



Director's Epistle



Arvind Nanda
Founder Director & CEO
Gautam Suri
Founder Director & CTO

We wish you a very happy and prosperous New Year 2014. 2013 has been a remarkable year for all of us at Interarch at every front; internal, business and overall growth of the company.

For Pre-engineered buildings and steel Infrastructure sector, 2013 was a good year in terms of capturing mind share along with market share. The sector received its due share and was successful in changing people's perception throughout the year.

We are sure each one of you will join us in making 2014 an iconic year in Interarch's odyssey. With the active efforts of its dedicated team, we wish to achieve our targets for the year 2014.

Thanks & Regards,
Arvind Nanda & Gautam Suri
Founder Directors - Interarch Building Products

Interarch 30 Years of Delivering Value

Today, Interarch has grown from a startup to a 650 Crore turnover company, being debt free and financially very strong. Interarch owns a 25% market share in PEB when compared to the market. Being an Indian, homogenous, home-grown company, today it is capable of competing with any International industry player, which in itself is a great booster for us.

Interarch from a daringly innovative metal interior products manufacturer has become the leading turnkey structural steel and metal building company in India. Interarch today is an integrated solution provider of engineering, manufacturing, and project execution solutions for steel buildings.

Interarch's has come a long way with its commitment to the pursuit of engineering excellence in steel buildings that continuously helps the company gain trust of its customer and long-term partners, making it a leader in the industry. At Interarch, We do not supply Buildings, we deliver Projects.



2013 A Year Gone By!

2013 has been a remarkable year for all of us at Interarch at every front; internal, business and overall growth of the company. Big orders coming from Tata Motors, Ford, Mahindra, JCB, Yamaha, HUL, Ultra Tech, made us proud to be a part of such reputed companies for providing them best of our services.

As industry experts, the company has initiated various forums like Interarch Building Innovators and Interarch Certified Builders which act as two critical kind of influencers and partners of the industry, providing them a community to share ideas during the year. Various closed group seminars were conducted in different parts of the country under the Building Innovators plan. The Interarch Builder successfully executed the Project's meet 2013 and accredited the certified builder pan India during this meet. Interarch has conducted seminars and knowledge sessions in various educational institutes of India like School of Planning & Architecture, Jamia Millia Islamia, K.R Mangalam Institute, Vastukala Institute and many more.

On the industry front we are quite upbeat about the growth of construction sector in the coming year. This year we witnessed some improvements in monetary conditions for construction companies including the government's pertinent efforts to remove bottlenecks that were delaying infrastructure projects in India earlier. With the support of the government and our determination, we are confident that the Construction Industry will continue to play a crucial role in economic contributions in 2014 as well.



New Possibilities: Heavy Steel Applications by Interarch Infrastructure



Multi-level Car Park



Interarch Structural Steel for Hotels



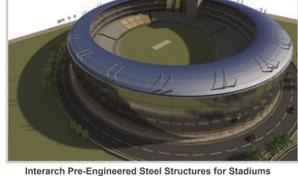
Interarch Structural Steel for Multi - Level Car Parks



New Possibility in Aviation Industry



New Possibility in Education Institutes



Interarch Pre-Engineered Steel Structures for Stadiums



New Possibility in Aircraft Hangars

Industry Snapshot During the Year 2013

Infrastructure Sector in India

Indian engineering industry has witnessed an extraordinary growth in the last few years as a result of increased investment in infrastructure development and industrial production. The engineering industry plays a significant role in the development of other industrial sectors in the economy. This sector is very closely linked with the manufacturing and infrastructure sectors of the economy. The structural steel buildings market in India was around 5.0 to 5.5 million tonne in 2011, of which around 9.5 to 10% i.e. 537,178 tonne accounted for the PEB market in India. It is expected that the market in terms of volumes will reach 900,000 tonne by 2016, growing at a CAGR of 11.1%.

Recently launched Interarch Infrastructure, which is a unit of the parent brand Interarch Building Products Pvt. Ltd, India's leading metal building and steel construction company, expands its horizon in the heavy steel structure segment. Keeping in line with the parent companies heritage and values, Interarch Infrastructure boasts over 30 years backup of engineering, and aims to excel in manufacturing, supply and execution of heavy steel structure.

The new unit will cater to Heavy engineering and large infrastructure projects in the country such as high rise steel building construction for commercial, retail, shopping malls, multiplexes hotels, hospitals, school buildings etc. Also, Infrastructure division facilitates the construction of airport, stadium flyover, bridges, Footover Bridge, exhibition halls, and other infrastructure projects where heavy steel is preferred.

Hotel Industry in India

The Indian Hospitality Sector is witnessing one of its rare sustained growth trends. Hotel industry is inextricably linked to the tourism industry and growth in the Indian tourism industry has fuelled the growth of Indian Hotel Industry. In the recent years we have seen many international brands like Radisson, Marriott, Meridian, Sheraton, Hyatt, Holiday inn etc. have set up hotels in India whereas new brands like Satinwoods, Banana tree, Hampton inns, Scandium by Hilton etc. are banking big in India to set-up hotels by either tying up with domestic brands or directly.



Healthcare Sector in India

Indian government expenditure on health care is the highest amongst all the developing countries. The expenses of the healthcare industry comprise 5.25% of the GDP. There are even chances that the health care market could experience a hike and attain a figure ranging \$53 to \$73 billion. The Indian Health Care Industry earns revenues accounting for 5.2% of gross domestic product.



Indian healthcare industry comprises of hospitals and allied sectors which is projected to grow 23 % per annum to touch US\$ 77 billion by 2012 and according to the current estimated size of US\$ 35 billion. The industry has registered a growth of 9.3 % between 2000-2009, as compared to the sector growth rate of emerging economies such as China, Brazil and Mexico. There would be increase in number of public and private healthcare facilities which are expected to propel demand for the industry, accounting for another US\$ 6.7 billion.

Aviation Sector Outlook in India

India's aviation industry has been witnessing a boom due to exponential growth in the domestic passenger carriage, cargo movement and international air traffic. According to Ministry of Civil Aviation, the Passenger terminal capacity in all airports put together is expected to be 230-240 million by 2012 and by 2017 it would be about 370 million across all airports as per the investment plans of the operators. Cargo growth presently being witnessed will necessitate investment in specialized cargo terminal and equipments. With the opening up of the airport sector for private participation, five airports are under the PPP model and these are Hyderabad, Bangalore Delhi, Mumbai, and Cochin.



For airports, the prime concerns, functionally and aesthetically, are usually the large clear span framing can be easily made in steel. Steel is also faster in construction in comparison to other materials and less disturbance at site, which further results in faster construction resulting in early occupancy & early return on investment. For large storage of cargos, vertical multistory steel buildings and retrieval system, steel helps in faster storage and delivery. Steel can offer highest architectural flexibility in design and fabrication.

PEB Construction in India a Way forward

The Indian Pre-Engineered Steel Buildings (PEB) market is experiencing robust growth fuelled by infrastructure development and the increasing popularity of PEB systems in the industrial sector. It has been an interesting journey for the PEB industry over the last almost three decades in terms of observing the changing trends in the Indian construction industry. There have been times when pre-engineered solutions were not much in demand, but gradually with the due course of time, people are becoming more aware and inclined towards it.



Customer Testimonial

Interarch Building Products have successfully completed our Pre-Engineered building at Savli Gujarat. We appreciate the efforts put in by their team during all stages, resources deployed and cooperation extended for the satisfactory completion of the projects.



New Projects Won During the Year 2013: Highlights

- Tristar Infrastructure Pvt. Ltd, Gujarat
- Indospace Logistics Pvt. Ltd., Tamil Nadu
- SMS India Pvt. Ltd, Orissa
- Ford India Pvt. Ltd, Gujarat
- Yamaha Motors India Pvt. Ltd, Tamil Nadu
- Hindustan Unilever Ltd, Pondicherry



Projects Completed During the Year 2013: Highlights

- Toyota Motors Ltd, Karnataka
- Skoda Auto India Pvt. Ltd, Maharashtra
- ABB Ltd, Gujarat
- Tata Motors Ltd., Uttarakhand
- Panasonic India Pvt. Ltd, Haryana
- Dainik Bhaskar Corporation Ltd, Rajasthan



Interarch in Press

- Projects Monitor
- Architects & Interior
- Construction World



Events Conducted During the Year 2013

Building Innovators Forum

Interarch conducted various closed group seminar in different regions of the country where we invited renowned Architects and Consultants of that particular region. Interarch provided them a platform to share and discuss the key aspects of the industry in that particular region and how one can improve the present situation in the market by working together for the industry. This year Interarch conducted two forums in Rajkot on 26th July 2013 & Kolkata on 6th Sept 2013.



Exhibitions

During the year Interarch participated in various exhibitions and seminars to showcase its capabilities in the Pre-engineered building construction sector which also focused on the heavy steel structure segment to showcase Interarch Infrastructure a newly launched unit by Interarch. Various exhibitions and seminar Interarch participated were:



India Stone Mart
31st January to 3rd February 2013, Jaipur



Vibrant Gujarat
8th to 13th January, Gandhinagar



Hotel Built India
14th to 15th March, Gurgaon



Roof India
24th to 26th May 2013, Mumbai

Young Builder Program

Interarch recently conducted seminars in various architect colleges of India to educate the young talent about the Pre Engineered steel Building construction. Interarch imparted knowledge sessions in various colleges in different cities across India like School of Planning & Architecture, Jamia Millia Islamia, K.R Mangalam Institute, Vastukala Institute in Delhi, Nirma University and Anant Institute of Architecture in Ahmedabad, Rajasthan Institute of Engineering & Technology in Jaipur and B.K.P.S College of Architecture, pune. A detailed lecture on How steel construction is evolving in India on a very fast pace and benefits of pre-engineered steel construction is given followed by an open house discussion on the topic.



Annual Project Meet

Interarch conducted and successfully culminated its Sixth Annual projects meet at Lemon Tree, Ghaziabad, New Delhi (NCR) over 2 days, 23rd-24th September 2013. The first day being an internal training at the head quarters, the project meet saw Mr. Gautam Suri, CTO and Founder Director, Interarch, Mr. Arvind Nanda, CEO and Founder Director, Interarch and Mr. Mahesh Verma, Sr. Vice President, Interarch, who presented the key notes and recognized some of the deserving projects from across the country. Respective project teams were awarded and their work appreciated. At the meet Interarch also released its first Site Management Manual for our partners which will highlight the key areas of day to day work at an Interarch project site at different levels of execution.

This projects meet also marked the completion of a successful one year for Certified Builder, an initiative by Interarch for all the partner builders who are associated with Interarch and all other builders who wish to achieve international execution capabilities and expertise. Within this one year, Interarch provided training to builders to upgrade their skills, customized training as per the need, monitor the progress of each builder and increase the motivation level by providing incentives. Interarch has been successfully sharing knowledge to all builders and engineering contractors associated with this program, to educate them on various practices to be followed on site through project meets communication and educational content.



