

PRESENTATION  
Q2 FY 23 RESULTS



**AHLUWALIA CONTRACTS (INDIA) LTD.**  
ENGINEERING DESIGNING CONSTRUCTION

**NOVEMBER 2022**



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**TOTAL INCOME** (FY 22)

₹ **27,216** Mn.

**EBITDA** (FY 22)

₹ **2,857** Mn.

**ORDER BOOK** (as at September 22)

₹ **127,300** Mn

**UNEXECUTED**

**ORDER BOOK** (as at September 22)

₹ **75,877** Mn

**PRESENCE** Pan India

(**40+** Ongoing Projects across **13** States)

**TOTAL INCOME** (Q2 FY 23)

₹ **6,294** Mn.

**EBITDA** (Q2 FY 23)

₹ **684** Mn.

**YTD ORDER INFLOWS**

₹ **31,828** Mn



**Ahluwalia Contracts (India) Limited (ACIL) is a well-established integrated construction company with five decades of expertise in infrastructure development.**

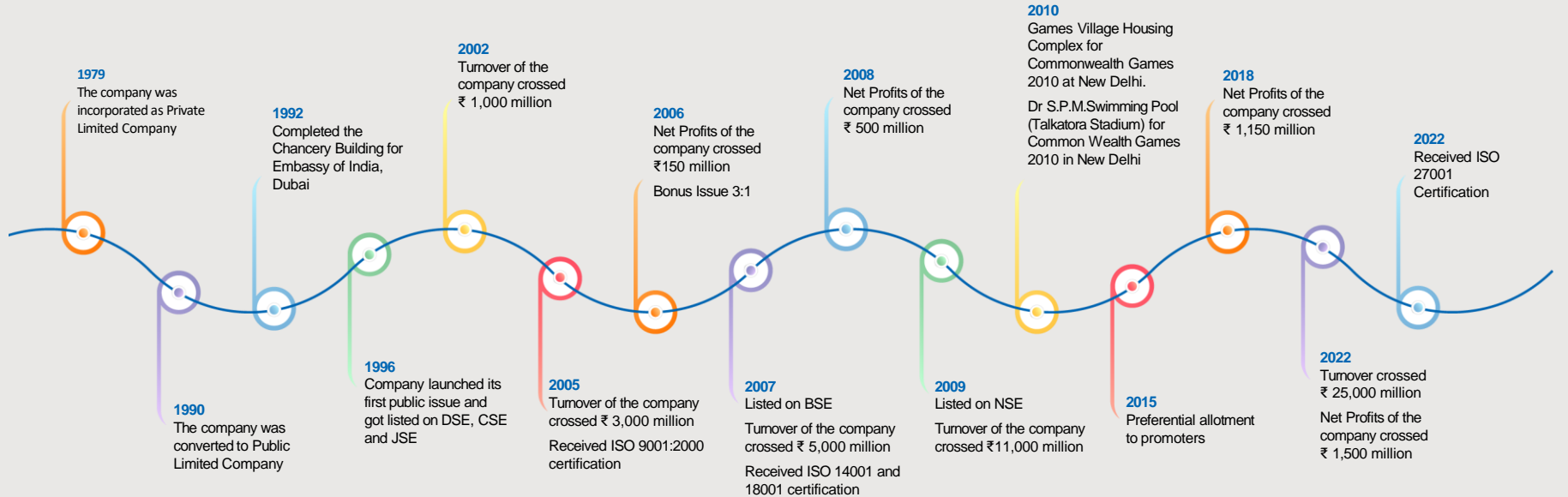
▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

▶ **Completed landmark projects:**

- Residential and commercial complexes
- Hotels, institutional buildings, hospitals
- Corporate offices, information technology (IT) parks, industrial complexes
- Automated car parking lot, townships, BOT projects
- Metro station and depot
- Urban infrastructure



# JOURNEY





# POWERED BY AN ENDURING VISION, MISSION AND VALUES

Our business is founded on our vision of excellence and steered by our mission of continuous enhancement, as we move towards the next milestone in our journey.



## VISION

To be the company of choice for construction of complex buildings by continuously setting higher standards of excellence in different facets of EPC in building Industry.



## MISSION

To be the benchmark for clients satisfaction in the building industry, as also for the training and welfare of its workforce.



## VALUES THAT DRIVE US

Excellence, Integrity,  
Teamwork, Continuous  
improvement, Quality



## UNIQUE ADVANTAGES

- ▶ State-of-the-art mechanized solutions offered through excellent infrastructure
- ▶ In-house capabilities to ensure high quality standards
- ▶ Wide service portfolio offerings through robust business flow process
- ▶ Timely construction and delivery of projects
- ▶ Experienced Promoters and Strong management bandwidth with sound corporate governance
- ▶ Strong network of channel partners
- ▶ ISO 9001, ISO 14001, ISO 27000 and OHSAS 18001 certification



## INDUSTRY / SECTOR OUTLOOK

- The construction Industry in India is expected to reach \$1.4 Tn by 2025. Investments of US\$ 966 Mn. would be required by the infrastructure sector by 2040.
- The construction industry in India is the second largest employer after agriculture, and it is therefore critical to the country's economic stability. The industry is expected to record a CAGR of 15.9% to reach ₹ 54,914 Billion by 2024.
- Indian Real Estate sector is expected to reach a market size of USD 1 Tn by 2030. Its contribution to the country's GDP is expected to be approximately 13% by 2025.
- Eightfold increase the total expenditure on urban development as over the past six years (2015-2021), this figure is about ₹ 11.83 lakh crore against ₹ 1.57 lakh crore from 2004 to 2014
- **Increasing demand for commercial space** - Construction of office spaces, hotels, retail, entertainment units. The net office space absorption across India's largest 6 cities stood at 31.9 Mn sq.ft. in 2020
- Cement production (weight: 5.37 percent) increased by 8.8 percent in March 2022 over March 2021. Its cumulative index increased by 20.8 percent during April to March 2021-22 over the corresponding period of previous year.





## TOP 10 ONGOING PROJECTS (as on 30<sup>th</sup> September 2022)

Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
AllMS Jammu	12,540	6,490
Bihar Animal Science University, Patna, Bihar	8,902	8,902
Medical College, Koriyawas, Haryana	5,358	1,305
LTMG Hospital Sion, Mumbai	5,339	4,923
Mandale Depot, Mumbai	5,303	2,778
Officer Enclave, Gardanibagh, Patna	5,186	3,277
Central University of Himachal Pradesh, Kangra	5,120	5,120
Additional Campus of NIT, Patna	4,696	4,696
National Police Academy, Nepal	4,417	4,417
Government Medical College and Hospital, Chhapra, Bihar	4,254	1,846



# ONGOING PROJECTS



STATE	LOCATION
JAMMU & KASHMIR	Jammu (1)
UTTARAKHAND	Dehradun (1)
HIMACHAL PRADESH	Chamba (1)
	Hamirpur (1)
	Shimla (1)
	Dharamshala (1)
PUNJAB	Mohali (1)
DELHI NCR	Delhi (9)
HARYANA	Gurgaon (2)
	Rewari (1)
UTTAR PRADESH	Greater Noida (1)
	Noida (1)
BIHAR	Bodh Gaya (2)
	Chhapra (1)
	Nalanda (1)
	Patna (4)
MAHARASHTRA	Mumbai (3)
	Nagpur (1)
WEST BENGAL	Kolkata (4)
ASSAM	Bongaigaon (1)
ODISHA	Bhubaneswar (1)
KARNATAKA	Bengaluru (2)
NEPAL	Kavre (1)

*Number of projects in brackets*



# KEY CLIENTS





## FINANCIAL HIGHLIGHTS

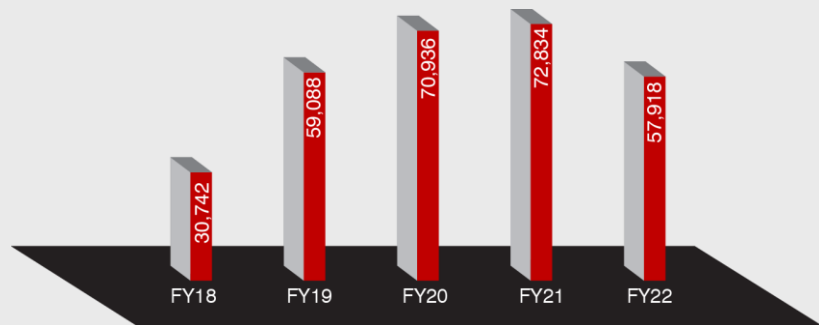


# ORDER BOOK

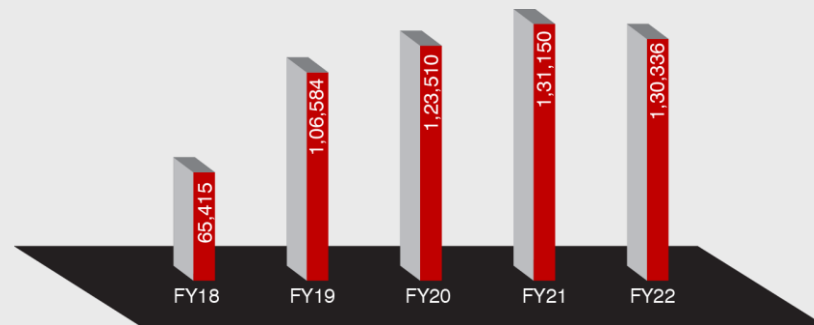
(₹ Mn.)

Details	FY18	FY19	FY20	FY21	FY22
Gross Order Book	65,415	1,06,584	1,23,510	1,31,150	1,30,336
Unexecuted Order Book	30,742	59,088	70,936	72,834	57,918

Unexecuted Order Book (₹ Mn.)



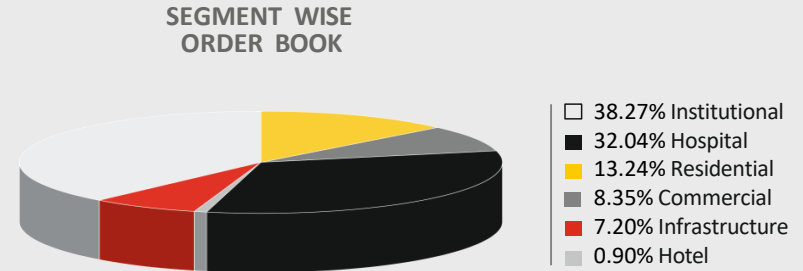
Gross Order Book (₹ Mn.)



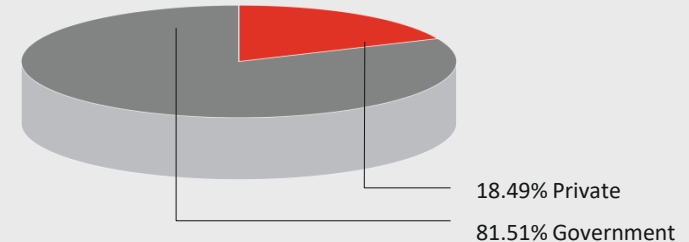


## SEGMENT WISE ORDER BOOK CLASSIFICATION (as on September 2022)

Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Institutional	29,037	38.27
Hospital	24,314	32.04
Residential	10,046	13.24
Commercial	6,335	8.35
Infrastructure	5,460	7.20
Hotel	685	0.90
<b>Total</b>	<b>75,877</b>	<b>100</b>



## OUR INCREASING FOOTPRINT IN GOVT. SECTOR



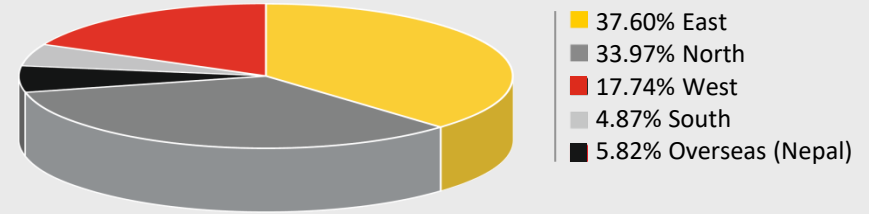
Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Government	61,846	81.51
Private	14,031	18.49
<b>Total</b>	<b>75,877</b>	<b>100</b>

## STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on September 2022)



State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Bihar	21,485	28.32
Maharashtra	9,235	12.17
Himachal Pradesh	8,546	11.26
Jammu & Kashmir	6,490	8.55
Delhi NCR	6,299	8.30
West Bengal	4,189	5.52
Overseas (Nepal)	4,417	5.82
Assam	4,222	5.56
Karnataka	3,700	4.88
Odisha	2,853	3.76
Uttar Pradesh	2,205	2.91
Haryana	1,431	1.89
Uttarakhand	547	0.72
Punjab	258	0.34
<b>Total</b>	<b>75,877</b>	<b>100</b>

### OUR DIVERSIFIED REGIONAL PRESENCE



Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
East	28,527	37.60
North	25,777	33.97
West	13,457	17.74
South	3,700	4.87
Overseas (Nepal)	4,417	5.82
<b>Total</b>	<b>75,877</b>	<b>100</b>



## FINANCIAL HIGHLIGHTS (Standalone)

(₹ Mn.)

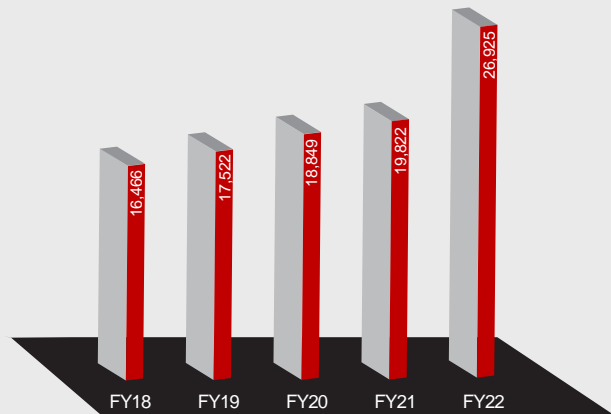
Parameters	FY18	FY19	FY 20	FY 21	FY 22
Income From Operations	16,466	17,522	18,849	19,822	26,925
<b>Growth (%)</b>	<b>15%</b>	<b>6%</b>	<b>8%</b>	<b>5%</b>	<b>36%</b>
Other Income	63	98	104	223	291
EBITDA	2,256	2,261	1,635	1,766	2,857
<b>EBITDA margin (%)</b>	<b>13.7%</b>	<b>12.9%</b>	<b>8.7%</b>	<b>8.9%</b>	<b>10.6%</b>
PAT	1154	1173	644	772	1553
<b>PAT Margin (%)</b>	<b>7.0%</b>	<b>6.7%</b>	<b>3.4%</b>	<b>3.9%</b>	<b>5.8%</b>
Net Worth	6,224	7,384	8,040	8,800	10,365

Robust YoY  
Growth FY 22

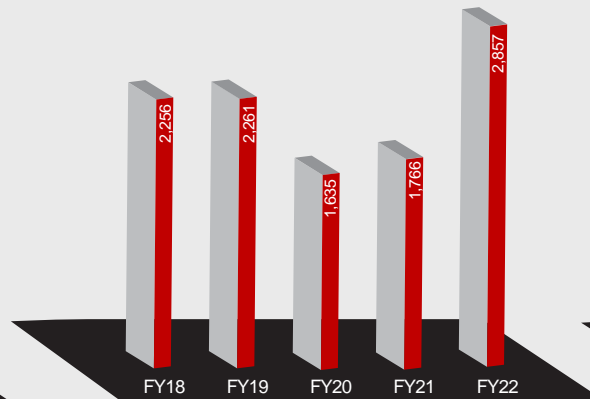
PAT  
101%

EBITDA  
62%

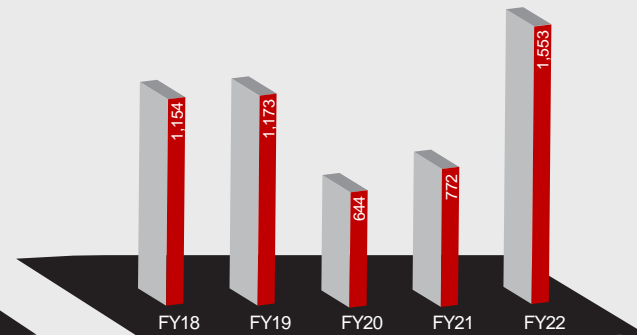
Revenue  
36%



REVENUE FROM OPERATIONS (₹ Mn)  
CAGR (4 yrs) ~ 13%



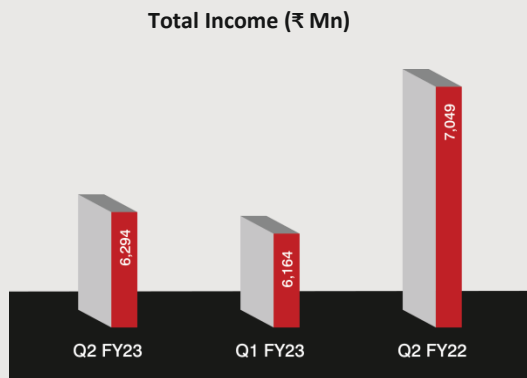
EBITDA (₹ Mn)  
CAGR (4 yrs) ~ 6%



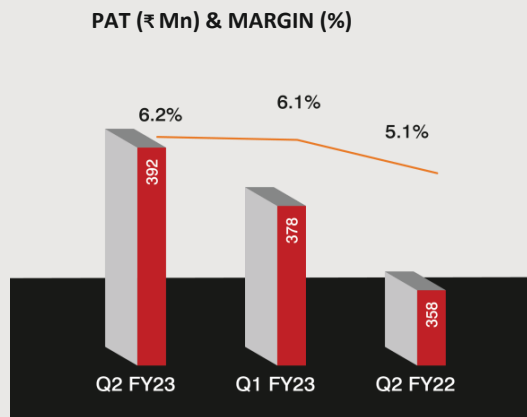
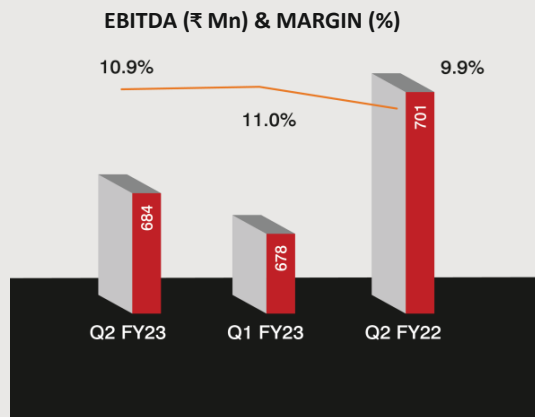
PAT (₹ Mn)  
CAGR (4 yrs) ~ 8%



# FINANCIAL HIGHLIGHTS (Standalone) (Q2 FY 23)



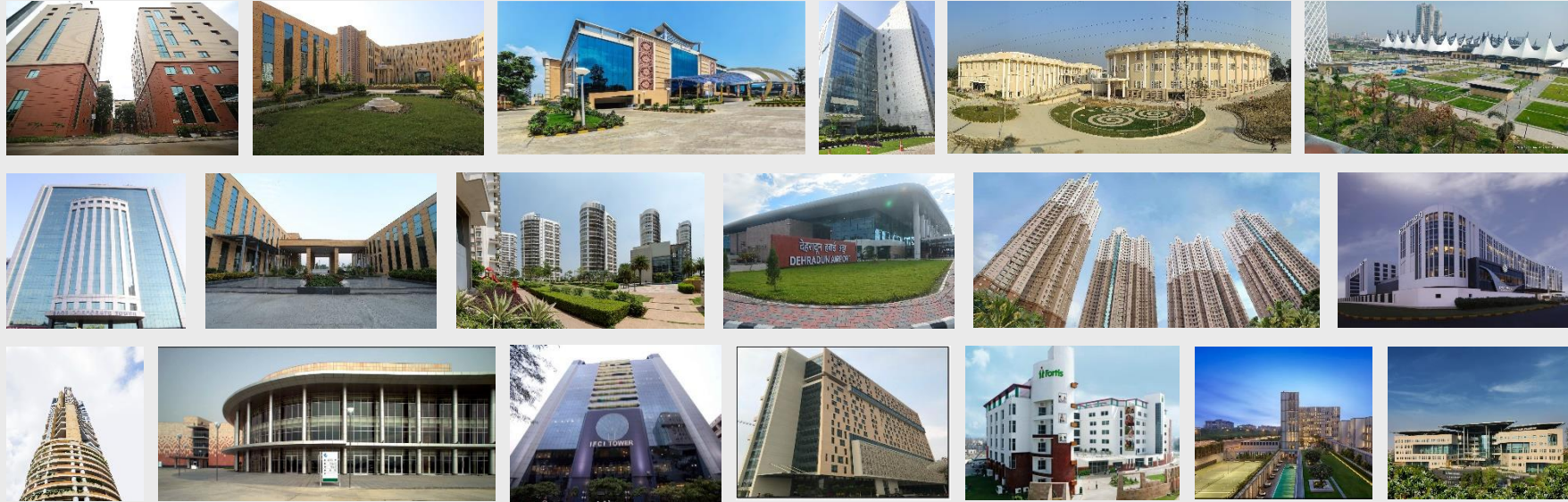
₹ Millions	Q2 FY 23	Q1 FY 23	Q2 FY 22
Total Income	6,294	6,164	7,049
<b>EBITDA</b>	<b>684</b>	<b>678</b>	<b>701</b>
<b>EBITDA Margin</b>	<b>10.9%</b>	<b>11.0%</b>	<b>9.9%</b>
Depreciation	89	86	84
Finance Cost	71	78	117
<b>Net Profit</b>	<b>392</b>	<b>378</b>	<b>358</b>
<b>Net Profit Margin (%)</b>	<b>6.2%</b>	<b>6.1%</b>	<b>5.1%</b>



- NET PROFITS
- NET PROFIT Margin
- EBITDA
- EBITDA Margin



# THANK YOU



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REGIONAL OFFICES – MUMBAI | KOLKATA | BENGALURU



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