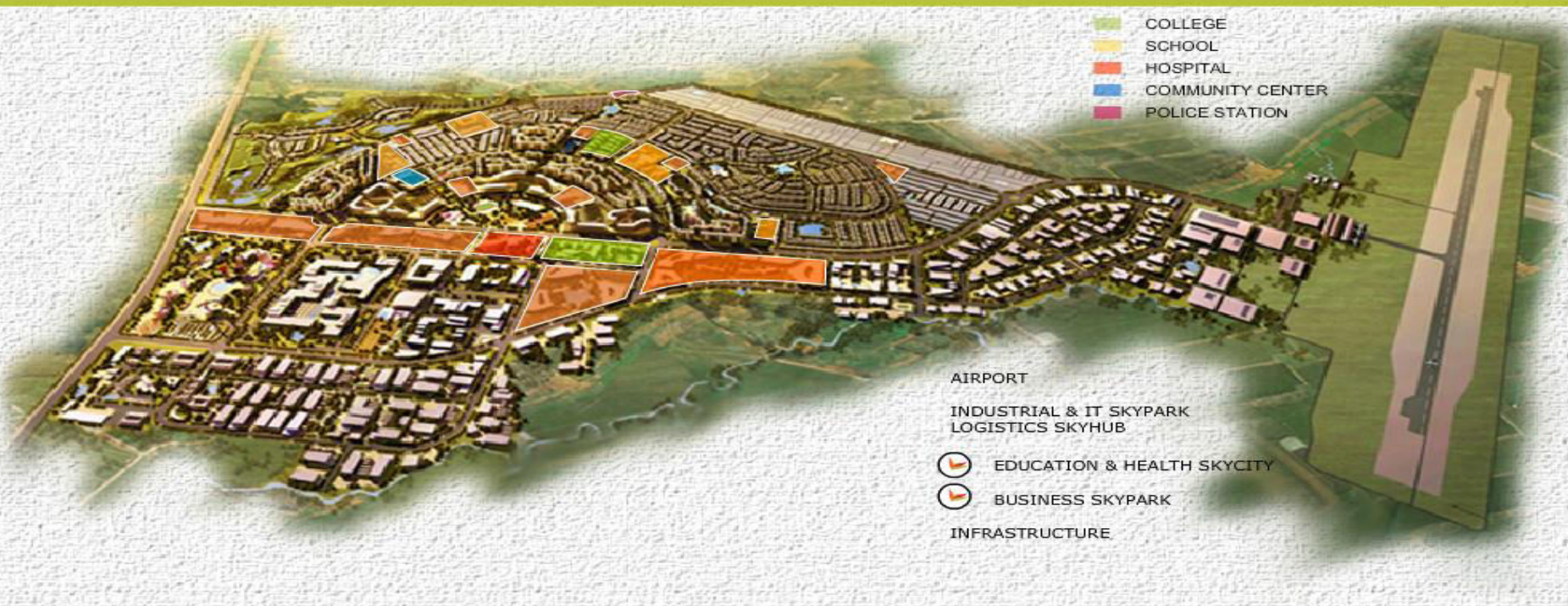
INSTITUTIONAL DEVELOPMENT

Commercial and Institutional Development

Transaction of 22 Acres of Institutional land in the project already done. This includes:

- Renowned Mission Hospital in healthcare and
- Delhi Public school (Ghaziabad Society) in education sector

SUJALAAM SKYCITY TOUR



SUJALAAM SKYCITY – INSTITUTIONAL SALES

Education : 3 Acres



Healthcare : 2 Acres



Hospitality : 2 Acres



**THANK YOU
FOR YOUR ATTENTION**



corporate@bengalaero.com