



Hindustan Construction Co Ltd

**Investor / Analyst Presentation
Q2 & H1 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 : Q2 & H1 FY 2012-13



- **As compared to the same quarter of the previous year**
 - Turnover at Rs.865.6 Cr from Rs. 828.6 Cr, up by 4.5%
 - EBITDA margin at 12.8%
 - Operating Profit Rs. 110.6 Cr v/s Rs. 100.1 Cr
 - Loss of Rs. 17.9 Cr v/s loss of Rs 40.5 Cr
 - Order backlog is at Rs. 15,084 Cr excluding L1 contracts worth Rs. 1,904 Cr
- **As compared to the half year of the previous year**
 - Turnover at Rs. 1835.0 Cr v/s Rs. 1886.5 Cr
 - Operating Profit Rs. 179.6 Cr v/s Rs. 240.9 Cr
 - Loss of Rs. 48.9 Cr v/s loss of Rs. 37.6 Cr



Financial Performance Review : Q2 FY 2012-13 (3 mths)



For the quarter ended 30 th Sept.2012	Q2 FY 2012-13		Q2 FY 2011-12		
	Rs. Cr	% to turnover	Rs. Cr	% to turnover	y-o-y growth %
Turnover (net of JV)	865.6		828.6	100.0	4.5
Other Income	25.3		24.6		
Exchange Gain / (Loss)	5.9		(4.2)		
Construction Cost (incl. material)	658.2	76.0	614.6	74.2	7.1
Employee Cost	95.3	11.0	115.5	13.9	(17.5)
EBITDA	110.6	12.8	100.1	12.1	10.5
Interest	130.1	15.0	135.6	16.4	(4.1)
Depreciation	39.8	4.6	41.4	5.0	(3.8)
Profit / (Loss) Before Tax	(24.5)	(2.8)	(58.2)	(7.0)	-
Tax	(6.6)	(0.8)	(17.6)	(2.1)	-
Profit / (Loss) After Tax	(17.9)	(2.1)	(40.5)	(4.9)	-

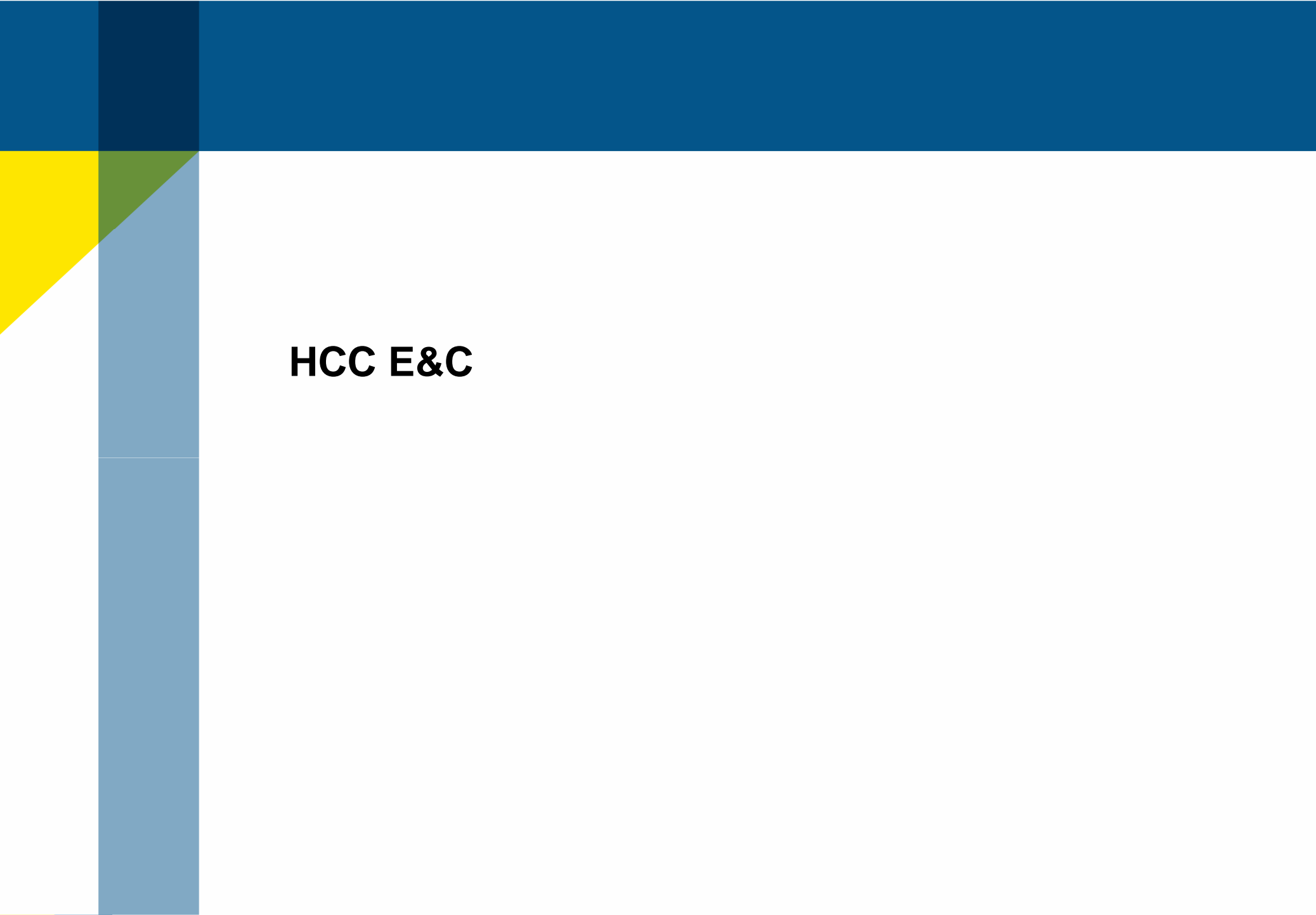


Financial Performance Review : H1 FY 2012-13 (6 mths)



For the half year ended 30 th Sept.2012	H1 FY 2012-13		H1 FY 2011-12		
	Rs. Cr	% to turnover	Rs. Cr	% to turnover	y-o-y growth %
Turnover (net of JV)	1835.0	100.0	1886.5	100.0	(2.7)
Other Income	76.8		43.1		
Exchange Gain / (Loss)	0.4		(3.7)		
Construction Cost (incl. material)	1464.0	79.8	1418.9	75.2	3.2
Employee Cost	189.8	10.3	228.1	12.1	(16.8)
EBITDA	179.6	9.8	241.0	12.8	(25.5)
Interest	258.3	14.1	250.3	13.3	3.2
Depreciation	80.3	4.4	80.6	4.3	(0.4)
Profit / (Loss) Before Tax	(68.7)	(3.7)	(52.0)	(2.8)	-
Tax	(19.8)	(1.1)	(14.3)	(0.8)	-
Profit / (Loss) After Tax	(48.9)	(2.7)	(37.6)	(2.0)	-



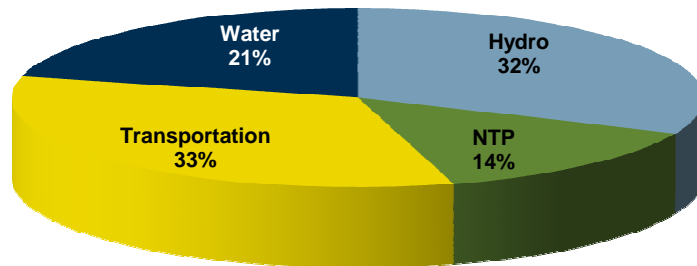


HCC E&C

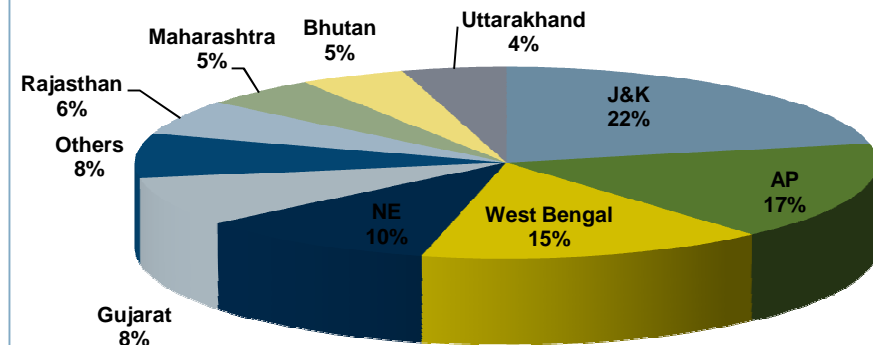
Order Backlog- Rs. 15,084 Cr as on 30th Sep 2012



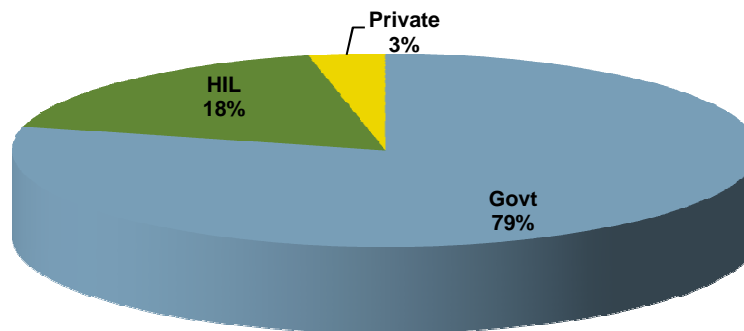
Business Line Wise



Statewise



Client Wise



FY 2012-13 : Order's Won - L-1 Bids



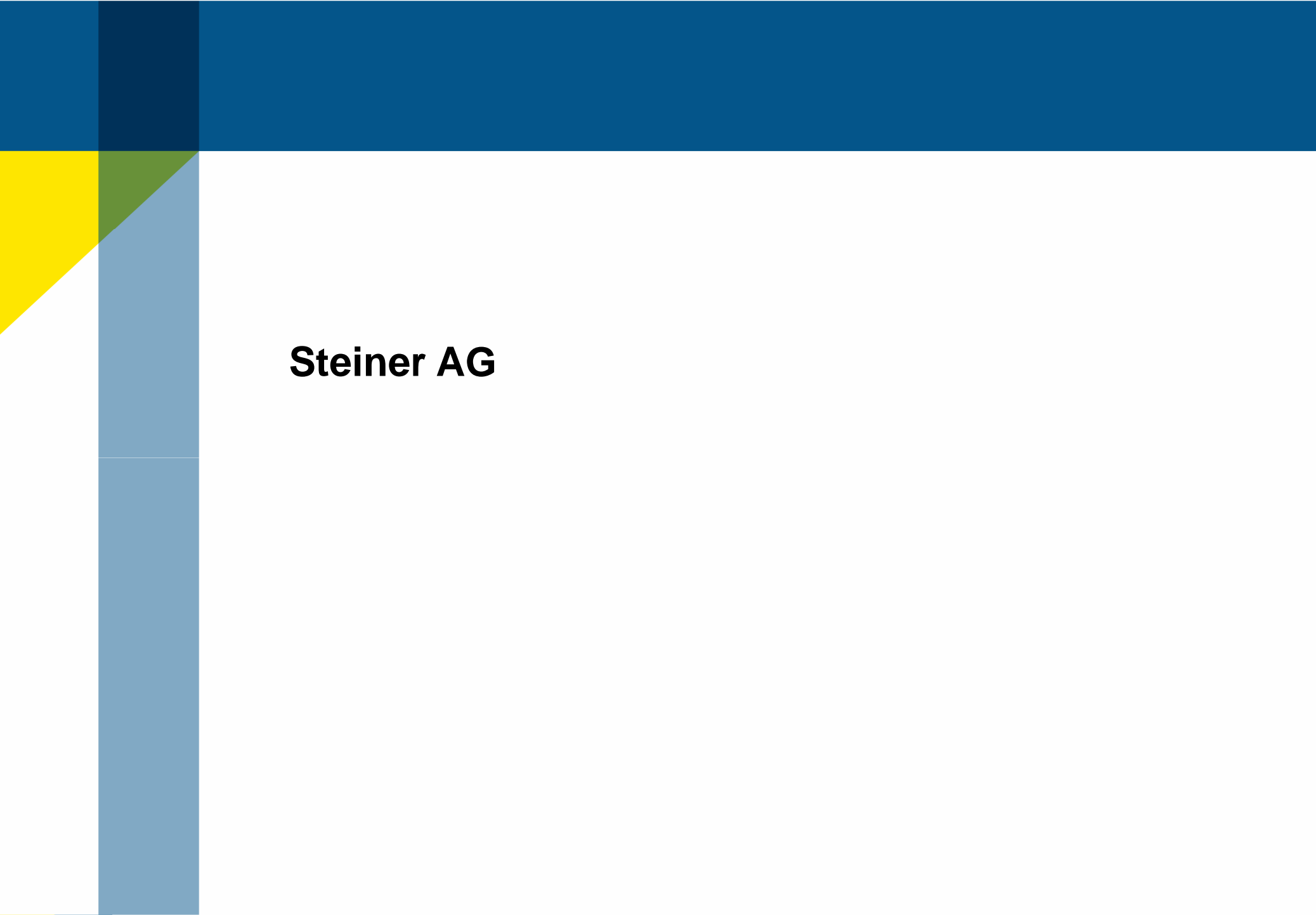
Orders Secured: 3 Nos. Rs 1,907 Cr.

Business Line	Project	Employer	Location	Total Value Rs Cr	HCC share Rs Cr.
Transportation - HCC Infra	Vadodara-Surat 4 Lane Bridge Project (Narmada Bridge)	HCC Concessions / NHAI	Gujarat	650	650
Transportation	Construction of tunnel T48 R	IRCON	J&K	884	884
Transportation	DMRC Ph III, CC-30, U/G (LOA recd on 22-Oct-12)	DMRC	Delhi	373	373

L1 Bids: 3 No's. Rs 1,904 Cr.

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	Terminal facilities for passenger water transport along West Coast of Mumbai - Pkg. WTT-3 (JV with Sadbhav)	MSRDC	Maharashtra	319	191
Transportation	Construction of BG Tunnel No. 3	NF Railway	Manipur	231	139





Steiner AG

Highlights

- Closing order backlog at CHF 1.45 billion (Rs. 8,396 Cr) excluding contracts of CHF 100 million (Rs. 580 Cr) yet to be signed
- Order inflow during the quarter of CHF 131 million (Rs. 758 Cr)

(exchange rate of 1 CHF = Rs 57.90 as of Sept.30, 2012)

As per IGAAP	Q2 ended 30 th Sept 2012	Q2 ended 30 th Sept 2012	Q2 ended 30 th Sept 2011	Q2 ended 30 th Sept 2011
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	185.6	1,074.7	172.0	995.9
PAT	0.96	5.56	4.20	24.32





HCC Infrastructure

Business Update

- **Portfolio of ~Rs.7,000 crore including seven NHAI concessions**
 - Dhule Palesner Highway (NH3) achieved 100% completion for Phase I
 - Achieved majority progress for Phase II (13km section to be completed in FY15)
 - Revised toll notification under process and revision expected soon
 - Execution of West Bengal projects (NH34) underway (~35% complete for Pkg 3 & 4)
 - Equity fully invested for Baharampore-Farakka (Pkg 3) and Farakka-Raiganj (Pkg 4)
 - Commercial operation & toll collection for Pkg 3 & 4 expected by August 2013
 - Narmada Bridge (NH8): Rehabilitation of old bridge (1977) under progress





Lavasa Corporation Limited



Lavasa Highlights

- **EHL (Ecole Hotelier Lavasa) – Fourth year batch started**
- **Accolades by TTF – lavasa won two accolades For ‘most promising new destination’ and the other for ‘best print promotional material’**
- **Fun Square Digital Cinema – MOU signed to promote Bollywood releases at Lavasa**
- **Griffith university Australia – Master program in Hospitality Management**
- **TAFE (Queensland Australia) - Vocational training in Hospitality & Cookery**



Lavasa Highlights



- **The construction work commenced, app. 3,500 workers on ground**
 - ~150 units handing over completed
 - ~100 units are further ready to handover
- **Highest footfall in last 3 months - ~ 2.50 lac tourists visited lavasa**
- **Brand campaign titled 'Coupons' was launched capturing various facets of life at Lavasa city**
- **After approval from lenders consortium, Received restructuring approval from Lead bank & few more bankers**



Lavasa Highlights

Lavasa becomes preferred tourist destination : ~ 2.50 Lac visitors in 3 months!

Footfall in last three months

July 2012 footfalls	75704
August 2012 footfalls	94143 (highest ever!)
September 2012 footfalls	69468 (70% increase over September 2011)
30 days Website hits	93670 (Highest ever in a period of 30 days)



Lavasa Highlights

- **Lavasa won 2 Accolades from TTF (Travel and Tourism Fair)**
 - Most promising New Destination
 - Best Print Promotional Material



Lavasa Highlights

Lavasa crossed a digital milestone of 100000+ fans on Facebook!



Lavasa Highlights

New Brand campaign - Capturing different facets of 'life in Lavasa'





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.