

HCC/SEC/ 2016

July 29, 2016

National Stock Exchange of India Limited.
Exchange Plaza,
Bandra – Kurla Complex,
Bandra (East),
Mumbai 400 051.

Dear Sir,

Subject: Analyst / Institutional Investor Meeting

Further to our letter dated July 27, 2016 and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the copy of the presentation made before the meeting of the Analyst Institutional Investors held on July 28, 2016.

You are requested to kindly take the same on your records.

Thanking you,

Yours faithfully,

For Hindustan Construction Company Limited



**Sangameshwar Iyer
Company Secretary**

Encl: As above.

Cc: BSE Limited.

Hindustan Construction Co Ltd

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Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q1 FY2016-17



Presentation Flow

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

Key Financial Highlights: Q1 FY2016-17

Results are in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs

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

- Income from operations is at Rs. 982.45 Cr v/s Rs. 975.07 Cr
- EBITDA margin at 17.56% V/s 18.30%
- Net Profit (Total comprehensive income) of Rs. 11.99 Cr v/s Rs. 10.11 Cr

➤ Order backlog as on 30th June 2016 at Rs. 17,465 Cr

➤ Post 30th June'16, Company received 2 major orders worth of Rs. 4,273 Cr (Mumbai Metro-3 and T-13)

➤ Company having L1 contracts (over and above orderbook) Rs. 2,224 Cr

➤ Orderbook as on date Rs. 23,962 Cr

Financial Performance : Q1 FY 2016-17 (3 mth YoY)

Results are in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs

For the quarter ended	Q1 FY17 30 June'16	Q1 FY16 30 June'15	YoY
	Rs. Cr	Rs. Cr	%
Total Income from operations	982.45	975.07	0.8
Other Income & Exchange gain/loss	59.41	56.07	
Construction Cost (incl. material) / other exp.	715.34	702.78	1.8
Employee Cost	94.57	93.90	0.7
EBITDA (excluding other income)	172.54	178.39	(3.3)
EBITDA Margins	17.56%	18.30%	
Interest	179.64	171.56	4.7
Depreciation	32.76	46.70	(29.9)
Profit / (Loss) Before Tax	19.55	16.20	20.7
Tax	8.67	6.94	
Profit / (Loss) After Tax	10.88	9.26	17.5
Other comprehensive income (after tax)	1.11	0.85	
Total Comprehensive Income (after Tax)	11.99	10.11	18.6



HCC E&C

FY 2016-17 : Orders Won

S. No.	Business Line	Name of Project	Client	Rs Cr
Orders in Q1				
1	Buildings	Residential towers at DAE Anushaktinagar, Maharashtra	DAE	159
Total – Orders Won in Q1				159

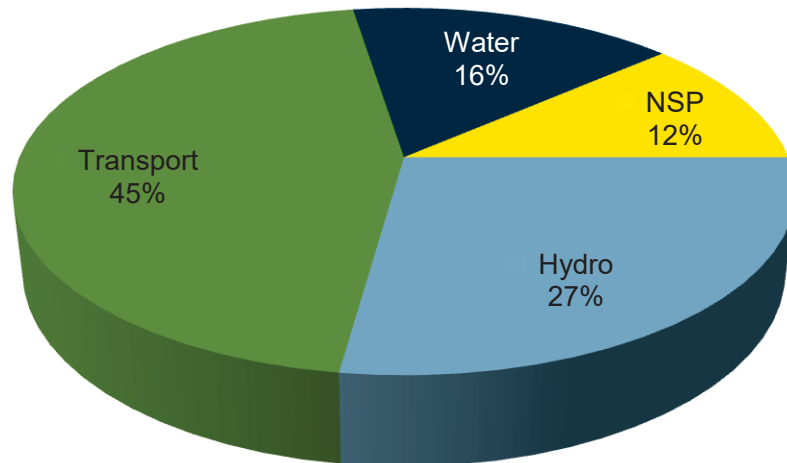
Orders in Q2

1	Transportation	Mumbai Metro Line 3- UGC-02, Maharashtra	MMRC	2,523
2	Transportation	Construction of Tunnel T13, J&K	IRCON	1,750
Total – Orders Won in Q2 till date				4,273
Total Orders Won till date				4,432

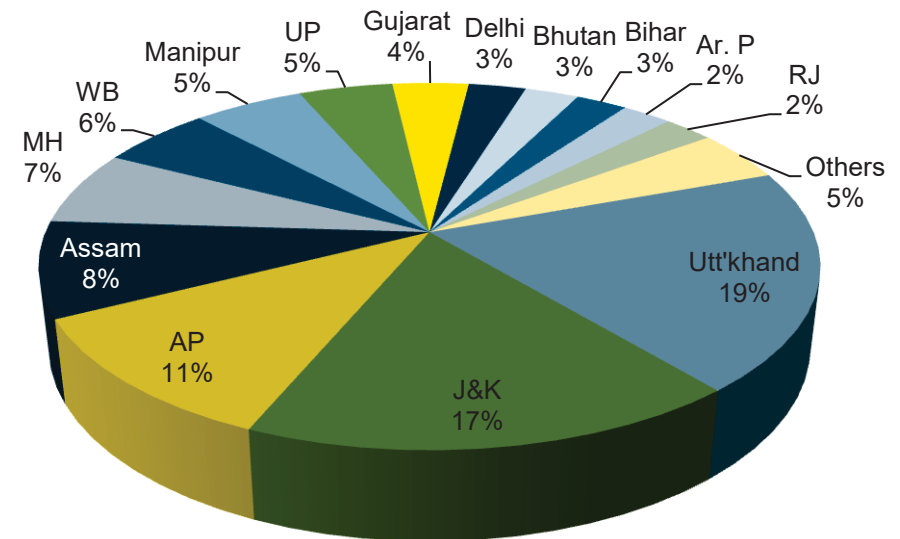
In addition to order book, Current L1 orders is aggregating to Rs. 2,224 Cr

Order Backlog (as on 30th June 2016): Rs 17,465 Cr

Business Line Wise



Geographical Spread



Order book to cross Rs. 23,000 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 1,590 million (Rs.10,952 Cr) excluding contracts of CHF 300 million (Rs.2,066 Cr) yet to be signed
- Order intake during Q1 FY 2016-17 CHF 464 million (Rs. 3,197 Cr)
- Cash balance is at CHF 95 million (Rs. 654 Cr)
- Key financials of Steiner AG:
 - (for P&L : exchange rate of 1 CHF = Rs 68.95 as of June 30, 2016)
 - (for P&L : exchange rate of 1 CHF = Rs 67.15 as of June 30, 2015)
 - (for BS : exchange rate of 1 CHF = Rs 68.88 as of June 30, 2016)

As per IGAAP	Q1 FY 2016-17	Q1 FY 2016-17	Q1 FY 2015-16	Q1 FY 2015-16
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	203.22	1,041.12	170.10	1,142.22
PAT/ (Loss)	4.86	33.51	(0.29)	(1.95)



HCC Infrastructure

Business Update

- Baharampore-Farakka (Pkg 3, NH34)
 - Daily toll collection Rs.45 lacs with 16% y-o-y PCU growth in Q1FY17
 - Toll fee increase of ~10% due to addl. 7.6km completion in Q2FY17
 - Annual revenue of ~Rs.157 crore expected in FY17
- Farakka-Raiganj (Pkg 4, NH34)
 - COD expected in Aug / Sep 2016; Final Completion in Jun 2017
- Raiganj-Dalkhola (Pkg 5, NH34)
 - Project cost increase due to 6 year land acquisition delay
 - Revised financial closure expected in Q2FY17
 - Construction works expected to ramp up post monsoon
- Delhi-Faridabad (NH2)
 - SC order requiring Environment Compensation Charge (discouraging CV traffic into Delhi) & Delhi Govt. Odd/Even policy resulting in material traffic dip and loss of revenue
 - Evaluating various options with lenders to restructure debt or mutually foreclose the project with NHAI due to Force Majeure event



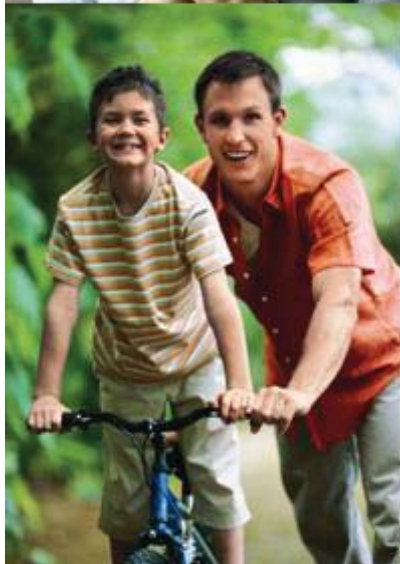
Package 3 Toll Plaza at Km 206



Package 4: COD in Aug / Sep 2016



Lavasa Corporation Limited



Aerial View



Aerial View of Dasve

Operations – Highlights

- **Labours on ground : ~500 Nos.**
- **Total units ready for possession : ~1209 units**
 - Apartments : ~738 Units
 - Villas : ~ 471 Units
- **Possession given till date : 1070 units**

Updates : Business Developments

- Associated with MTDC to setup a tourism centre at Hinjewadi
- Footfall ~1.44 lacs @ rose 23 % from 1.17 lacs during the same quarter last year
- Average Occupancy of Hotels ~61%
- Term sheet signed for operating Laundromat in Dasve
- Frozen Snack shop – “Popsicles” commenced its operation
- Term sheet signed for weekend store under the name of Fashionista
- Pre school named - “Foundation”, started at Dasve
- 4th Convocation of Ecole and 1st Convocation of Christ conducted





Thank You