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THE POWER OF SYNERGIES



ANNUAL REPORT
2007 - 2008

LANCO INFRATECH LIMITED

THE POWER OF SYNERGIES

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Business in India and on the global stage is passing through turbulent times.

Performance and seamless roll-out of growth plans in such contexts speak of an organisation with long-term strategies and resilience. Lanco Infratech has achieved this.

At Lanco Infratech, a core component of our strategic edge and competitiveness is the synergies we are orchestrating across our business verticals.

Aptly, synergy is the theme for this year's Annual Report.



wind energy



infrastructure

OUR VISION

To empower, enable and enrich partners, businesses and associates.

To be a chosen vehicle of growth for all stakeholders and a source of inspiration to society.

construction & EPC



power



realty



POWER

Powerful Synergies

Lanco is emerging as an Indian Power major with six operational and ten under execution projects totalling over 8000 MW in capacity. The scale of operations goes with a diversity spanning thermal, hydro, wind and biomass. Lanco is also a clear leader in power trading. Lanco's horizons in the power sector are marked not only by a rapid pace of growth in capacity, but also a stress on exploring new areas, especially in 'green power', and constantly enhancing operational efficiencies and minimising its carbon footprint by adopting new technologies and practices.



HIGHLIGHTS

- Six operational and ten under-execution projects cumulating to over 8000 MW.
- Multi-dimensional power entity.
- LANCO Electric Utility Ltd. (LEUL) is the largest private sector player and third largest overall in power trading.
- Trades from all five regions of the country, accounting for a dominant 12% market share.

CONSTRUCTION & EPC

Constructive Synergies

Two decades of civil engineering experience ranging from construction of infrastructure to large residential and commercial properties underlie Lanco's expertise and resources in construction. Dams, bridges, canals, metro station, games village and other projects executed by Lanco have been recognised for quality and strict adherence to schedules.

The construction division dovetails with the Engineering, Procurement and Construction (EPC) operations to provide an extraordinary synergy and depth of skills and resources. The EPC operations of Lanco have displayed competencies and competitiveness on Lanco's own projects and external projects, gaining a firm reputation in the market. The strength of the EPC and construction divisions bring integrated set of competitive advantages to Lanco's roadmap in the power sector.



HIGHLIGHTS

- Two decades of civil engineering experience.
- Turnkey execution of power projects.
- Excellent track-record in construction ranging from dams, bridges, roads, railway station, water conveyance systems and commercial and residential property.

INFRASTRUCTURE

The Structure of Synergy

As the Indian economy continues to boom, infrastructure will play an increasingly important role. Given its inherent strengths and resources, Lanco is making its presence felt in this fastest growing sector. Lanco has experience and expertise for developing large infrastructure projects in sectors such as highways, airports, sea ports and urban infrastructure. In helping improve cities we are improving quality of life.



HIGHLIGHTS

- Emerged as a winning bidder the Mega Rs. 8,000 crore Vizhinjam Transshipment Port Project in Kerala.
- Currently executing the construction for modernisation of Varanasi Airport – including new terminal building.
- Constructed roads and highways across India – Presently developing projects for the 81 km Bangalore-Hoskote-Mudbagal stretch on NH4 and the 82 km Neelamangla-Devihalli stretch on NH48.

REALTY

Real Synergies

Lanco has charted a distinct course in property development. The launch of one of the world's largest mixed property developments, Lanco Hills, in Hyderabad is an indicator of things to come. Innovative concepts in tune with changing patterns in urban living and working are being realised with the best of construction technologies and captivating aesthetics. It is a vision built around a strategic outlook.



HIGHLIGHTS

- Lanco Hills – over 100 acres of ultra modern residential, corporate and leisure-related real estate planning, including the proposed Signature Tower – planned to be one of the world's tallest residential towers.
- Lanco Ville project being developed in Chennai's IT corridor.
- Lanco Property Management Company Pvt.Ltd. (LANPRO), professionally managed real estate investment company.

WIND ENERGY

Energising Synergies

The need for harnessing alternate sources of energy in the world has never been felt so acutely as today with crude prices reaching stratospheric levels and heightened climate change concerns. Lanco has taken a step forward to venture into wind power equipment manufacturing and project development activities. Lanco Wind Power Pvt. Ltd. has engaged reputed German engineering companies for development of its wind turbine and rotor blades. It is set to commercially launch its product during the ensuing year. The winds of change are blowing.



HIGHLIGHTS

- Launching best-in-class 2 MW wind turbine in September 2009 developed with advanced German technology.
- Wind project development activities in India, Europe and the Americas.
- Wind farms in excess of 6000 MW, with a target of 15000 MW during the coming years.
- Manufacturing facility to roll out 300 turbines per year in phase 1.

SOCIAL RESPONSIBILITY

Social Synergies

Corporate Social Responsibility is virtually a vertical at Lanco. The focus of Lanco's CSR is on sustainability. Best practices, employee volunteerism, participatory process and demand driven approach have made Lanco's CSR initiatives distinctive. Lanco has taken a major step by retaining KPMG to assist it in formulating a CSR policy document. The diverse activities of LIGHT, the CSR arm of Lanco, has touched the lives of individuals and communities across the country positively.



HIGHLIGHTS

- Member of the UN Global Compact.
- Developing a comprehensive CSR Policy for the LANCO Group to cover all key stakeholders.
- Paradigm shift towards sustainable development.
- Working in partnership with several national and international organisations, including PPP models.

CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. L. Madhusudhan Rao

Executive Chairman

Mr. G. Bhaskara Rao

Executive Vice-Chairman

Mr. L. Sridhar

Vice-Chairman

Mr. G. Venkatesh Babu

Managing Director

Mr. D. V. Rao

Joint Managing Director

Dr. P. Kotaiah

Director

Mr. P. Abraham

Director

Dr. Uddesh Kumar Kohli

Director

Mr. P. Narasimhamulu

Director

Dr. B. Vasanthan

Director

SR.VICE-PRESIDENT & COMPANY SECRETARY

Mr. C. Krishnakumar

CHIEF FINANCIAL OFFICER

Mr. J. Suresh Kumar

AUDITORS

Price Waterhouse,
Chartered Accountants,
8-2-293/82/A/1131A,
Road No. 36, Jubilee Hills,
Hyderabad - 500 034,
Andhra Pradesh, India.

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BANKERS TO THE COMPANY

Oriental Bank of Commerce
Dena Bank
State Bank of India
Union Bank of India
Bank of Baroda

Bank of Maharashtra

Indian Overseas Bank

UCO Bank

IndusInd Bank Limited

Vijaya Bank

Punjab National Bank

Centurion Bank of Punjab Limited

State Bank of Mysore

Andhra Bank

Allahabad Bank

The ING Vysya Bank Limited

HDFC Bank Limited

The Catholic Syrian Bank Limited

Kotak Mahindra Bank Limited

REGISTRARS & SHARE TRANSFER AGENTS

Intime Spectrum Registry Limited

(Unit: Lanco Infratech Limited)

Regd. Office: C-13,

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