



ENGINEERING INNOVATIONS

era infra

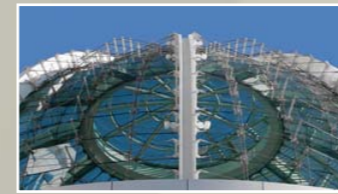
Ushering transformation



Construction & Contracts Division  
(A Division of ERA INFRA ENGINEERING LIMITED)

## Group Vision

"To be the group of first choice in engineering, construction, real estate, entertainment & hospitality and project management through committed focus on quality, innovation, technology, stakeholders' growth and social responsibility."



## Era Group of companies - A snapshot

Era is a world-class engineering, construction & services conglomerate, well positioned in key and fast-growing markets of infrastructure development, pre-engineered buildings, real estate, hospitality & entertainment and power, all of which offer long-term growth potential.

A versatile organization comprising five companies, Era's success has been largely driven by the valuable guidance provided by an eminent board of directors and a strong intellectual capital, that have not only added immense value to the business, but have also demonstrated entrepreneurial drive and flair to move the organization forward without compromising on sound corporate governance.

# About Era Infra Engineering Limited

Era Infra Engineering Limited, the flagship company of the Era group of companies, is one of the few fully integrated infrastructure development companies with a wide presence across various sectors in the industry.

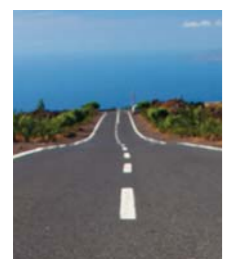
An ISO 9001:2000 and ISO 14001:2004 certified company with nearly two decades of extensive experience in the field of infrastructure development; Era Infra Engineering has an impeccable track record of 200+ completed projects across the length and breadth of the country, with another 90 projects in progress.

With the objective of capitalizing on the prospects unfolding in the infrastructure development space, Era has set up four strategic business divisions – Construction and Contracts Division, EPC & International Division, Equipment Management Division and Ready Mix Concrete Division. Each of them represents well structured, robust and scalable business lines.



## POWER

- National Thermal Power Corporation Ltd.
- Power Grid Corporation of India Ltd.
- National Hydro-Electric Power Corporation Ltd.
- Bharat Heavy Electricals Ltd.
- Adani Power
- Lanco Infratech



## ROADS

- Hyderabad Growth Corridor Ltd.
- National Highways Authority of India
- Madhya Pradesh Road Development Corporation Ltd.



## RAILWAYS

- Delhi Metro Rail Corporation Ltd.
- Indian Railway Welfare Organization
- Rail Vikash Nigam Ltd. (RVNL)
- Mumbai Rail Vikas Nigam Ltd.



## AVIATION

- Airport Authority of India Ltd.



## HEAVY INDUSTRIES

- National Aluminum Co. Ltd.
- Steel Authority Of India Ltd.



## INDUSTRIAL

- Alps Industries
- Birla Tyres
- Hindustan National Glass
- Relaxo Footwear
- Panacea Biotec Ltd.
- Paras Pharmaceuticals Ltd.
- Sun Pharmaceuticals Ltd.
- Bajaj Hindustan Ltd.



## REFINERY

- Indian Oil Corporation Ltd.



## BUILDINGS

- Punjab Urban Planning and Development Authority
- Central Public Works Department
- Public Works Department
- DSIDC
- NBCC
- Vigneshwara Developers
- Central Park
- Rancy Projects Ltd.

# Construction & Contracts Division

## A growing opportunity

The exponential growth in infrastructure development has increased the demand in the construction industry. Driven by the infrastructure and real estate sectors, India recorded the highest construction spending growth in 2005.



## Our response

Aided by rich management prudence, Era was able to comprehend, way back in 1996, the immense and ever-increasing potential for construction activities being witnessed today and expected to grow with every passing year. As a result, its Construction & Contracts Division, which has gained solid expertise, experience and exposure across vital infrastructure sectors, is today well-poised to benefit from the surge witnessed in construction spending.

In addition, embracing a completely diversified business model, Era's Construction & Contracts Division is uniquely positioned to enhance focus on sectors witnessing an upswing at any given point in time, and at the same time insulate itself from possible sector slowdowns and public investment cycles.

Over the years, this Division has expanded both client and geographic base and simultaneously developed the wherewithal needed to move up the value chain and raise the performance bar. This is evident from the fact that the Division is continuously strengthening its pre-qualification parameters through alliances, which in turn has helped it enhance its net worth and take on and excel in complex and larger projects.



# Our focus areas

This is the oldest Division of the company and is engaged in executing infrastructure development contracts across the full spectrum, for both external customers as well as for the Era group of companies.

This Division operates over a diversified portfolio – diversified across the customer base and across geographies, covering diverse size and scale of contracts.



## Diversified Portfolio

Over the years, this Division has focused its efforts around execution of larger ticket-size contracts through successful strengthening of its pre-qualifications, thereby enhancing its ability to increase the average ticket size of its orders and to take on relatively complex, large-scale, and high earnings visibility projects across railways (including metro), ports, airports etc, while expanding into large-value railway, roads and power projects.

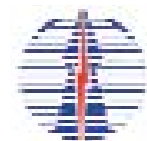
The Division is currently present across a variety of sectors, including:

- Airports
- Railways
- Highways
- Pre-Engineered Buildings
- Power
- Industrial projects & Institutions
- Urban infrastructure
- Residential & commercial complexes
- Stadiums

The Division covers the entire spectrum of infrastructure development and is executing major portion of the public sector thermal projects.

## Diversified customer base

This Division has executed major projects both in the public and private sectors and has strengthened exposure to private sector projects. It has successfully executed projects for some of the best known brands in the industry. Increased exposure to private sector projects has helped it further augment its status across various segments.



# Our Value Drivers

The Construction & Contracts Division works on a functional model based on ability, advanced technology & systems, competitiveness, quality, client satisfaction, timely delivery, motivated & professional approach, dedicated manpower & commitment to nation building, all of which are geared towards providing a one-stop solution across construction requirements.



## Ability to execute different size & scale of contracts

Leveraging its experience and expertise in the field, this Division has been undertaking contracts of all sizes within the product portfolio and has the capabilities to offer single-point turnkey solutions.

Besides holding the distinction of executing a majority of construction & civil work projects for public sector thermal companies in the industry, this specialized Division has been awarded construction projects from NALCO, Partapur Sugar & Industries Ltd., Birla Tyres, ICT and NATRiP Implementation Society (NATIS) among others.

It has also executed several low cost housing projects for Delhi State Industrial Development Corporation Ltd. (DSIDC), deploying the pre-cast/fabricated technology and design recommended by the Indian Institute of Technology (IIT).



## Strong ERP Systems

Enterprise Resource Planning (ERP) is a strategic tool helping an organization gain an edge over its competitors by successfully integrating its key business operations, synchronizing, planning and optimizing the resources available in the existing, extremely competitive environment. Thus, Era's Construction & Contracts Division has a state-of-art ERP Module which is based on cost effective technology in human resource development, finance, procurement, contract & construction management, single window system, and responsibility management.

### The implementation of this system has resulted in:

- Timely completion of projects in accordance with the highest quality standards, within the agreed budget & cost.
- Greater efficiency, accuracy and predictability in running the business process.
- Automating critical functions of the organization and enabling data to be available across the organization, for fast and efficient decision-making.
- Maintaining connectivity of all sites through a high-end server.
- Enabling better Returns on Investment (ROI) through cost-effective and faster deployment capability.



# Our Value Drivers



## Modern equipment

High-end tools and equipment for construction work boosts the Division's capability to execute projects with speed & quality. For this reason, the Division regularly invests in modern tools and equipments. These tools and equipment include:

- Pile driving
- Mass concreting
- Welding of rails
- Support making with in-house facility
- Large size steel structural work



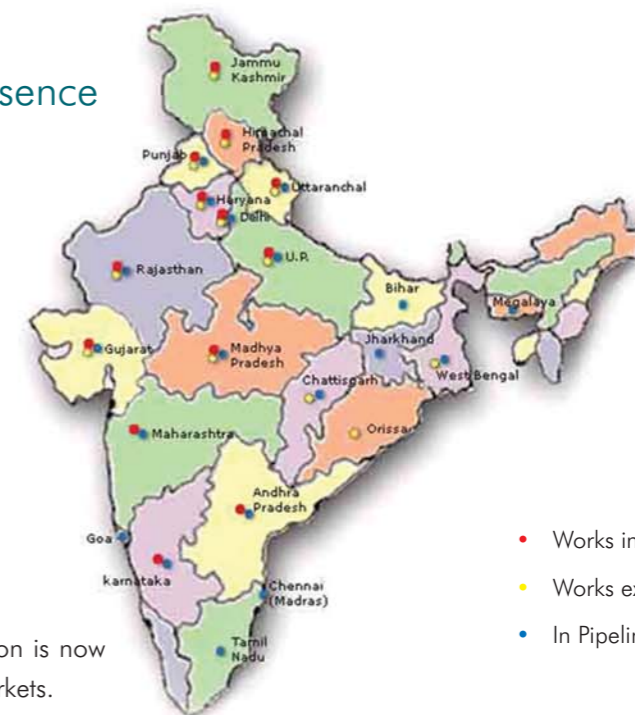
## Highly professional approach

At Era, we value our business relationships and have adopted a professional approach towards our associates, with core principles that underpin how we work with our partners.

Thus the approach adopted is motivated by qualified & experienced professionals, modern & latest equipment (all company-owned), adaptability of latest and mechanized methodology, holistic approach, creativity and hi-tech solution, quality, safety & environment management systems and backward and forward integration to other units of the group to optimize costs.



## Diversified geographic presence



Armed with a pan-India status, this Division is now spreading wings in emerging overseas markets.

- Works in hand
- Works executed
- In Pipeline

# Future focused

Apart from overseas expansion plans, this Division is now looking at diversifying further by addressing projects across newer infrastructure segments such as Refineries, Hydroelectricity, Irrigation and Ports, which are considered to be among the fastest growing segments of the Indian infrastructure industry.

Concurrently, the Construction & Contracts Division shall continue to consolidate its presence in the existing sectors through execution of more large-sized projects and by entering into more strategic alliances to further enhance its pre-qualification strengths.



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