



MARG
Spirit of Visioneering

COMPETITIVE STRENGTHS

Diversified business model

With a diversified sectoral presence in the construction industry, the Company aims to reduce cyclical risk. The Company is present across many verticals comprising infrastructure and real estate development as well as services (EPC projects, dredging and logistics). This diversified portfolio helped de-risk the Company's business during downturns.

Experienced Management

MARG possesses an experienced team with strong capabilities in project execution, implementation and development. It has a qualified workforce of engineers comprising skilled operators and technicians with an average industry experience of over ten years, essential for efficient project execution. The strong project monitoring team and support system facilitates the delivery of projects within cost and schedule.

Executing large and complex projects

MARG has a track record in executing projects on schedule, certified by the timely execution of Phase I of the MARG Karaikal Port. The Company focuses on large, complex, high-value projects that require significant technical competence. To strengthen operations management and execution, it has implemented SAP ERP and other IT systems. The Company believes that its expertise in diverse infrastructure project implementation provides a significant advantage in a growing industry.

Tapping opportunities in the infrastructure sector

The increasing infrastructure investment with a thrust on the PPP/BOT model is the Company's business driver. It is strategically positioned to exploit synergies that exist in the infrastructure and real estate sectors, demonstrated by its expertise in port, road, infrastructure and realty development.

Regional development model : driving growth

The Company transcended from an asset-light model to a mix of light and heavy assets marked by visibility and sustained earnings. It plans to achieve this by setting up infrastructure assets and providing ancillary services to boost hinterland development. Cash flows from short-term EPC businesses are expected to support initial capital for real estate and infrastructure assets, driving the Company's future growth.

Pre-qualification credentials

MARG's track record of having completed (or being engaged in) power, windmill, commercial buildings, MARG Karaikal Port and MARG Swarnabhoomi enriched its experience, enabling it to bid for large infrastructure projects.

Portfolio

MARG along with its subsidiaries, conducts research in marketability, location, target customers and pricing, among others, for the successful execution of projects (including residential and commercial projects). The Company is developing commercial and residential projects in high potential Tier-II and Tier-III locations like Tirupati. It markets these projects around location, pricing and quality. The Company's commercial developments are located in areas that are attractive to corporate and multi-national clients. For example, the MARG Junction Mall project is located on OMR, a high potential area with a dearth of retail and hospitality space.

Extensive land parcels

The Company has acquired large tracts of land in different areas and is set to develop infrastructure to cater to growing demand. It expects these residential townships to become self-sustaining with long-term potential.

Corporate Social Responsibility

MARG believes in the growth and development of society. The Company organised skill development programmes, healthcare initiatives and strengthened infrastructure in several schools in and around its areas of operation. This has helped MARG build cordial relationships, leading to smooth project completion and employment.