



Hindustan Construction Co Ltd

**Investor / Analyst Presentation
Q3 & 9 M FY 2012-13**



Presentation Flow

HCC	-	Performance Highlights & Financial Results
HCC E&C	-	Updates
Steiner AG	-	Updates
HCC Infrastructure	-	Updates
Lavasa	-	Updates



Key Financial Highlights : Q3 & 9M FY 2012-13



- **As compared to the same quarter of the previous year**
 - Turnover at Rs.1,020.8 Cr from Rs. 947.6 Cr, up by 7.7%
 - EBITDA margin at 11.3%
 - Operating Profit Rs. 114.8 Cr v/s Rs. 113.9 Cr
 - Loss of Rs. 38.5 Cr v/s loss of Rs 130.4 Cr
 - Order backlog is at Rs. 14,624 Cr excluding L1 contracts worth Rs. 2,198 Cr
- **As compared to the nine months of the previous year**
 - Turnover at Rs. 2,854.2 Cr v/s Rs. 2,835.5 Cr
 - EBITDA margin at 10.3%
 - Loss of Rs. 87.4 Cr v/s loss of Rs. 168.1 Cr



Financial Performance Review : Q3 FY 2012-13 (3 mths)



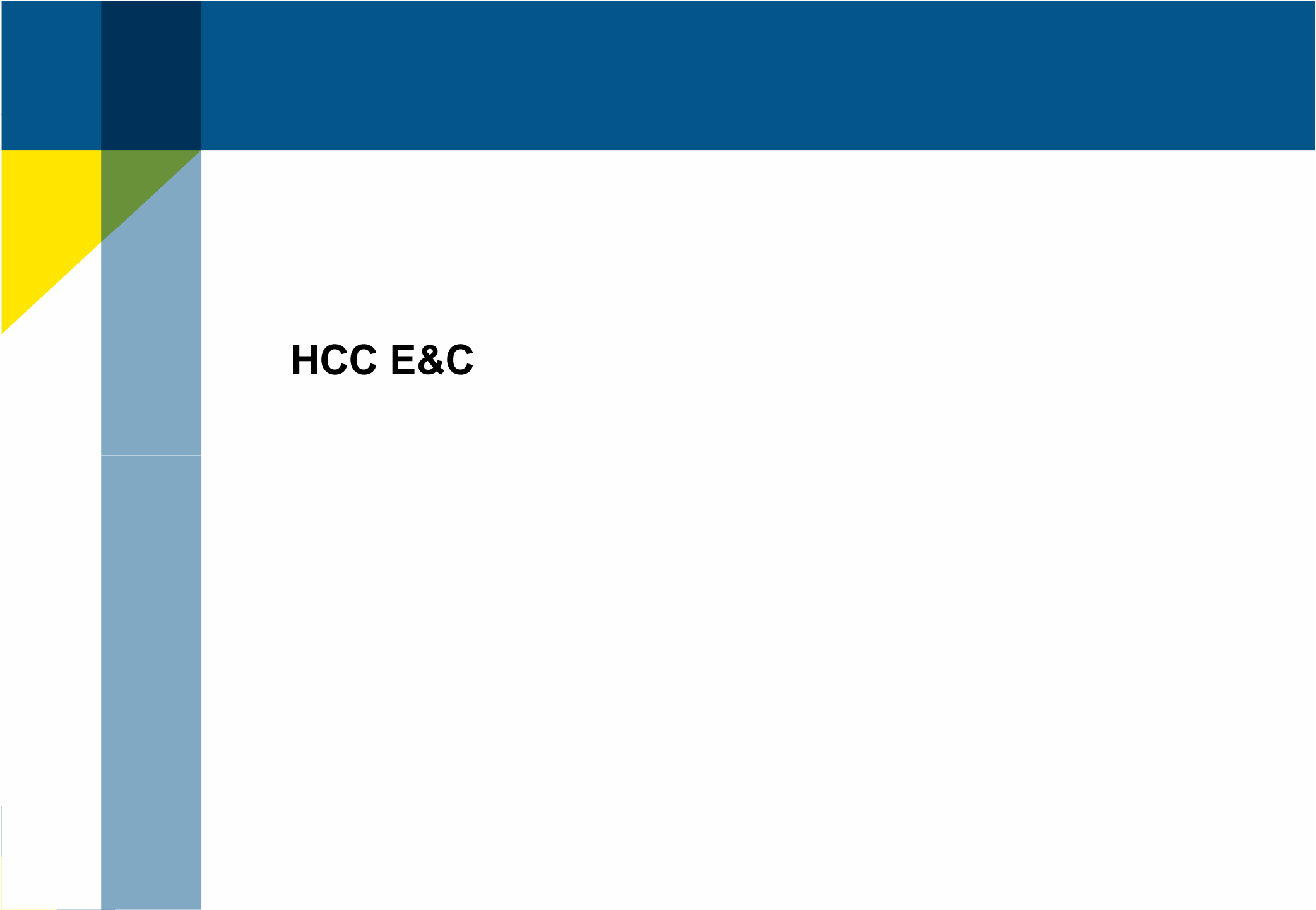
For the quarter ended 31 st Dec.2012	Q3 FY 2012-13		Q3 FY 2011-12		
	Rs. Cr	% to turnover	Rs. Cr	% to turnover	y-o-y growth %
Turnover (net of JV)	1020.8	100.0	947.6	100.0	7.7
Other Income	22.9		52.6		
Exchange Gain / (Loss)	(3.4)		(6.8)		
Construction Cost (incl. material)	801.0	79.0	724.4	76.6	10.6
Employee Cost	105.0	10.3	109.2	11.5	(3.9)
EBITDA	114.8	11.3	113.9	12.0	0.7
Interest	139.6	13.8	142.0	15.0	(1.7)
Depreciation	44.4	4.4	41.2	4.4	7.6
Exceptional Item	3.9	0.4	(166.3)	(17.6)	(102.3)
Profit / (Loss) Before Tax	(52.2)	(5.1)	(191.3)	(20.2)	(72.7)
Tax	(13.7)	(1.4)	(60.9)	(6.4)	(77.5)
Profit / (Loss) After Tax	(38.5)	(3.8)	(130.4)	(13.8)	(70.5)



Financial Performance Review : 9M FY 2012-13

For the half year ended 31 st Dec.2012	9M FY 2012-13		9M FY 2011-12		
	Rs. Cr	% to turnover	Rs. Cr	% to turnover	y-o-y growth %
Turnover (net of JV)	2854.2	100.0	2835.5	100.0	0.7
Other Income	99.6		95.6		
Exchange Gain / (Loss)	(3.2)		(10.5)		
Construction Cost (incl. material)	2265.0	79.5	2143.3	75.7	5.7
Employee Cost	294.8	10.3	337.3	11.9	(12.6)
EBITDA	294.4	10.3	354.9	12.5	(17.1)
Interest	397.8	14.0	392.2	13.8	1.4
Depreciation	124.7	4.4	121.9	4.3	2.3
Exceptional Item	15.6	0.5	(166.3)	(5.9)	(109.4)
Profit / (Loss) Before Tax	(120.9)	(4.2)	(243.3)	(8.6)	(50.3)
Tax	(33.5)	(1.2)	(75.2)	(2.7)	(55.4)
Profit / (Loss) After Tax	(87.4)	(3.1)	(168.1)	(5.9)	(48.0)

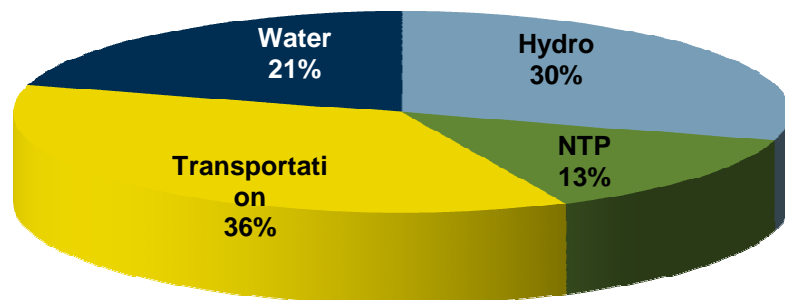




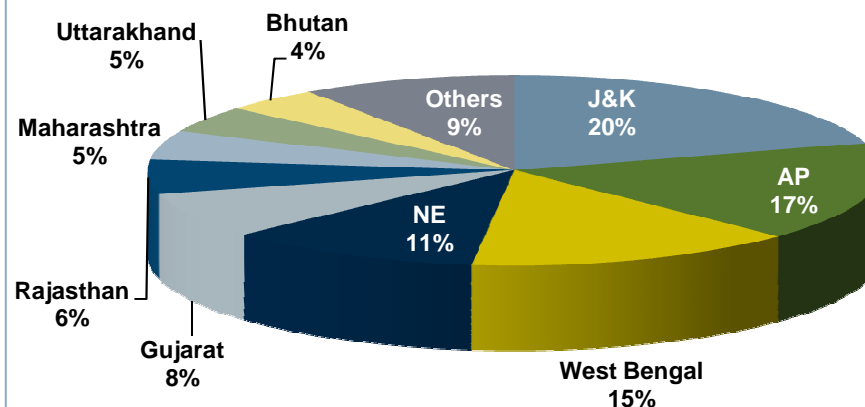
HCC E&C

Order Backlog- Rs 14,624 Cr as on 31st Jan 2013

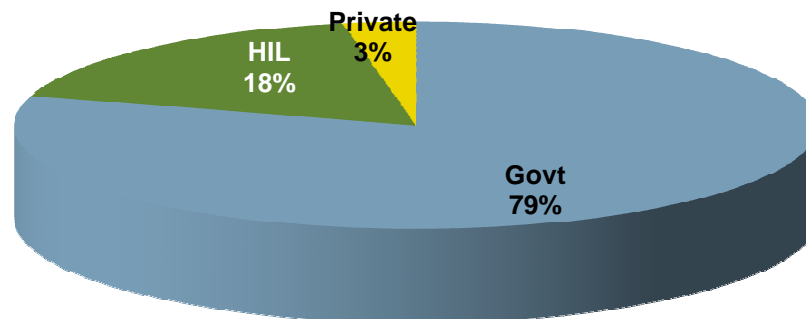
Business Line Wise



Statewise



Client Sector Wise



FY 2012-13 : Orders secured & L-1 Bids

Orders Secured: 4 Nos. Rs 2,046 Cr. till 31-Dec-12

Business Line	Project	Employer	Location	Total Value Rs Cr	HCC share Rs Cr.	Award Quarter
Transportation - HCC Infra	Vadodara-Surat 4 Lane Bridge Project (Narmada Bridge)	HCC Concessions / NHAI	Gujarat	650	650	Q2
Transportation	Construction of tunnel T48 R	IRCON	J&K	884	884	Q2
Transportation	DMRC Ph III, CC-30, U/G	DMRC	Delhi	373	373	Q3
Transportation	Construction of BG Tunnel No. 3	NF Railway	Manipur	231	139	Q3

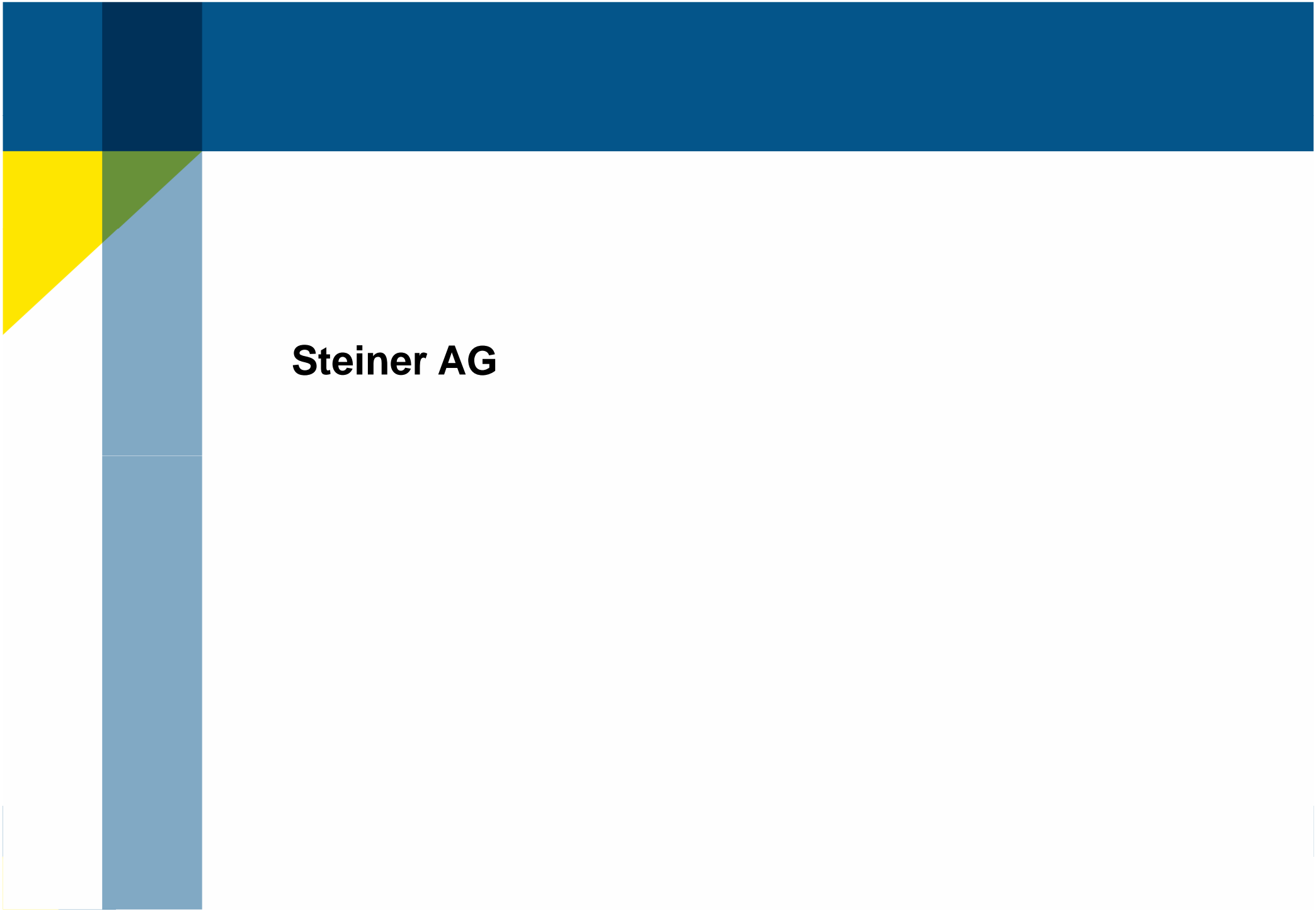
L1 Bids: 2 Nos. Rs 1,765 Cr. till 31-Dec-12

Business Line	Project	Employer	Location	Total Value Rs Cr.	HCC share Rs Cr.
Hydro	Vishnugad Pipalkoti HEP	THDC India	Uttarakhand	1,574	1,574
Transportation	Water Transport Terminus along West Coast of Mumbai - Pkg. WTT-3	MSRDC	Maharashtra	319	191

Additionally HCC in JV with Samsung has been declared L1 in DMRC project on 23rd January 2013

Business Line	Project	Employer	Location	Total Value Rs Cr.	HCC share Rs Cr.
Transportation	DMRC CC-34, Ph III, U/G Pkg	DMRC	Delhi	865	433





Steiner AG

Highlights

- Closing order backlog at CHF 1.30 billion (Rs. 7,573 Cr) excluding contracts of CHF 200 million (Rs. 1,162 Cr) yet to be signed
- Order inflow during the quarter of CHF 46.5 million (Rs. 270 Cr)

(exchange rate of 1 CHF = Rs 58.12 as of Dec.31, 2012)

As per IGAAP	Q3 ended 31 st Dec. 2012	Q3 ended 31 st Dec. 2012	Q3 ended 31 st Dec. 2011	Q3 ended 31 st Dec. 2011
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	194.1	1,128.04	169.9	926.1
PAT / (Loss)	2.33	13.5	(0.1)	(0.6)





HCC Infrastructure

Business Update

- **Portfolio of ~Rs.7,000 crore including seven NHAI concessions**
 - Dhule Palesner Highway (NH3) achieved 100% completion
 - Ahead of schedule completion of additional 13km section to be constructed in FY15; toll notification for latter under process and revision expected soon
 - Execution of West Bengal projects (NH34) well underway
 - 46% progress achieved for Pkg 3; 38% progress achieved for Pkg 4
 - Equity fully invested for Baharampore-Farakka (Pkg 3) and Farakka-Raiganj (Pkg 4)
 - Commercial operation & toll collection expected this year in Q2/Q3
 - Narmada Bridge (NH8): Rehabilitation of old bridge (1977) under progress





Lavasa Corporation Limited



Lavasa Highlights



- **The construction work commenced, app. 4,000 workers on ground**
 - ~200 units handing over completed
 - ~100 units are further ready to handover
- **A new brand campaign was released pan India about the 'city concept', the scale of the project and advantages thereof**
- **TOI Travel Festival (Digital initiative) - Lavasa positioned as a featured tourist destination amongst other leading Tourist states, viz. Kerala, Goa etc. overall traffic has clocked - 2.45 million page views with unique visitors - 2.07million**



Lavasa Highlights



- **EHL (Ecole Hotelier Lavasa) – Fourth year batch started**
- **“Holiday Inn” by IHG - Management agreement signed for development of 150 hotel room**
- **Accolades by TTF – Lavasa won two accolades For ‘most promising new destination’ and the other for ‘best print promotional material’**
- **Griffith university Australia – Master program in Hospitality Management**
- **TAFE (Queensland Australia) - Vocational training in Hospitality & Cookery**





Thank You

Disclaimer

This presentation contains certain forward looking statements concerning future business prospects and profitability of HCC, which are subject to a number of risks and uncertainties and actual results could materially differ from those in such forward looking statements, important developments that could affect the company's operations include a downtrend in the infrastructure sector, significant changes in political and economic environment in India, tax laws, labor relations, litigation etc. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.