

PRESENTATION
Q1 FY 23 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

AUGUST 2022



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TOTAL INCOME (FY 22)

₹ **27,216** Mn.

EBITDA (FY 22)

₹ **2,857** Mn.

ORDER BOOK (as at August 22)

₹ **149,190** Mn

UNEXECUTED

ORDER BOOK (as at August 22)

₹ **82,039** Mn

PRESENCE Pan India

(**40+** Ongoing Projects across **12** States)

TOTAL INCOME (Q1 FY 23)

₹ **6,164** Mn.

EBITDA (Q1 FY 23)

₹ **678** Mn.

YTD ORDER INFLOWS

(Q1 FY 23)

₹ **28,641** Mn



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

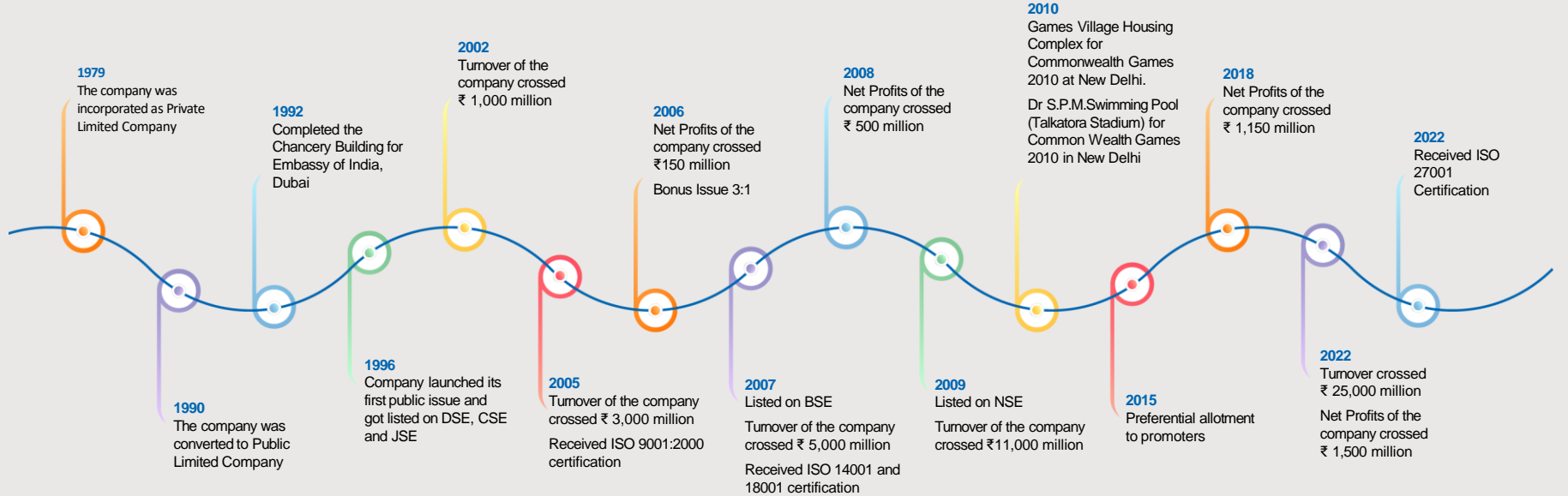
▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

▶ **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 30th June 2022)

Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
AIIMS Jammu	12,540	7,697
Bihar Animal Science University, Patna, Bihar	8,902	8,902
Medical College, Koriyawas, Haryana	5,358	1,751
LTMG Hospital Sion	5,339	4,977
Mandale Depot, Mumbai	5,303	3,248
Officer Enclave, Gardanibagh, Patna	5,186	3,546
Central University of Himanchal Pradesh (Dharamshala) Kangra	5,120	5,120
National Institute of Technology, Patna	4,696	4,696
Government Medical College and Hospital, Chhapra, Bihar	4,254	2,015
Medical College and Hospital Bongaigaon, Assam	4,221	4,221



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 (10)
HARYANA	Gurgaon (2) Rewari (1)
UTTAR PRADESH	Greater Noida (2) Noida (1)
BIHAR	Bodh Gaya (2) Chhapra (1) Nalanda (1) Patna (4)
MAHARASHTRA	Mumbai (4) Nagpur (2)
WEST BENGAL	Kolkata (4) Kalyani (1)
ASSAM	Bongaigaon (1)
ODISHA	Bhubaneswar (1)
KARNATAKA	Bengaluru (2)
NEPAL	Kavre (1)

Number of projects in brackets



KEY CLIENTS





FINANCIAL HIGHLIGHTS



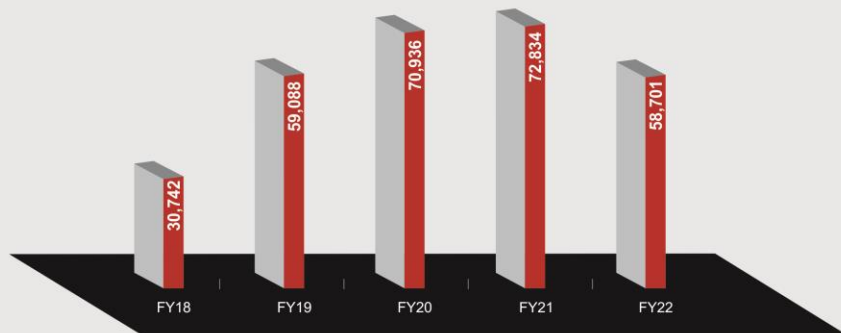
ORDER BOOK



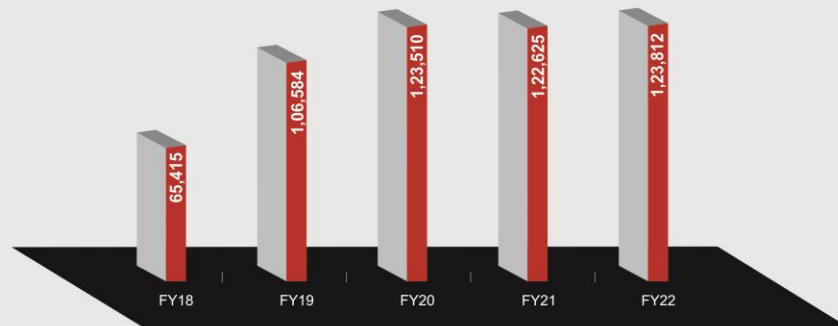
(₹ Mn.)

Details	FY18	FY19	FY20	FY21	FY22
Gross Order Book	65,415	1,06,584	1,23,510	1,22,625	1,23,812
Unexecuted Order Book	30,742	59,088	70,936	72,834	58,701

Unexecuted Order Book (₹ Mn.)



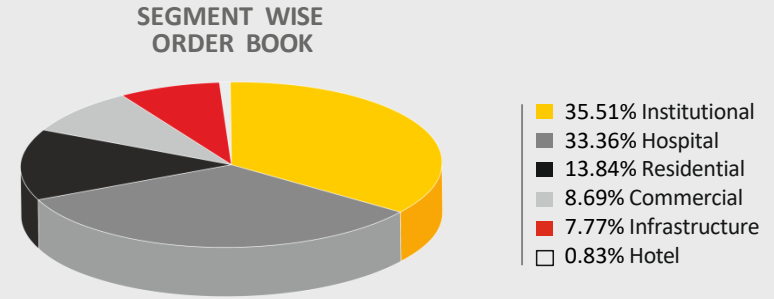
Gross Order Book (₹ Mn.)



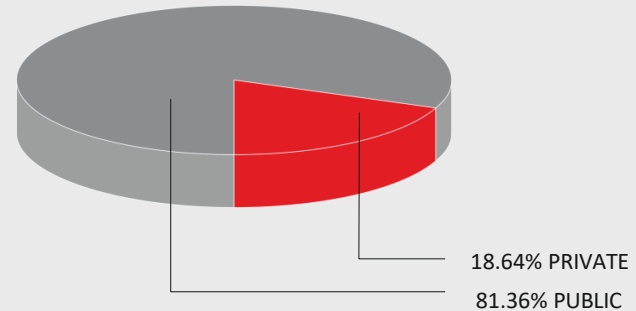


SEGMENT WISE ORDER BOOK CLASSIFICATION (as on August 2022)

Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Institutional	29,136	35.51
Hospital	27,365	33.36
Residential	11,351	13.84
Commercial	7,128	8.69
Infrastructure	6,374	7.77
Hotel	685	0.83
Total	82,039	100



OUR INCREASING FOOTPRINT IN GOVT. SECTOR



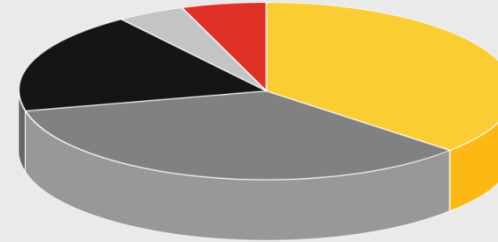
Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Government	66,749	81.36
Private	15,290	18.64
Total	82,039	100

STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on August 2022)



State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Bihar	22,534	27.47
Maharashtra	11,137	13.57
Himachal Pradesh	9,040	11.02
Jammu	7,697	9.38
Delhi	6,711	8.18
West Bengal	4,823	5.88
Overseas (Nepal)	4,417	5.38
Assam	4,222	5.15
Karnataka	3,700	4.51
Odisha	2,898	3.53
Uttar Pradesh	2,208	2.69
Haryana	1,882	2.29
Uttarakhand	606	0.74
Punjab	163	0.20
Total	82,039	100

OUR DIVERSIFIED REGIONAL PRESENCE



- 36.88% East
- 34.51% North
- 18.72% West
- 4.51% South
- 5.38% Overseas (Nepal)

Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
East	30,256	36.88
North	28,308	34.51
West	15,358	18.72
South	3,700	4.51
Overseas (Nepal)	4,417	5.38
Total	82,039	100



FINANCIAL HIGHLIGHTS (Standalone)

(₹ Mn.)

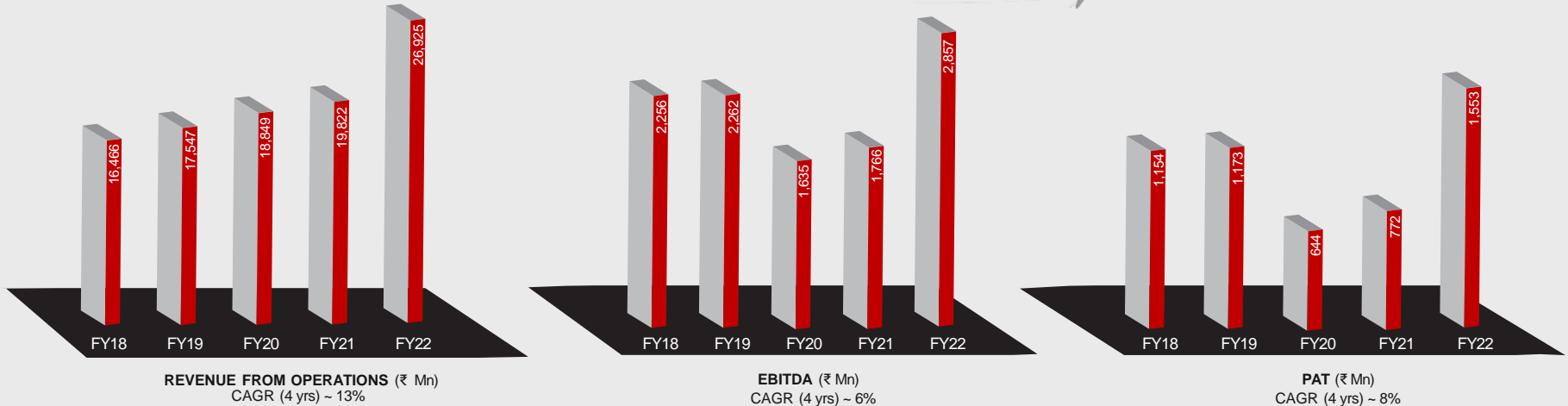
Parameters	FY18	FY19	FY 20	FY 21	FY 22
Income From Operations	16,466	17,522	18,849	19,822	26,925
Growth (%)	15%	6%	8%	5%	36%
Other Income	63	98	104	223	291
EBITDA	2,256	2,261	1,635	1,766	2,857
EBITDA margin (%)	13.7%	12.9%	8.7%	8.9%	10.6%
PAT	1154	1173	644	772	1553
PAT Margin (%)	7.0%	6.7%	3.4%	3.9%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

Robust YoY
Growth FY 22

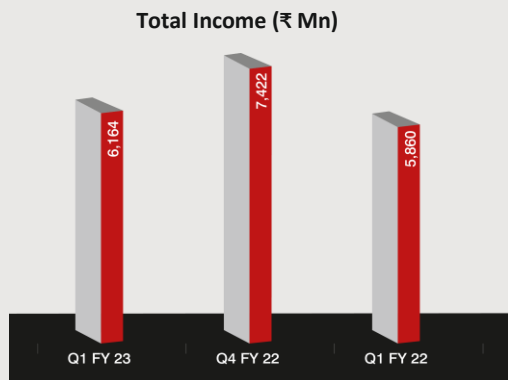
PAT
101%

EBITDA
62%

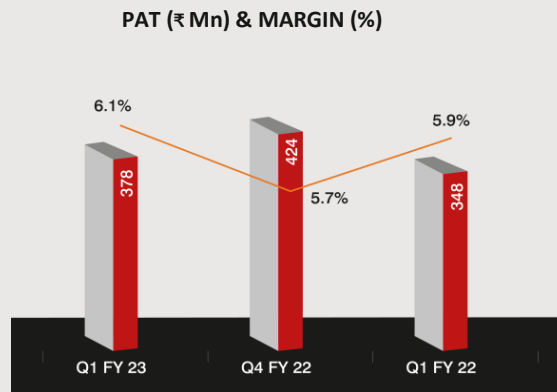
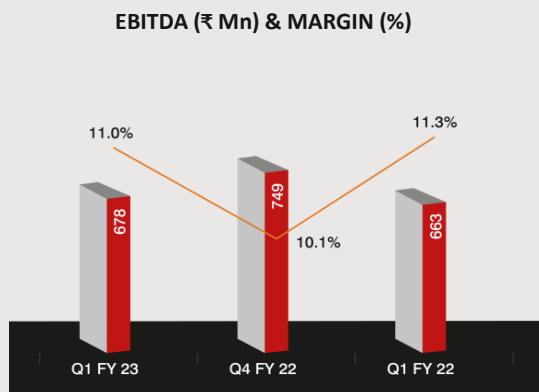
Revenue
36%



FINANCIAL HIGHLIGHTS (Standalone) (Q1 FY 23)



₹ Millions	Q1 FY 23	Q4 FY 22	Q1 FY 22
Total Income	6,164	7,422	5,860
EBITDA	678	749	663
EBITDA Margin	11.0%	10.1%	11.3%
Depreciation	86	83	83
Finance Cost	78	100	115
Net Profit	378	424	348
Net Profit Margin (%)	6.1%	5.7%	5.9%



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

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REGIONAL OFFICES – MUMBAI | KOLKATA | BANGALORE



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