



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q1 FY2014-15



Presentation Flow

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



Key Highlights

Proposed Issue of Securities by HCC

- Company is considering to raise funds through Issue of Securities including inter alia, Qualified Institutional Placement (QIP)

Proposed IPO by Lavasa

- HCC's Subsidiary, Lavasa Corporation Ltd. has filed DRHP (Draft Red Herring Prospects) with SEBI on 1st July 2014



Key Financial Highlights: Q1 FY2014-15



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

- Turnover is at Rs. 985.3 Cr v/s Rs. 1142.4 Cr
- EBITDA margin at 20.41% V/s 17.61%
- Net Profit of Rs. 27.1 Cr v/s Rs. 19.2 Cr

➤ **As compared to the last quarter (QoQ)**

- Turnover is at Rs. 985.3 Cr v/s Rs. 1154.9 Cr
- EBITDA margin at 20.41% V/s 14.80%
- Net Profit of Rs. 27.1 Cr v/s Rs. 24.4 Cr

➤ Order backlog is at Rs. 13,897 Cr excluding L1 contracts worth Rs. 753 Cr

➤ Order Inflow during Q1 FY 2014-15 Rs. 557 Cr

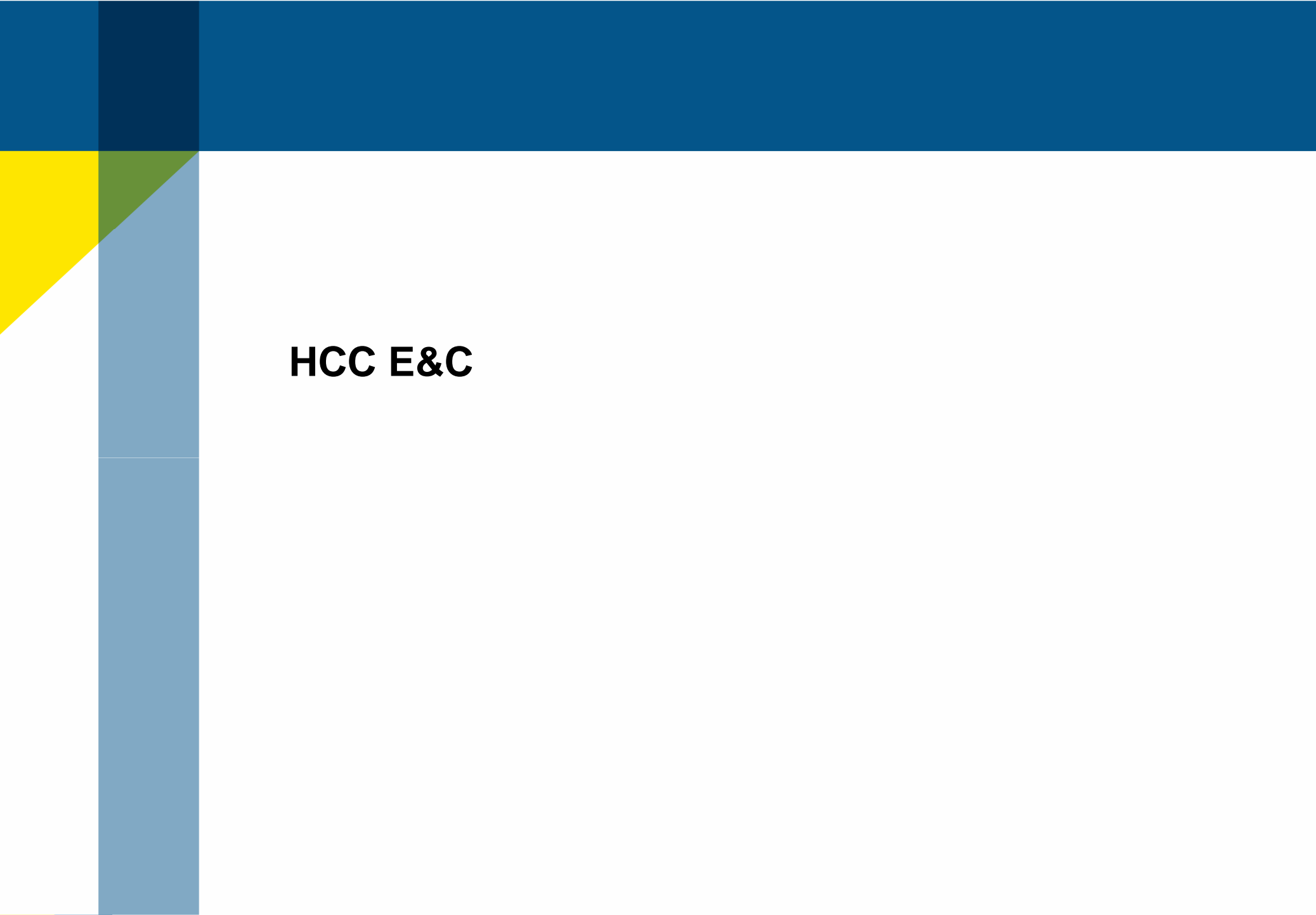


Financial Performance : Q1 FY 2014-15 (3 mth YoY & QoQ)

	Q1 FY15 30 June 14	Q1 FY14 30 June 13	Q4 FY14 31 March'14	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover (net of JV)	985.3	1,142.4	1,154.9	(13.8)	(14.7)
Other Income & JV Profit/loss	35.0	14.8	51.6		
Construction Cost (incl. material)	693.7	836.2	890.9	(17.0)	(22.1)
Employee Cost / other expenses	90.6	105.0	93.0	(13.7)	(2.6)
EBITDA (excluding other income)	201.1	201.2	170.9		
EBITDA Margins	20.41%	17.6%	14.80%		
Interest	156.2	148.9	150.2	4.9	3.9
Depreciation	39.6	37.1	33.5	6.8	18.2
Exceptional Item	-	-	-	-	-
Profit / (Loss) Before Tax **	40.3	30.5	38.7	31.9	4.1
Tax	13.2	11.3	14.3	-	-
Profit / (Loss) After Tax	27.1	19.2	24.4	40.9	11.1

** including Other Income and JV profit

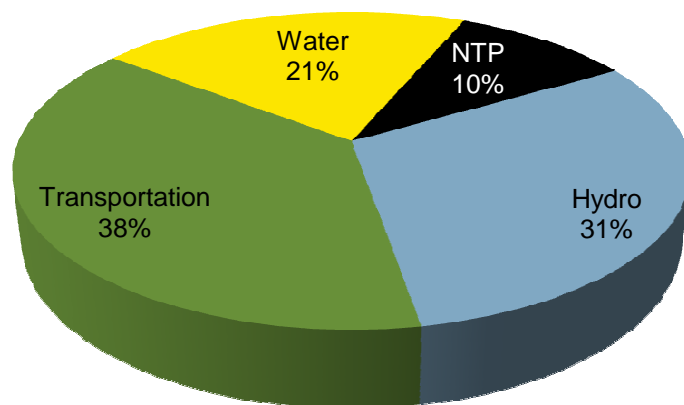




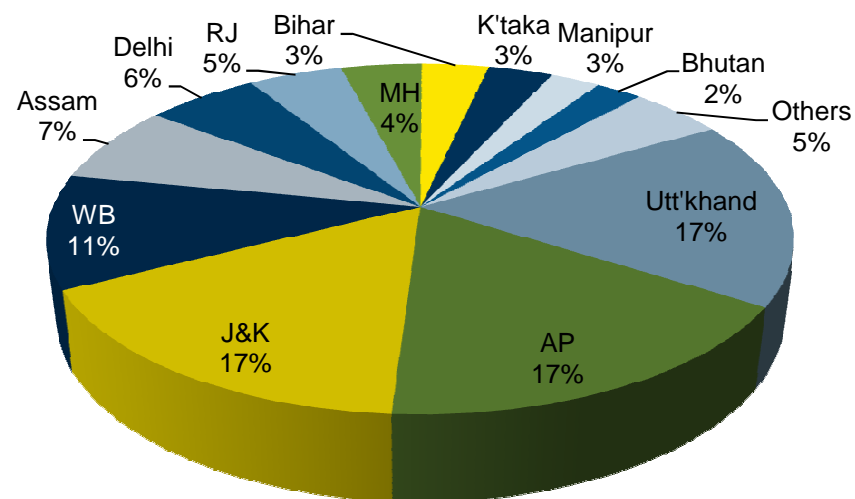
HCC E&C

Order Backlog (as on 1-Jul-2014): Rs 13,897 Cr

Business Line Wise



Geographical Spread



FY 2014-15 : Orders Won 30-Jun-2014

(Rs in Cr)

S. No.	Business Line	Name of Project	Client	State	Duration (Months)	Contract Value	HCC Share
1	Transportation	DMRC CC-66 U/G Metro Tunnel	DMRC	Delhi	36	300	300
2	Transportation	Elevated Park Circus to EM Bypass [balance works]	KMDA	West Bengal	26	257	257
	Total					557	557

In addition to orderbook, L1 orders aggregating Rs. 753 Cr





Steiner updates

Steiner AG Highlights

- Steiner AG, one of HCC Group Companies, having comprehensive experience in the real estate development projects, real estate construction and renovation / restructuring real estate projects
- Closing order backlog at CHF 1.03 billion (Rs.6,996 Cr) excluding contracts of CHF 450 million (Rs.3,040 Cr) yet to be signed
- Steady financial performance with strong liquidity position having CHF 130 million (Rs. 880 Cr) of closing cash balance
- Key financials of Steiner AG:

(for P&L : exchange rate of 1 CHF = Rs 67.28 as of June 30, 2014)
 (for BS : exchange rate of 1 CHF = Rs 67.55 as of June 30, 2014)

As per IGAAP	Q1 FY 2014-15 (3 months)	Q1 FY 2014-15 (3 months)
	CHF Million	Rs. Cr
Turnover	227.4	1,529.9
PAT / (Loss)	2.8	18.8

- 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) started toll collection on May 14, 2014
 - Farakka-Raiganj (Pkg 4) expected to start tolling by year end
- Dhule Palesner Highway (NH3)
 - Toll rates revised from Apr 1, 2014; collection averaging ~Rs.37 lacs daily in the last quarter
 - 13 Km Section to be handed over for operations in last quarter of FY15 and to add ~Rs.2-3 lacs daily
- Capital Raising: Company in process of completing stake sales in Portfolio SPVs
- HCC O&M Ltd providing comprehensive O&M services to Nirmal BOT and Baharampore-Farakka



Package 3 Toll Plaza at Km 206



Four-laned section on Package 3 at Km 252





Lavasa Corporation Limited



Aerial View



Aerial View of Dasve



Key Highlights

- **Highlights of Proposed IPO :**

- Public issue of shares having face value of Rs. 10 each
- Issue size : upto Rs. 750 Crs

- **DRHP (Draft Red Hearing Prospects) has been filed with SEBI on July 1,2014**

- **Proposed Issue Proceeds to utilize for the following purposes:**

1. Development of certain infrastructure facilities at Mugaon
2. Construction of certain buildings at Dasve and Mugaon
3. Repayment and / or prepayment of certain debt availed by Lavasa Corporation Ltd.
4. General corporate purposes



Operations – Highlights

Labour strength : ~ 4,337 Nos. on ground

Completed Construction of :

- 711units (335 villas and 376 apt).

Residential sales : 2720 Units Sold. (Including 399 units of Rental Housing)

Institutional Sales

- L&T : MOU signed for Mixed use development including Training Centre and Back Office.
- Hindustan Times Media: term Sheet Signed with HT Media for lease of land.



Operations – Highlights

- **UKIBC** : Entered into a memorandum of understanding with UKIBC to impart various levels of vocational training programs to be conducted at Lavasa
- **Martial Arts** : Entered into a term sheet with Chitah JKD Global Sports Federation for operating a martial arts academy at Lavasa.
- **F.A.M.E.** "F.A.M.E." (Food, Arts, Music and Entertainment) organised in June 2014 to attract more tourists to Lavasa
- **Guinness Book of world Record** : Lavasa Women's Drive for maximum number of women participants in a motor sport event.



Operations – Highlights

Theme Park:	Non Binding term sheet signed with an international brand to brand, design and operate an entertainment and hospitality project which will include a hotel resort, indoor water park and outdoor water park.
Ayana Hospitality :	Term sheet signed for operating and managing a boutique hotel.
Segway Tours :	Commenced operations at Lavasa, first in the country.





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.