



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q1 FY2013-14

Presentation Flow

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

Key Financial Highlights: Q1 FY2013-14

- **As compared to the same quarter of the previous year**
 - Turnover at Rs. 1,142.4 Cr v/s Rs. 969.4 Cr increased by 18%
 - EBITDA margin at 17.6%
 - Operating Profit Rs. 201.2 Cr v/s Rs. 69.1 Cr
 - Net Profit of Rs. 19.2 Cr v/s Net loss of Rs. 30.9 Cr
 - Order backlog is at Rs. 13,969 Cr excluding L1 contracts worth Rs. 2,265 Cr

Financial Performance : Q1 FY 2013-14 (3 mths)

	Q1 FY14 30 June, 2013	Q1 FY13 30 June, 2012	Q4 FY13 31 March, 2013	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover	1,142.4	969.4	982.9	17.9	16.2
Other Income	14.8	49.6	12.3		
Construction Cost (incl. material)	836.2	805.8	786.7	3.8	6.3
Employee Cost / other expenses	105.0	94.5	107.3	11.1	(2.1)
EBITDA	201.2	69.1	89.0		
EBITDA Margins	17.6%	7.1%	9.1%		
Interest	148.9	131.8	135.4	12.9	10.0
Depreciation	37.1	40.5	38.7	(8.5)	(4.1)
Exceptional Item	-	9.5	-		
Profit / (Loss) Before Tax	30.6	(44.1)	(72.7)		
Tax	11.3	(13.2)	(22.5)		
Profit / (Loss) After Tax	19.2	(30.9)	(50.3)		



HCC E&C

Key Events

Pir Panjal Railway tunnel (11.3 km), India's longest and Asia's second longest tunnel – commissioned for rail traffic, connects Banihal station in Jammu region to Qazigund in Kashmir Valley. Inaugurated by Prime Minister Dr. Manmohan Singh on June 26, 2013



Key Events

First phase of Brihanmumbai Municipal Corporation (BMC)'s 12.24 km Maroshi - Ruparel Water Tunnel Project inaugurated on May 31, 2013 by Shiv Sena Party Chief – Uddhav Thackeray, Municipal Commissioner – Sitaram Kunte, HCC President and Whole Time Director - Arun Karambelkar, together with other dignitaries.



Prestigious projects

Rock Cavern for Strategic Crude Oil Storage, Padur



Client : Indian Strategic Petroleum Reserves Limited (ISPRL)

Scope : Civil works for access tunnel, water curtain galleries, main storage caverns, shafts and associated underground works

Rajasthan Atomic Power Project Unit 7 & 8 (Package – I, 2 x 700 MW), Rajasthan

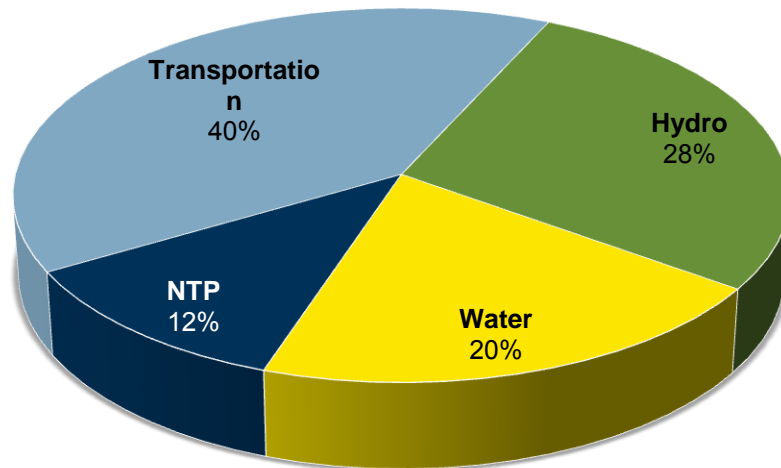


Client: Nuclear Power Corporation of India Limited

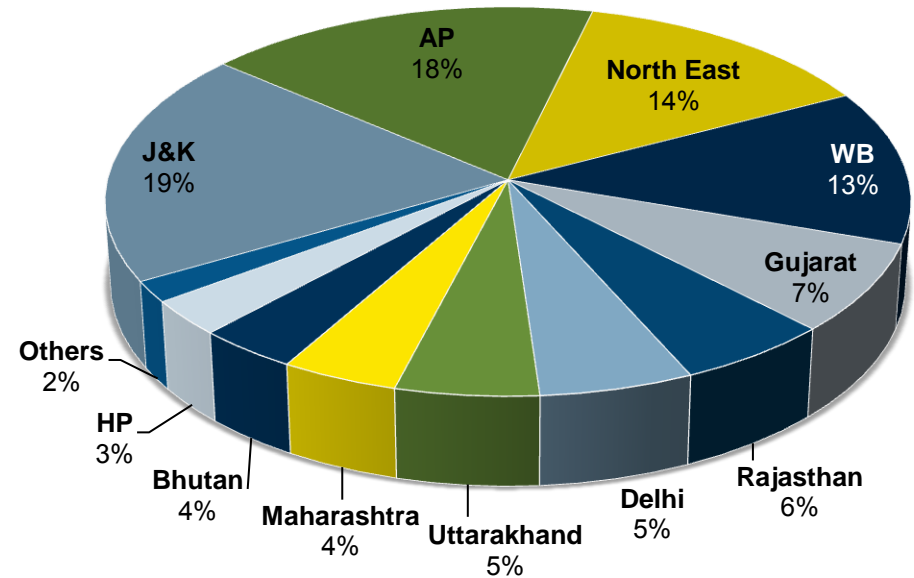
Construction of nuclear reactor buildings, control building, station auxiliary buildings heavy water upgrading plant, waste management facility, tunnel & trenches, approach and station roads and other utility structures

Order Backlog as on July 1, 2013 : Rs 13,969 Cr

- Business Line Wise



- Geographical Spread



Balanced portfolio having geographical spread across the country

L1 details

Business Line	Name of Project	Customer	State	Contract Value	HCC Share
Hydro	Vishnugad Pipalkoti HEP (444 MW)	THDC	Uttarakhand	1,574	1,574
Transportation	Water Transport Terminus Pkg. WTT-3	MSRDC	Maharashtra	319	191
Water	Yettinahole Project, Pkg-4	KNNL	Karnataka	999	500
Total				2,892	2,265

- The award of Vishnugad Pipalkoti HEP project has been further delayed due to flood situation in Uttarakhand.



Steiner AG

Steiner Highlights

- Closing order backlog at CHF 1.19 billion (Rs. 7,459 Cr) excluding contracts of CHF 100 million (Rs. 627 Cr) yet to be signed
- Order inflow during the quarter of CHF 185.2 million (Rs. 1,161 Cr)
- Closing Cash Balance at CHF 170.5 million (Rs. 1,068 Cr)

(for P&L : exchange rate of 1 CHF = Rs 59.50 as of June 30, 2013)
 (for BS : exchange rate of 1 CHF = Rs 62.68 as of June 30, 2013)

As per IGAAP	Q1 FY 2013-14 (3 mths)	Q1 FY 2013-14 (3 mths)	Q1 FY 2012-13 (3 mths)	Q1 FY 2012-13 (3 mths)
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	202.3	1,203.5	202.6	1,205.7
PAT / (Loss)	5.4	31.9	(3.9)	(23.7)



HCC Infrastructure

Business Update

- **Portfolio of ~Rs.7,000 crore, including seven NHAI concessions**
 - Commercial operation & toll collection of West Bengal project (NH34) expected later this year
 - 67% & 53% progress, respectively achieved for Baharampore-Farakka (Pkg 3) & Farakka-Raiganj (Pkg 4)
 - Equity fully invested for Pkg 3 and Pkg 4
 - Delayed land acquisition process now underway for Raiganj-Dalkhola (Pkg 5)
 - Dhule Palesner Highway (NH3) toll rates revised from May 2013
 - Additional 13km phase of development readied for tolling two years in advance
 - Third consecutive BOT project to be completed well ahead of schedule
 - HCC O&M Ltd to provide complete operations & maintenance services to portfolio
 - Rehabilitation work on Narmada Bridge Project (NH8) well underway
 - Expected to be substantially completed by second quarter of FY14



Lavasa Corporation Limited



Aerial View of Dasve



Key Facility



Lavasa International Convention Centre

Residential



Lakeside Apartments



Villas



Rental Housing

City Infrastructure



Public Safety Centre - Dasve



Access Roads



Dasve Dam

Ecole Hoteliere Lavasa (LEH) Building



Hop on/off Buses



Tourism Information Centre



Vortex Splash Pad



Street Play



Waterfall Safari



Bombay Point



Food kiosks



Operational Highlights

- The construction work commenced, ~4,500 workers on ground
 - ~ 550 units handed over to CMS for handover to customer
 - Mugaon: New phase of residential started
- Sales Update: Residential sales
 - 110 Properties sold during last quarter
 - ~ 75 Cr. Collection made during last quarter
- Sales Update: Institutional sales
 - Corporate Guest house at Dasve - Kapila Krishi Udyog
 - High-end hotel at Dasve - Investor tie-up in place
 - Retail Term sheets signed - Strata Global for value added services and Kaka Halwai for sweet shop

Tourism Highlights

- Over 1.9 lacs tourist visited Lavasa during last 3 months
- Hotels : ~ 70% occupancy in all existing hotels
- Holiday inn express : Management agreement for 170 rooms budget hotel
- Taj Vivanta : MOU for 80 room luxury hotel
- Formula -1 : MOU for 150 room Budget hotel
- Dasvino Club : LOI signed with Bona Sera hotels ltd. as club operator
- Other tourism activities
 - Fun Filled activities at Promenade archery, angry Birds, etc.
 - Waterfall safari, Food kiosk
 - Vortex splash Pad : commercial operations started
 - Street Plays

THL & E- Achievements

- ACCA (UK) – MOU signed for tertiary education by Association of Chartered Certified Accountants
- Ecole Hotelier Lavasa (LEH) – Convocation of the First batch is on August 9, 2013



Marketing Initiatives

360 degree communications campaign was launched on April 3, 2013 in ET, TOI, Maharashtra Times, NBT, Mirror and Sandhya Times promoting 'Work Economy'



Marketing Initiatives

- Lavasa Holidays Summer Special was launched to generate footfalls for day and stay visitors
- Concluded Brand conviction workshop with DDB Mudra Group to derive next step of advertising communication
- Appointed Future Ideas as brand consultants to implement Lavasa's brand vision
- Celebrity visits positively impacted media and online coverages
- Appointed Appin for cleaning of Wikipedia content and removing negative tweets
- A new touch point – Tourist Information Centre was created
- Tactical SPV marketing
 - Hospitality
 - Ecole admissions
 - Dasvino
 - Food festivals

LAVASA
HOLIDAYS
SUMMER SPECIAL



Marketing (Brand)

- Developed a complete Brand Identity for the restaurants of Ecole Hoteliere Lavasa (LEH)

- De France



- Kitchens of the World



- Coffee Bar



- Quick Bites





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.