



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q3 FY2015-16



Presentation Flow

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

Key Financial Highlights: Q3 FY2015-16

➤ **As compared to the same quarter of the previous year (YoY)**

- Turnover is at Rs. 1036.6 Cr v/s Rs. 1093.4 Cr
- EBITDA margin at 22.51% V/s 18.81%
- PBT without exceptional item Rs .76.2 Cr v/s Rs 40.5 Cr
- Net Profit of Rs. 19.4 Cr v/s Rs. 27.1 Cr

➤ **As compared to 9 months of the previous year (YoY)**

- Turnover is at Rs. 2877.1 Cr v/s Rs. 3009.0Cr
- EBITDA margin at 20.12% V/s 19.32%
- Net Profit of Rs. 65.8 Cr v/s Rs. 61.0 Cr

➤ Current Order backlog is at Rs. 16,290 Cr excluding L1 contracts worth Rs. 5,978 Cr

➤ Orders bagged till date Rs. 3,707 Cr

Financial Performance : Q3 FY 2015-16 (3 mth YoY & QoQ)

For the quarter ended	Q3 FY16 31 Dec'15	Q3 FY15 31 Dec'14	Q2 FY16 30 Sept'15	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover (net of JV)	1,036.6	1,093.4	935.2	(5.2)	10.8
Other Income & JV Profit/loss	46.4	36.5	42.9		
Construction Cost (incl. material) / other exp.	711.0	800.9	664.5	(11.2)	7.0
Employee Cost	92.2	86.9	88.4	6.1	4.3
EBITDA (excluding other income)	233.4	205.7	182.3		
EBITDA Margins	22.51%	18.81%	19.50%		
Interest	170.2	166.1	175.6	2.4	(3.1)
Depreciation	33.4	35.5	35.1	(6.1)	(4.8)
Exceptional Item	(45.5)	-	45.2	-	
Profit / (Loss) Before Tax **	30.7	40.5	59.8	(24.3)	(48.7)
Tax	11.3	13.4	21.4		
Profit / (Loss) After Tax	19.4	27.1	38.4	(28.6)	(49.6)

** including Other Income and JV profit

Financial Performance : 9 M FY 2015-16 (YoY)

For the period ended	9M FY16 31 Dec'15	9M FY15 31 Dec'14	YoY
	Rs. Cr	Rs. Cr	%
Turnover (net of JV)	2,877.05	3,009.0	(4.4)
Other Income & JV Profit/loss	141.8	104.9	
Construction Cost (incl. material) / other exp.	2,027.2	2,158.1	(6.1)
Employee Cost	270.9	269.5	0.5
EBITDA (excluding other income)	578.9	581.4	
EBITDA Margins	20.12%	19.32%	
Interest	513.3	483.5	6.2
Depreciation	104.2	111.6	(6.6)
Exceptional Item	(0.3)	-	-
Profit / (Loss) Before Tax **	103.0	91.3	12.8
Tax	37.2	30.3	
Profit / (Loss) After Tax	65.8	61.0	7.9

** including Other Income and JV profit



HCC E&C

FY 2015-16 : Orders Won

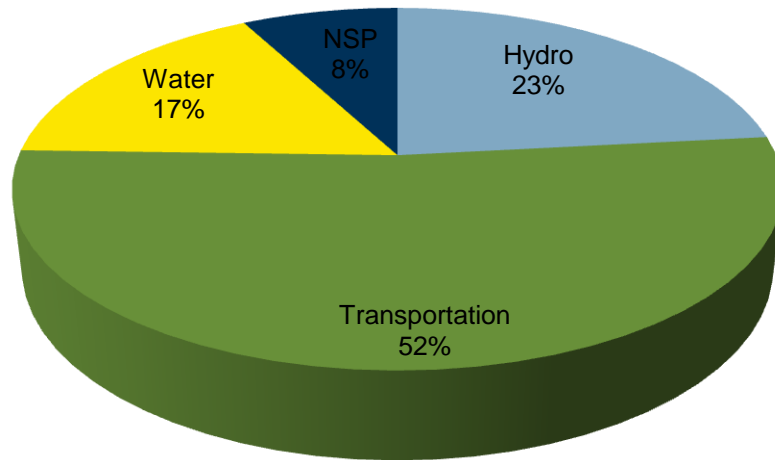
Orders Won

S. No.	Business Line	Name of Project	Client	Rs Cr
1	Transportation	Single line BG Tunnel No.12, Assam	NF Railway	785
2	Buildings	Tata Memorial Centre Hospital at Vizag, AP	DAE	153
3	Transportation	4-Lanning of Ramban-Banihal sec of NH 1A, J&K	NHAI	1,783
4	Nuclear	C&S Works at BARC Tarapur, Ph I, Maharashtra	BARC	943
5	Nuclear	DFMF Plant, Tamil Nadu	IGCAR	43
	TOTAL			3,707

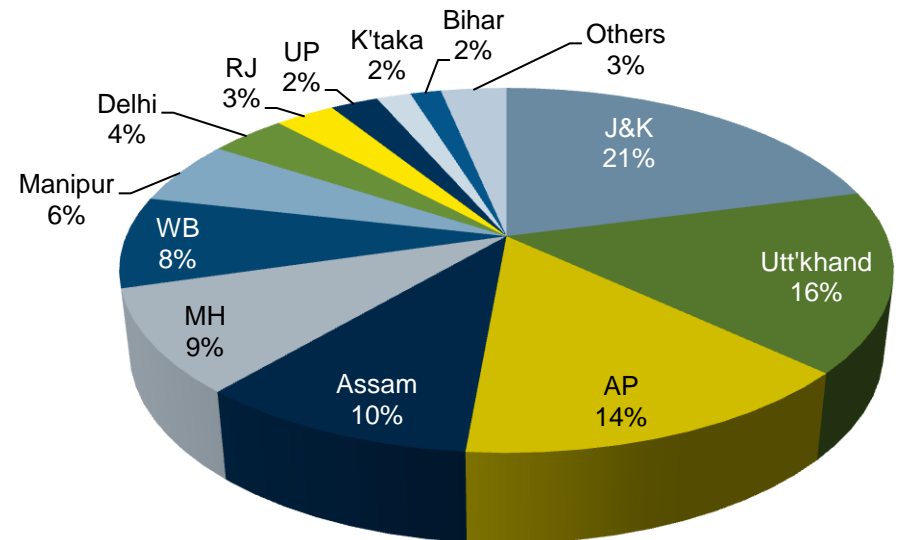
In addition to order book, Current L1 orders is aggregating to Rs. 5,978 Cr

Order Backlog (as on 1-Jan-2016): Rs 16,290 Cr

Business Line Wise



Geographical Spread



Order book to cross Rs. 21,000 crs post conversion of L1 into orders

Balanced portfolio having geographical spread across the country



Steiner updates

- Steiner AG, Headquartered in Zurich, is a leading Real Estate Developer and Total Services Contractor in the Swiss real estate market .Specializes in turnkey development of new buildings and renovation of existing properties
- Closing order backlog at CHF 1,354 million (Rs.8,906 Cr) excluding contracts of CHF 615 million (Rs.4,046 Cr) yet to be signed
- Order intake during Q3 FY 2015-16 CHF 95 million (Rs. 626 Cr)
- Order intake in last 12 months ~ CHF 1,100 million (Rs. 7,237 Cr)

- Key financials of Steiner AG: (for P&L : exchange rate of 1 CHF = Rs 66.68 as of December 31, 2015)
(for BS : exchange rate of 1 CHF = Rs 65.79 as of December 31, 2015)

As per IGAAP	Q3 FY 2015-16	Q3 FY 2015-16
	CHF Million	Rs. Cr
Turnover	141	938
PAT/ (Loss)	(0.4)	(3.0)

- Steiner India (100% subsidiary of Steiner AG), executing Lavasa project and implementing third-party projects in Mumbai, Pune, Delhi and Bangalore areas



HCC Infrastructure

Business Update

- West Bengal Projects (NH34)
 - Baharampore-Farakka (Pkg 3):
 - Last quarter toll collection ~Rs.30 lacs daily
 - Baharampore Bypass land entirely procured by NHAI – execution of FCOD stretch underway
 - Farakka-Raiganj (Pkg 4)
 - NHAI land acquisition now complete – execution in full swing with ~72% progress achieved
 - COD expected by June 2016
 - Raiganj-Dalkhola (Pkg 5)
 - Working with NHAI & Lenders to restart project after 5.5 yr land acquisition delay
- Dhule Palesner Highway (NH3): HCC Concessions closed sale of its 60% stake to Sadbhav for Rs.204 crore in October 2015
- Nirmal Annuity Project: Sale to Highway Concession One, an IDFC managed entity, closed in December 2015 for Rs.64 crore



Package 3 Toll Plaza at Km 206



Construction underway at Package 4



Lavasa Corporation Limited



Aerial View



Aerial View of Dasve

Operations – Highlights

Labour strength : ~ 1000 Nos. on ground

Units handing over, momentum gaining :

- 1105 units ready for possession

Dasve :

~ 1.5 million Sqft. of residential, commercial & social under development i.e. villas, Club view, lake view, Delfino, Brook view, Valley View etc.

Mugaon :

~1 million Sqft of residential under development

Updates

Apollo Medicity : Share purchase agreement signed with Apollo Enterprise

Novotel : Investor to infuse equity for completion of 129 rooms

Tourism :

- Tourist footfall has increased by 21% in Q3 FY2015-16 to 8.3 lakhs
- During last 12 months, 1.1 million tourists visited Lavasa
- Occupancy for Q3 FY2016 stood at 66 %



Thank You

