

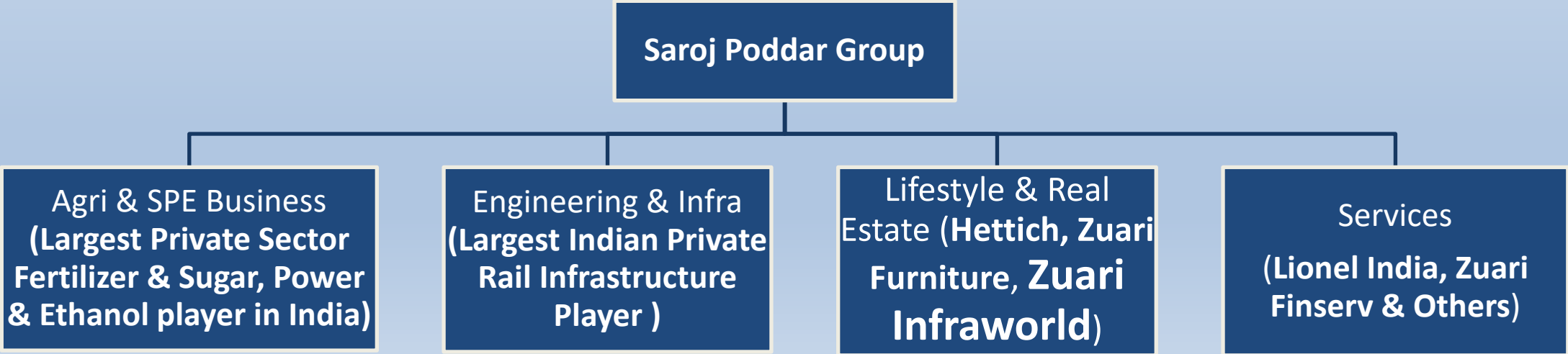
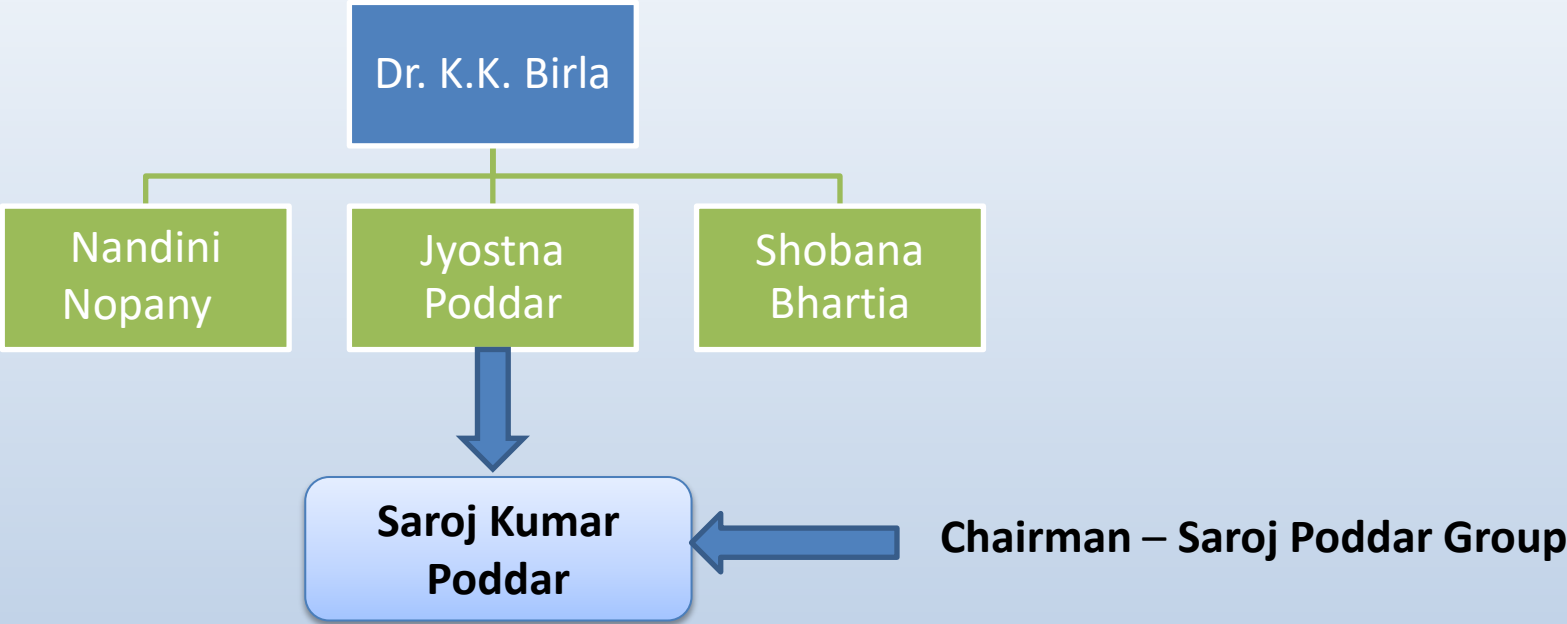


ZUARI INFRAWORLD INDIA LIMITED

(Dr. K. K. Birla Group Company)

Corporate Profile

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Agri Business: Largest Private Sector Player in India



Largest business vertical of the group producing wide range of complex fertilizers, seeds, pesticides & micro-nutrients directly connected to **Agricultural activities in India.**

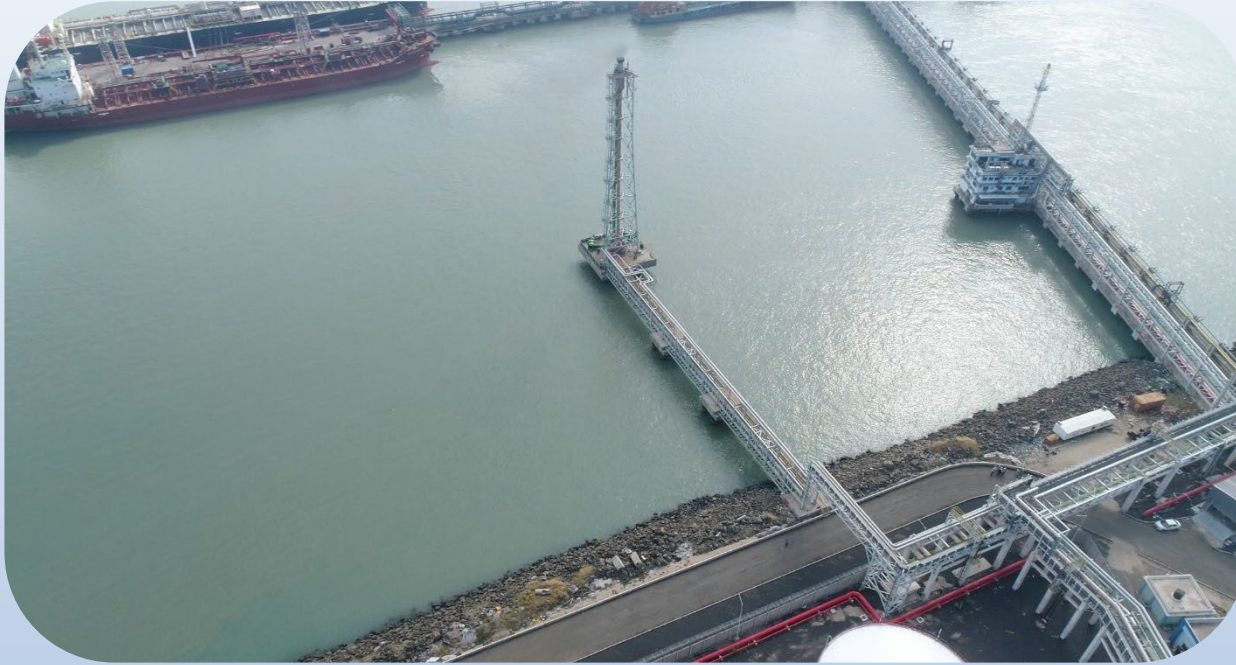
- ❑ **Zuari Agro Chemicals Limited** – Flagship company **founded by Dr. K.K. Birla in 1967**
- ❑ **Chambal Fertilisers Limited** - Chambal Fertilisers and Chemicals Limited accounts for nearly 13% of the total Urea produced in the country.
- ❑ **Mangalore Chemicals & Fertilizers Limited** - MCF is the largest manufacturer of chemical fertilizers in the state of Karnataka.
- ❑ **Paradeep Phosphates Limited** – Sick PSU turned around by the group post takeover from GOI



- ❑ **Gobind Sugar Mills Limited** – Incorporated in **1952 by Dr. K.K. Birla**, it is a Leader in production of **Sugar** (including Sulphur free sugar) touching 60,000 + farmers and accessing 1.78Lacs farm fields (~50,000 ha.) in India apart from exporting to International markets such as Canada, Middle East, Southeast Asia etc. and **Ethanol** (created from Sugercane juice with Zero-liquid discharge) which is supplied to Government owned oil marketers as part of Ethanol Blending Program (EBP) of Govt. of India. Additionally, it generates clean power from the by-product (bagasse) of ~40MW and exports to the grid of UPPCL.
- ❑ **Zuari FarmHub** – It is established on a well-developed agri-input retail network (Jai-Kisaan Junction), a comprehensive portfolio of specialty plant nutrients (SPN) and specifically designed Crop-care segment.
- ❑ **Zuari Envien Bioenergy** – It is a JV with Envien International (Slovakia) which will develop 1000KLPD (1st Phase: 150 KLPD Work in full swing) Grain-based distillery in UP to become one of the leading players in India.



- ❑ **Texmaco Rail & Engineering Limited** - Founded in 1939 by Dr. K. K. Birla, through multiple organic and in-organic expansion (JV with Touax Rail (France), JV with UGL (Australia), Tech collaboration with Toyoda (Japan), Walkers (Australia), Standard Car Truck (USA) etc) has become the Largest rail wagon manufacturer in Private Sector. **Company has recently obtained orders for maintenance of Railway tracks from USA and Australian Railways.**
- ❑ **Kalindie Rail Nirman (Engineers) Limited** – Acquired by the Group, is an established EPC player in railway track, signaling & telecommunication projects etc.
- ❑ **Bright Power Projects (India)** – Acquired by the group, is an established in Overhead Electrification ('OHE') of railways.



- ❑ **Simon India Limited** – EPC player in highly specialized engineering projects, technical consulting service provider to chemical, fertilizer, oil & gas, petrochemicals, power and infrastructure sector.
- ❑ **Zuari IAV Private Limited** – 50% JV, provides independent terminal services to the group companies apart from customers like HPCL, BPCL & BP etc for Naphtha, Motor Spirit, High-Speed Diesel and Superior Kerosene etc.



- ❑ **Zuari Cement (HeidelbergCement)**– Established in **1995 by Dr. K K Birla**, it is one of the major cement player in India with annual production capacity of ~7 mn Ton with primary focus on markets in Southern and Western India. In 2007, the company was sold off to HeidelbergCement group (World-known building materials company from Germany) to further its presence in Indian market keeping Zuari name as a brand for markets while operational controls remaining with the group.

Services: A bouquet of Financial Services, Travel management business



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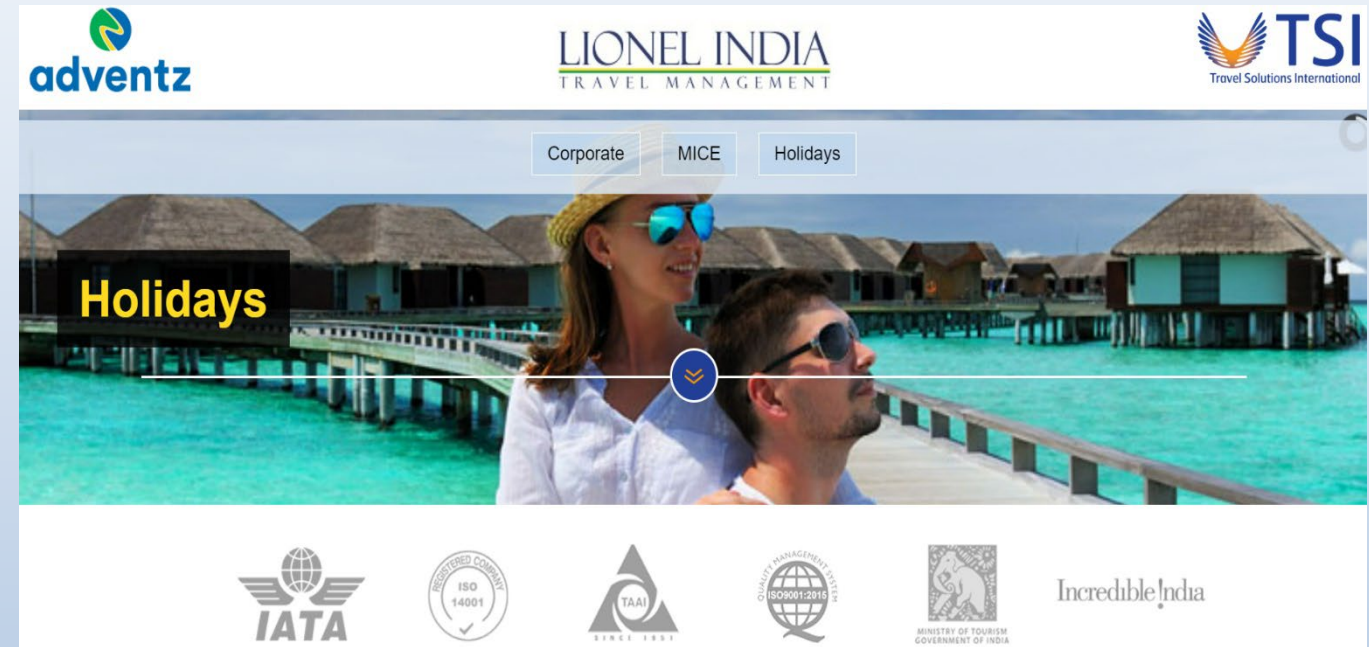
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GOVERNMENT OF INDIA

Incredible India

- ❑ **Zuari Finserv Limited** - Zuari Finserv Limited is a member of both the National Stock Exchange (NSE) and the Bombay Stock Exchange (BSE), for equity as well as the Future and Option (F&O) segment. It is a depository participant with National Securities Depository Limited (NSDL) and Central Depository Services Limited (CDSL).
- ❑ **Lionel India Limited** – It is the specialist corporate travel management brand owned by Group. Operating in India since 1997, the company currently has a presence of IATA approved locations across key centres in Delhi, Mumbai, and Chennai & Bangalore with its headquarters in Kolkata and several client onsite locations

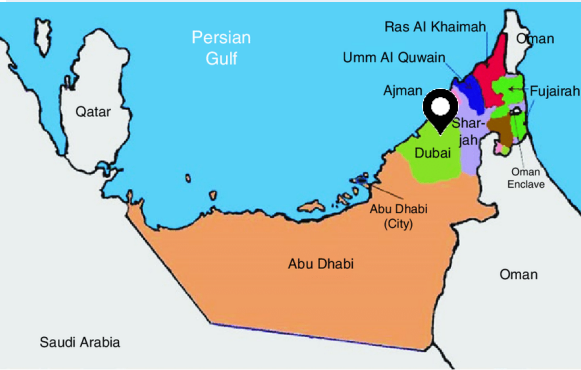


- ❑ **Forte Furniture Products India Private Limited (Zuari Furniture) - Largest producer of Ready to Assemble (RTA) furniture in India**, ISO 9001-2000 certified, state-of-the-art fully automated plant near Chennai. Network of 35 distributors and 650 dealers spread across India. Exports to Afghanistan, Bangladesh, Belgium, Dubai, France, Germany, Madagascar, Maldives, Muscat, Sharjah, Sri Lanka, UK and USA.
- ❑ **Hettich India – Largest hardware player in India**. It is a 50% JV between Zuari & Hettich Germany - Only brand worldwide with complete range of fittings and hardware to cater all 3 segments i.e. Office, Residential and Kitchen & Bath with over 10,000 products.



- ❑ **Zuari Infraworld India Limited – Flagship company of the group foraying into business of real estate**. The company has delivered **more than 4 Mn Sqft** in residential and commercial assets across India & Outside. The projects (including upcoming ones) are majorly spread across Mysore, Goa, Hyderabad, Kolkata & Dubai.

Zuari Infra Footprints : Spread Pan India & Dubai



Delivered Projects: Spread Pan India & Dubai



Goa
Delivered: **0.3 Mn Sqft**

Bengaluru (HO, R&D),
Mysore
Delivered: **1.8 Mn Sqft**

Kolkata
Delivered: **1.1 Mn Sqft**



Burj Khalifa, Dubai
Area: **1 Mn Sqft**

Total Delivered: 4Mn Sqft
of Residential &
Commercial Spaces

Projects in Progress: Spread Pan India & Dubai



Zuari Garden City™ : Mysore's 1st Integrated Township



The integrated township spread over 73.5 acres with the distinction of being the First Integrated Township in Mysore



Zuari Garden City™ : Mysore's 1st Integrated Township



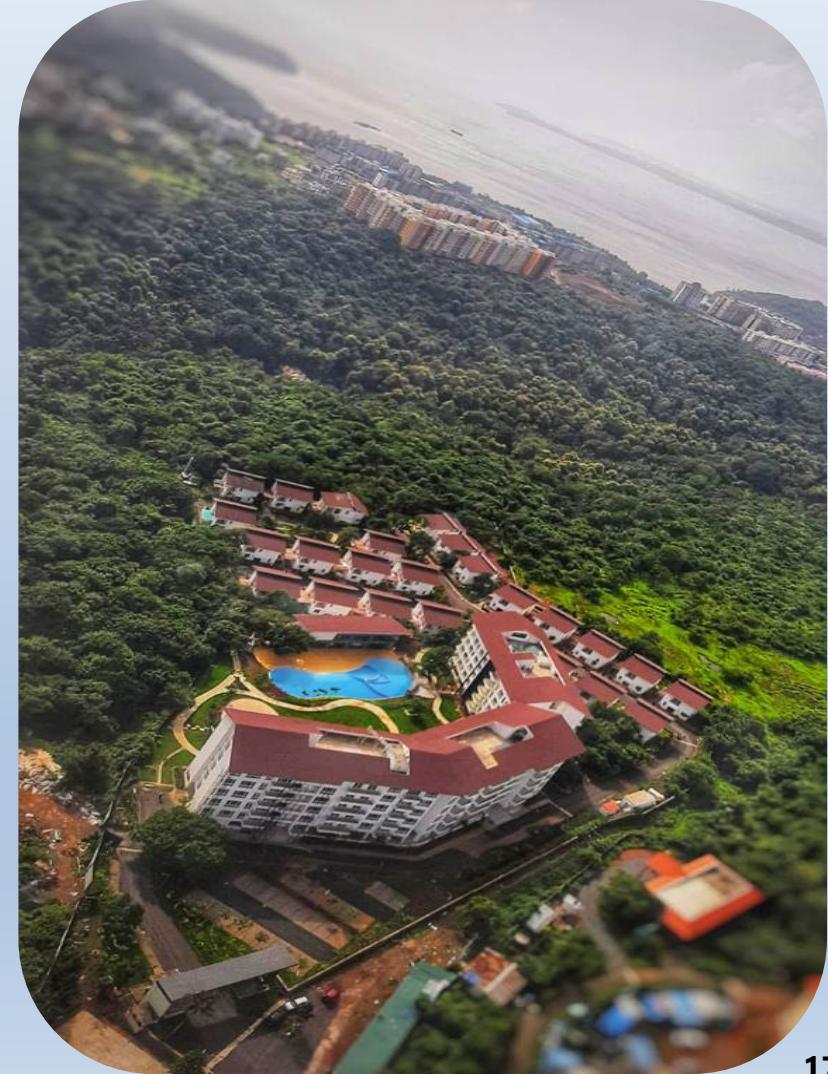
Phase 4 – Plotted Development Shots



Zuari Rain Forest: Ultimate Luxury Destination in Goa

Zuari
Rain Forest - Goa
Villas and Premium Residences

Luxury Villas & Apartments on 7 Acres of land with access to natural forest of 20 acres – designed by AEDAS, Singapore



The St. Regis Residences : Marriott branded residences in Dubai



50% Joint Venture project with a local partner, ZIIL being the Managing partner

The St. Regis Residences – DUBAI

High-Rise Tower, Residential Apartments and Serviced Residences

Location: The St. Regis Residences – Financial Centre Road, Dubai

Near Dubai mall and the iconic Burj Khalifa

Plot Area: 36,995 Sq.ft.

Built-up area: One million sq feet

Project Cost: ~ USD 163 million

Project Completed and Handover to Owners commenced

SUCCESSFUL LAUNCH

➤ Project is **SOLD OUT** as of FY24

➤ Project Completion : Completed



The St. Regis Residences : Highlights



The St. Regis Residences : Project Launch at Atlantis the Royal hotel



Media Coverage – National & International (1/2)

Khaleej Times

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Dubai: New ultra-luxury residential tower generates Dh1 billion in revenue

70% of units sold out in first hour of launch

by A Staff Reporter

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The 232 homes in St. Regis Residences, Financial Centre Road, Dubai range from 1, 2, 4, 5-bedroom to penthouses. - Supplied photo

Published: Fri 10 Mar 2023, 3:29 PM
Last updated: Fri 10 Mar 2023, 9:47 PM

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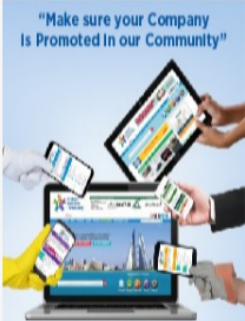
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Over 70pc units of St Regis residential tower in Dubai sold out

March 2023 196

UAE brokerage Driven Properties said it has received an overwhelming response for the 232-unit residential tower - St Regis Residences, Financial Center Road, Dubai - with 70% of all the units sold out, netting over AED1 billion (\$272 million) in sales.

Share

UAE brokerage Driven Properties has announced that it has received an overwhelming response from investors for its 232-unit residential tower - St Regis Residences, Financial Center Road, Dubai - with 70% of all the units sold out within the first hour of its launch, netting over AED1 billion (\$272.2 million) in sales.

The event was hosted by exclusive broker Driven Properties and sister company Refine Development Management yesterday (March 7) at the newly opened Atlantis The Royal.

The newest property to join the St Regis Residential portfolio offers a choice of units ranging from one-, two-, four- and five-bedroom apartments to penthouses, measuring between an impressive 970 sq ft and 9,325 sq ft, it stated.

Media Coverage – National & International (2/2)

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Over Dhs1bn in sales achieved at launch of St. Regis Residences, reveals Driven Properties

Located in Downtown, the project is set for completion in 2025

GB BY GULF BUSINESS MARCH 10, 2023

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The St. Regis Residences, Financial Center Road, Dubai is the latest branded residential tower to be launched in the city. Located in Downtown, and set for completion in 2025, the sought-after project saw 70 per cent of units sell out in the first hour of the launch, with sales valued at over Dhs1bn.

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St Regis Residences achieves AED 1bn in sales on launch

March 8, 2023

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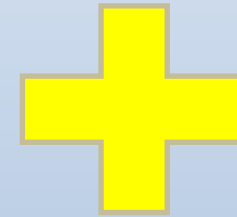
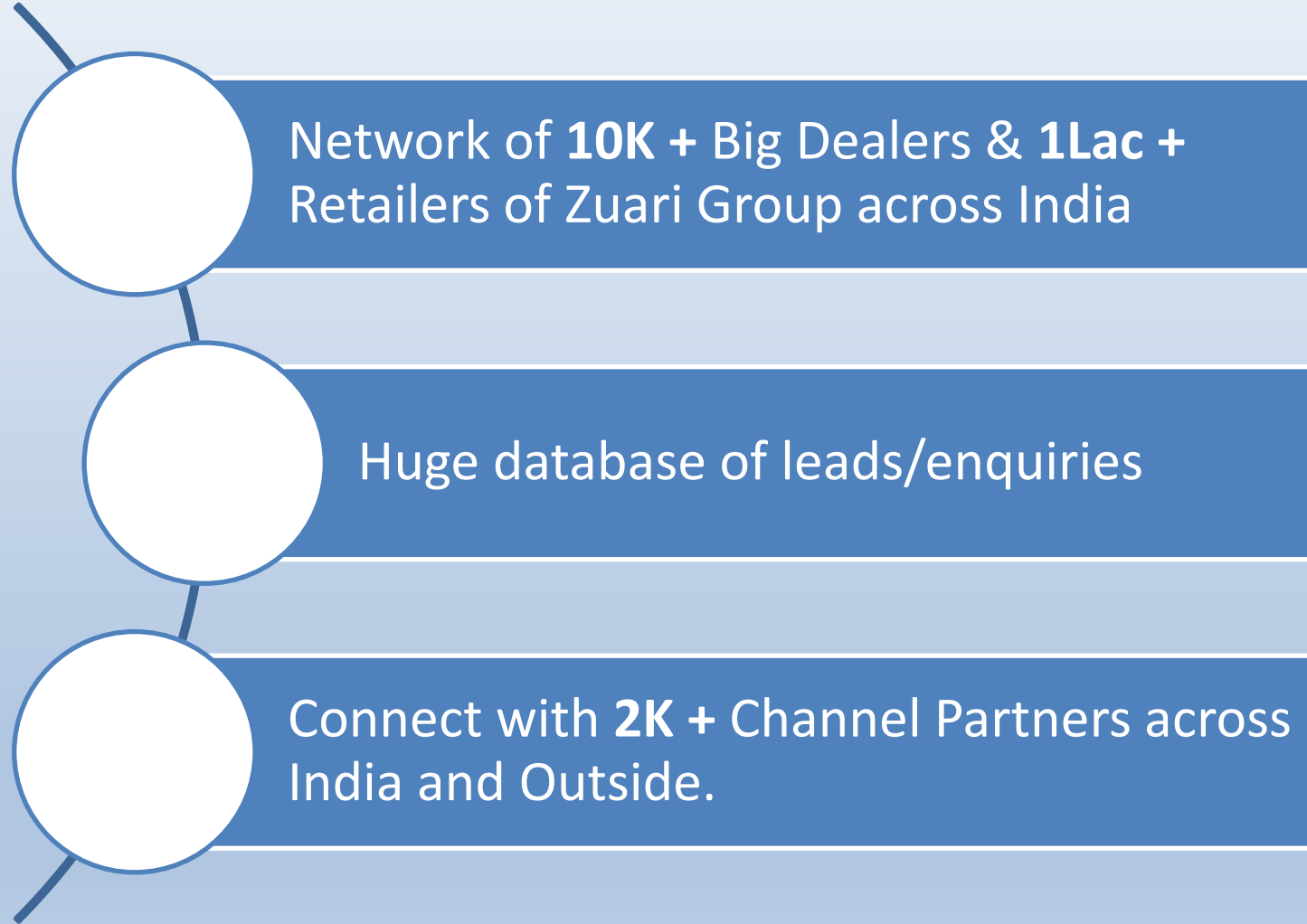


St. Regis Residences, Financial Center Road, Dubai

The highly anticipated St. Regis Residences, Financial Center Road, Dubai is the latest branded residential tower to be launched in the city. Located in the heart of Downtown, and set for completion in 2025, the sought-after project saw 70 percent of units sell out in the first hour of the launch, with sales valued at over AED 1 billion.

The event was hosted by exclusive broker Driven Properties and sister company Refine Development Management on 7th March 2023 at the newly opened Atlantis The Royal.

Marketing Strength:



Leverage “Zuari”
Brand & “Birla”
Legacy

Sales Strength:

- + Achieved Sales of **700+ Units** in a remote location ("**Zuari Garden City™**"), 19 Kms away from Mysore City (Tier – II) where reputed developers like Sobha, Brigade are struggling.
- + Able to sell different product types starting from Luxury Grand Villas, Spacious Apartments, Compact Villaments and Premium Plots in Zuari Garden City within 73 acres of Mysore's First Integrated Township ("**Zuari Garden City™**").
- + Achieved **Dh1 Billion** Committed Sales within **60 Minutes of Launch** of **St. Regis Residences**, Financial Centre, Dubai
- + **Sold Out** Zuari Rain Forest Project within **few months of launch** in **South Goa**, working as DM for Zuari Industries Limited.

Capable Sales team of Zuari Infraworld has successfully sold residential units in Tier-II Cities in India and is poised to mark its presence in Metro Cities Now.

- ❑ Zuari Park View, Mysore – Plotted – GDV: Rs.70Cr
- ❑ Zuari Rain Forest Goa – Villas & Apartments – GDV: Rs.100Cr
- ❑ Zuari Gangothri Tribhuja Project, Hyderabad – High Rise – GDV: Rs. 2500Cr
- ❑ Project in Kolkata – High Rise – GDV: Rs. 2000Cr
- ❑ Project in Kolkata – Iconic Office Building
- ❑ Zuari KinetiX in Bangalore – Plotted – GDV: Rs.200Cr

Lending Zuari Brand (Birla Group Company)

- Associate **Zuari's** Name & Brand with the project.

Management of Project

- Design of the product or share valuable inputs to the design if already done.
- Marketing & Sales of the product.
- Supervision of project development activities.
- Quality Review of the product development involving specifications, budget and timelines.
- Collections.

Requirements

The Builder/Landowner/Aggregator to provide for the following:

- ✓ Clean Title of the land
- ✓ Requisite Approvals for the project
- ✓ Project Funding
- ✓ Handover including registration of the product for the purchasers.

Financials

Zuari Infraworld take a % of the project topline as the DM fees. The % is determined based on the size of the project. All other costs of the project including Marketing belong to the builder/landowner/land aggregator along with the project topline.

Let's Progress together

