



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q2 FY2013-14

Presentation Flow

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

Key Financial Highlights: Q2 & H1 FY2013-14

- **As compared to the same quarter of the previous year**
 - Turnover at Rs. 908.7 Cr v/s Rs. 864.3 Cr increased by 5%
 - EBITDA margin at 10%
 - Other income includes dues no longer payable of Rs. 81.5 Crs
 - Net Profit of Rs. 31.6 Cr v/s Net loss of Rs. 17.9 Cr
- **As compared to the half year of the previous year**
 - Turnover at Rs. 2,058.3 Cr v/s Rs. 1,833.6 Cr increased by 12.3%
 - EBITDA margin at 14.3%
 - Operating Profit Rs. 290.6 Cr v/s Rs. 179.6 Cr
 - Net Profit of Rs. 50.8 Cr v/s Net loss of Rs. 48.9 Cr
 - Order backlog is at Rs. 12,861 Cr excluding L1 contracts worth Rs. 2,265 Cr

Financial Performance : Q2 FY 2013-14 (3 mth YoY & QoQ)

	Q2 FY14 30 Sept, 2013	Q2 FY13 30 Sept, 2012	Q1 FY14 30 June, 2013	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover (net of JV)	890.1	864.1	1,142.4	3.0	(22.1)
Other Income & JV Profit/loss	111.8	36.3	15.4		
Construction Cost (incl. material)	704.8	658.3	836.2	7.1	(15.7)
Employee Cost / other expenses	95.9	95.3	105.0	0.6	(8.7)
EBITDA (excluding other income)	89.4	110.5	201.2	(19.1)	(55.6)
EBITDA Margins	10.0%	12.8%	17.6%		
Interest	152.3	133.7	148.9	13.9	2.3
Depreciation	37.5	39.8	37.1	(5.8)	1.1
Exceptional Item	-	2.2	-	-	-
Profit / (Loss) Before Tax **	11.4	(24.5)	30.6	-	-
Tax	(20.2)	(6.6)	11.3	-	-
Profit / (Loss) After Tax	31.6	(17.9)	19.3	-	64.3

** including Other Income and JV profit

Financial Performance : H1 FY 2013-14 (6 mth YoY)

	H1 FY14 30 Sept, 2013	H1 FY13 30 Sept, 2012	YoY
	Rs. Cr	Rs. Cr	%
Turnover (net of JV)	2,032.6	1,833.4	10.9
Other Income & JV Profit/loss	127.1	85.9	
Construction Cost (incl. material)	1,541.1	1,463.9	5.3
Employee Cost / other expenses	200.9	189.8	5.8
EBITDA (excluding other income)	290.6	179.6	61.9
EBITDA Margins	14.3%	9.8%	
Interest	301.2	265.5	13.4
Depreciation	74.6	80.3	(7.2)
Exceptional Item	-	11.7	-
Profit / (Loss) Before Tax **	42.0	(68.6)	-
Tax	(8.8)	(19.8)	-
Profit / (Loss) After Tax	50.8	(48.8)	-

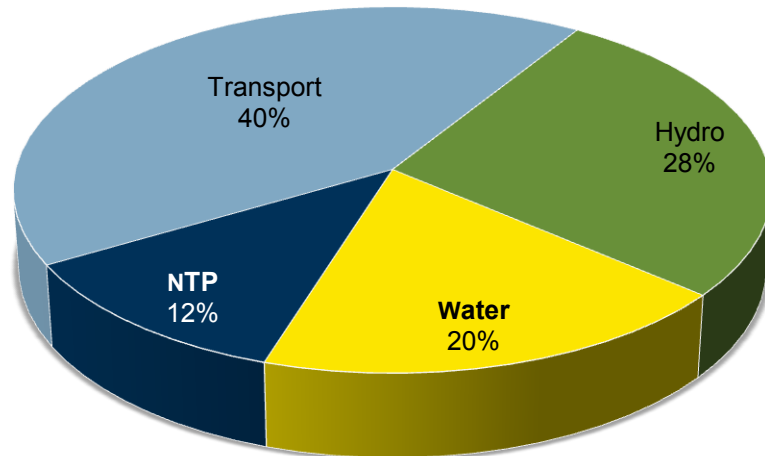
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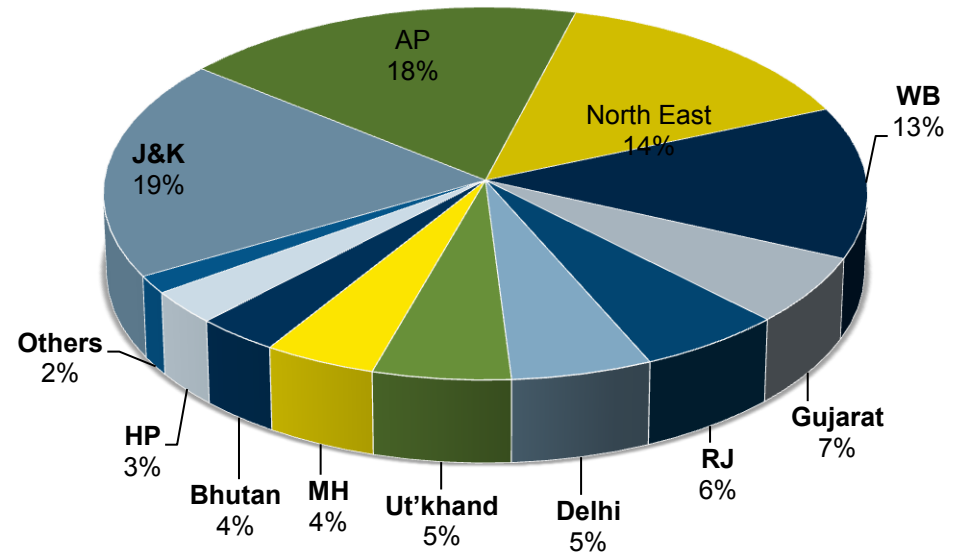
HCC E&C

Order Backlog as on 1-Oct-2013 Rs. 12,861 Cr

- Business Line Wise



- Geographical Spread



Balanced portfolio having geographical spread across the country

L1 Details

S. No	Business Line	Name of Project	Customer	State	Contract Value Rs. Crs	HCC Share Rs. Crs
1	Hydro	Vishnugad Pipalkoti HEP (444 MW)	THDC	Uttarakhand	1,574	1,574
2	Transportation	Water Transport Terminus Pkg. WTT-3	MSRDC	Maharashtra	319	191
3	Water	Yettinahole Project, Pkg-4	KNNL	Karnataka	999	500
	Total				2,892	2,265

L1 in three orders aggregating 2,892 Cr (HCC's share of 2,265 Cr.)



Steiner AG

Steiner Highlights

- Closing order backlog at CHF 1.02 billion (Rs. 7,022 Cr) excluding contracts of CHF 200 million (Rs. 1,376 Cr) yet to be signed
- Order inflow during the quarter of CHF 33.8 million (Rs. 233 Cr)
- Closing Cash Balance at CHF 177.0 million (Rs. 1,218 Cr)

(for P&L : exchange rate of 1 CHF = Rs 63.56 as of Sept. 30, 2013)
 (for BS : exchange rate of 1 CHF = Rs 68.84 as of Sept 30, 2013)

As per IGAAP	H1 FY 2013-14 (6 mths)	H1 FY 2013-14 (6 mths)	H1 FY 2012-13 (6 mths)	H1 FY 2012-13 (6 mths)
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	410.7	2,610.7	387.7	2,464.3
PAT / (Loss)#	(0.4)	(2.2)	(3.0)	(19.2)



HCC Infrastructure

- Commercial operation & toll collection of West Bengal project (NH34) expected by year end
 - 72% & 59% progress, respectively achieved for Baharampore-Farakka (Pkg 3) & Farakka-Raiganj (Pkg 4)
 - Equity fully invested for Pkg 3 and Pkg 4
 - Significant land acquisition progress for Raiganj-Dalkhola (Pkg 5) after two year hiatus
 - Project Monitoring Group (Cabinet Committee on Investment), GOI assisting with hurdles
- Dhule Palesner Highway (NH3) toll rates revised from September 2013
 - Additional 13km phase of development being tolled; revenue increased by ~20% and ~60% y-o-y
 - Third consecutive BOT project to be completed well ahead of schedule
- Rehabilitation work on Narmada Bridge Project (NH8) to be completed by mid-December
- HCC O&M Ltd to provide complete operations & maintenance services to portfolio



Lavasa Corporation Limited





Aerial View of Dasve

Operations – Highlights

- **Steiner India : Joined hands for Lavasa development activities**
- **Labour strength : 4,200 Nos on ground**
- **Handed Over : ~ 520 units handed over to CMS for handover to customer**
- **Mugaon : ~ 10 Lakh Sqft. of residential development started**
- **Dasve : ~ 8 lakh Sqft. of residential, commercial & social under development i.e. Club view, lake view, Delfino, Brook view, 247 Park, MLCP, WFH etc**
- **EHL : Started operations from new Campus**
 - 100% students placed with best brands
- **Novotel : Major works completed & part handover by March'14**
- **Hostel Block A,B : A block handed over, B Civil works started**
- **Class II lands : 355 Ha. of land got cleared**

- **Today's Traveller Awards : “Best All-Seasons Destination”**
- **Travel & Tourism Fair (TTF) : “Best Print Promotional Material Award”**
- **LICC “Best Exhibition & Convention Centre-West India”: at Today's Traveller**
- **Holiday Inn Express : 150 rooms hotel property**
- **Formulae 1: MoU signed for 150 room Budget hotel**
- **Taj Vivanta : MoU signed with Taj Group for 90 rooms property**
- **LICC hosted 90 events spanning 142 days & serviced over 25,000 covers during first half of the year**
- **Hotels : ~ 70% occupancy in all existing hotels**
- **Freedom Ride : hosted KTM – 390 new bike test ride**

- ~ 126 Channel Partners introduced.
- ~ 73667 Leads generated, CRM-11 under implementation for better LMS
- Great India Retail : 8048 sqft. for retail management institute
- Possessions : ~400 residential units handed over to customers.
- S K Enterprises : Term sheet signed for 0.55 acre Plot in Dasve at INR 4.5 Cr. this is the highest value/acre achieved.
- 5 Financial institutions added for home financing options
- Kapila Krishi Udyog : Corporate guest house
- BTS (Built to suit)
 - Tantien : Spiritual healing centre in Dasve.
 - Symbiosis : 3.5 lakh sq.ft Symbiosis International School.
 - Giria Investment Corporation
 - SBI : Corporate guest house & branch

- **Ecole Hoteliere Lavasa : First batch graduated on 9th August 2013**
- **State-of-the-art campus of Ecole Hoteliere Lavasa inaugurated**
- **Christel House Lavasa : 324 students, Grade V**



Marketing - Highlights

- Lavasa new ad Campaign launched on 29th Sept
- Lavasa Road shows : For lavasa visibility, offerings & customer data base
 - Tata Communications, Dighi, Pune
 - Delhi
 - Ahmadabad
- Lavasa Holidays : Launch of Summer Special Holidays
- Various Emailer sent to the entire customer database.
- Lavasa communiqués /Emailer : sent to customer database for Holi, Diwali, lavasa Women's Drive, Various Film shootings , etc.

New Brand Campaign

THE 24X7 ACTION LIFE.
Tickets available.

LAVASA MUGAON
LAVASA

The Entertainment Capital of India.
Home to one of the world's premier football academies.

Where you get the best of both worlds - the thrill of being a player at a top football academy, and the comfort of a modern lifestyle. Mugaon, the newest town of Lavasa city, is positioned as the Entertainment Capital of India. It is where the action starts with the best in sports, sports and hospitality.

HOUSES STARTING AT
₹ 18 LAKHS

www.lavasa.com/mugaon

Open: Town Hall | Show designs, booking, booking | Lavasa Development | Town Hall | Development, Finance and Logistics

1 & 2 BHK Apartments, Lavasa. Non-possessing residential. (Other financial details, approved under relevant laws.)
Contact details: Mumbai: +91 22 4000 0000 | Lavasa: +91 20 4000 0000 | Email: sales@lavasa.com | 2000 sq.ft. to 10000 sq.ft.

LAVASA

Ad1: Showcasing Mugaon as a Sports Destination

THE BLOCKBUSTER LIFE.
Coming soon to a town near you.

LAVASA MUGAON
LAVASA

The Entertainment Capital of India.
Home to India's first Hollywood Bollywood theme park.

Where you get the best of both worlds - the thrill of being a star at a top Bollywood theme park, and the comfort of a modern lifestyle. Mugaon, the newest town of Lavasa city, is positioned as the Entertainment Capital of India. It is where the action starts with the best in sports, sports and hospitality, will become a reality.

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LAVASA

Ad2: Showcasing Mugaon as a Hip and Happening location for entertainment Industry

Key Building



Dasvino Town & Country Club



Ekaant – the resort



Fortune Select - Dasve



Mercure Lavasa



Lakeside Apartments



Villas



Rental Housing



Public Safety Centre - Dasve



Access Roads



Dasve Dam

Ecole Hoteliere Lavasa: Convocation Ceremony



Graduates fling their mortarboards



Graduates of LEH strike a pose



Raymond Bickson addressing



Student receiving certificate



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.