

PRESENTATION
Q3 FY 23 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

FEBRUARY 2023



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TOTAL INCOME (FY 22)

₹ 27,216 Mn.

EBITDA (FY 22)

₹ 2,857 Mn.

ORDER BOOK (as at December 22)

₹ 136,517 Mn

UNEXECUTED

ORDER BOOK (as at December 22)

₹ 81,131 Mn

PRESENCE Pan India

(45 Ongoing Projects across **14** States + **1** Overseas)

TOTAL INCOME (Q3 FY 23)

₹ 7,501 Mn.

EBITDA (Q3 FY 23)

₹ 783 Mn.

YTD ORDER INFLOWS

₹ 40,176 Mn



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

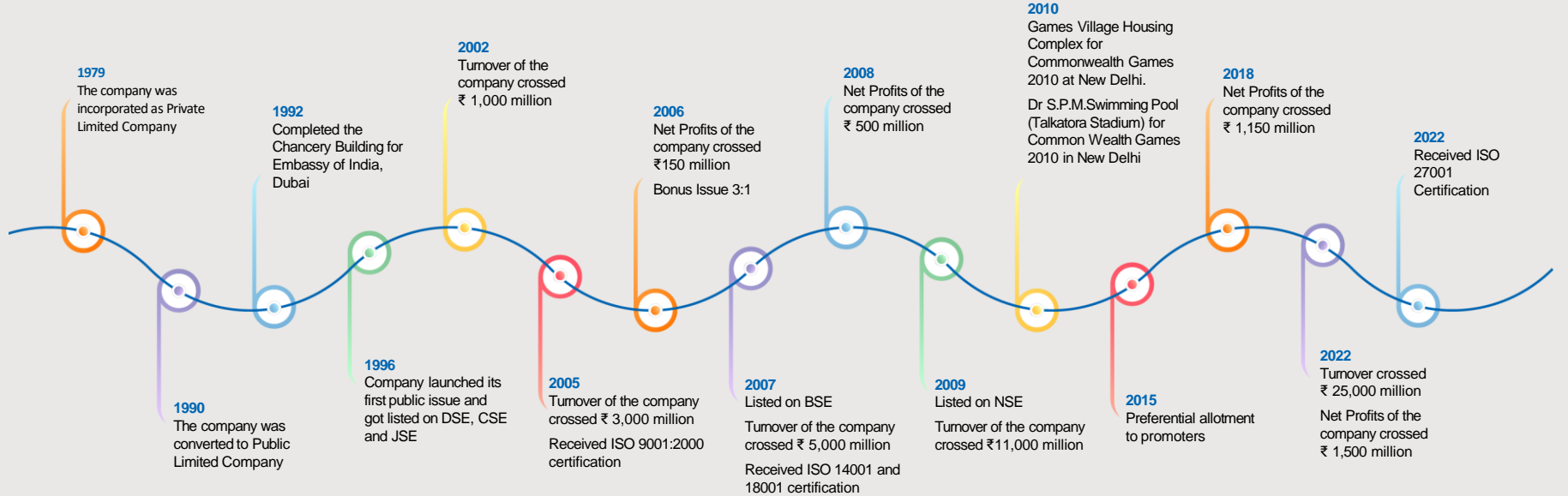
▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

▶ **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
- Redevelopment / Upgradation of Railway Stations
- 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.
- Construction Industry is contributing 9% share in India's GDP and it currently employs 51 Mn people in India.
- The Construction industry market in India works across 250 sub- sectors with linkages across sectors.
- 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.
- By 2030, more than 40% of the population is expected to live in urban India (33% today), creating a demand for 25 Mn additional mid-end and affordable units.
- Under National Infrastructure Pipeline (NIP), India has an investment budget of \$1.4 Tn on infrastructure -24% on renewable energy, 18% on roads & highways 17% on urban infrastructure, and 12% on railways.



TOP 10 ONGOING PROJECTS (as on 31st December 2022)

Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
AIIMS Jammu	12,540	5,887
Bihar Animal Science University, Patna, Bihar	8,902	8,902
Mandale Depot, Mumbai	5,984	2,739
Medical College, Koriyawas, Haryana	5,358	1,122
LTMG Hospital Sion, Mumbai	5,339	4,881
New Medical College and Hospital, Bongaigaon, Assam	5,328	5,317
Officer Enclave, Gardanibagh, Patna	5,186	2,773
Central University of Himachal Pradesh, Kangra	5,120	5,120
Additional Campus of NIT, Patna	4,696	4,585
Government Dental College and Hospital, Nalanda, Bihar	4,645	692



ONGOING PROJECTS



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

Number of projects in brackets



KEY CLIENTS





FINANCIAL HIGHLIGHTS

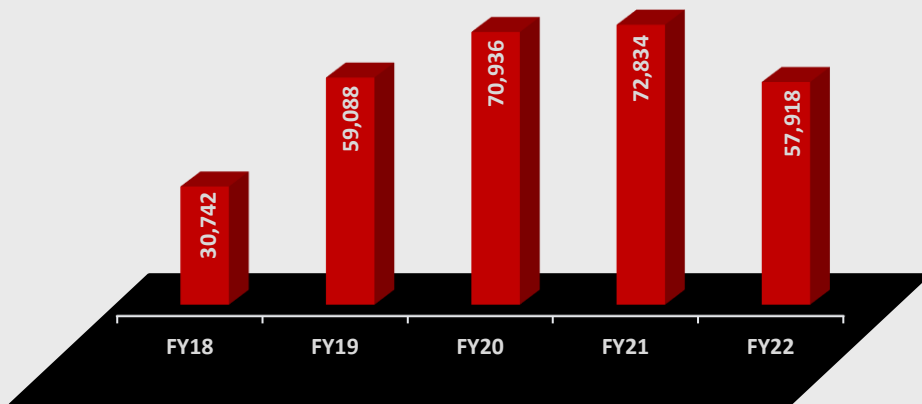


ORDER BOOK

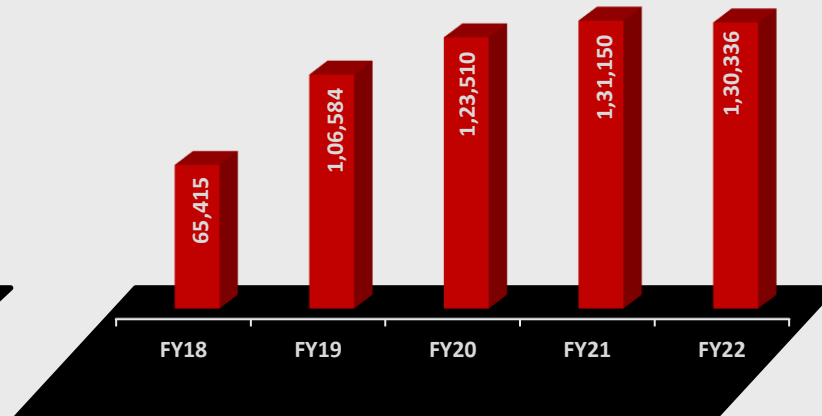
(₹ Mn.)

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.)

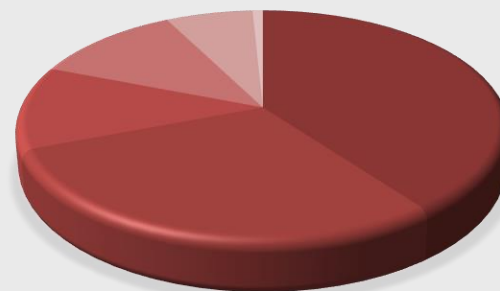




SEGMENT WISE ORDER BOOK CLASSIFICATION (as on December 2022)

Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Institutional	32,304	39.82
Hospital	23,811	29.35
Infrastructure	9,537	11.75
Residential	9,382	11.56
Commercial	5,456	6.73
Hotel	641	0.79
Total	81,131	100

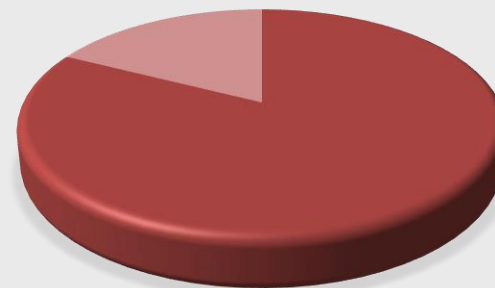
SEGMENT WISE ORDER BOOK



■ Institutional	39.82 %
■ Hospital	29.35 %
■ Infrastructure	11.75 %
■ Residential	11.56 %
■ Commercial	6.73 %
■ Hotel	0.79 %

Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Government	66,901	82.46
Private	14,230	17.54
Total	81,131	100

OUR INCREASING FOOTPRINT IN GOVERNMENT SECTOR



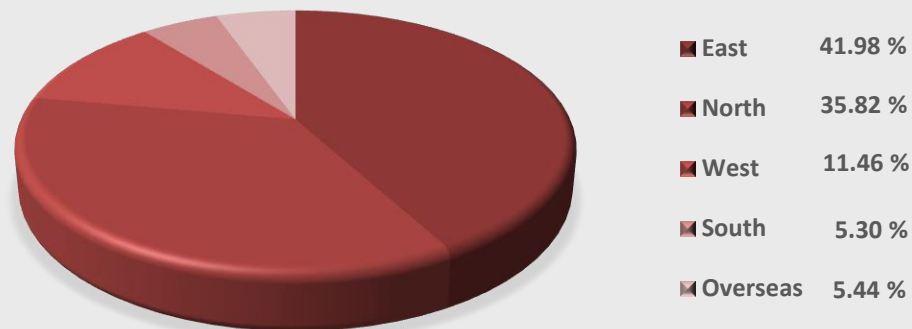
■ Government	82.46 %
■ Private	17.54 %

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



State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Bihar	19,662	24.23
Maharashtra	9,294	11.45
Himachal Pradesh	8,374	10.32
Assam	8,266	10.19
Delhi NCR	6,140	7.57
Jammu & Kashmir	5,887	7.26
Punjab	5,209	6.42
Overseas (Nepal)	4,417	5.44
Karnataka	3,700	4.56
West Bengal	3,349	4.13
Odisha	2,781	3.43
Uttar Pradesh	1,847	2.28
Haryana	1,169	1.44
Telangana	600	0.74
Uttarakhand	435	0.54
Total	81,131	100

OUR DIVERSIFIED REGIONAL PRESENCE



Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
East	34,058	41.98
North	29,063	35.82
West	9,294	11.46
South	4,300	5.30
Overseas (Nepal)	4,417	5.44
Total	81,131	100



FINANCIAL HIGHLIGHTS (Standalone)

(₹ Mn.)

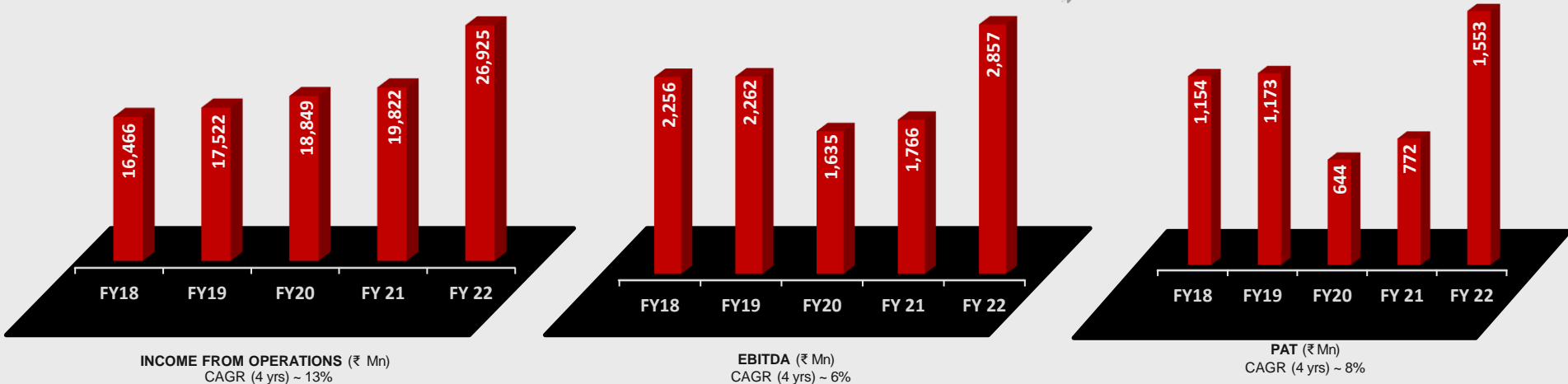
Parameters	FY18	FY19	FY 20	FY 21	FY 22
Income From Operations	16,466	17,522	18,849	19,822	26,925
Growth (%)	15%	6%	8%	5%	36%
Other Income	63	98	104	223	291
EBITDA	2,256	2,262	1,635	1,766	2,857
EBITDA margin (%)	13.7%	12.9%	8.7%	8.9%	10.6%
PAT	1,154	1,173	644	772	1,553
PAT Margin (%)	7.0%	6.7%	3.4%	3.9%	5.8%
Net Worth	6,224	7,384	8,040	8,800	10,365

Robust YoY
Growth FY 22

PAT
101%

EBITDA
62%

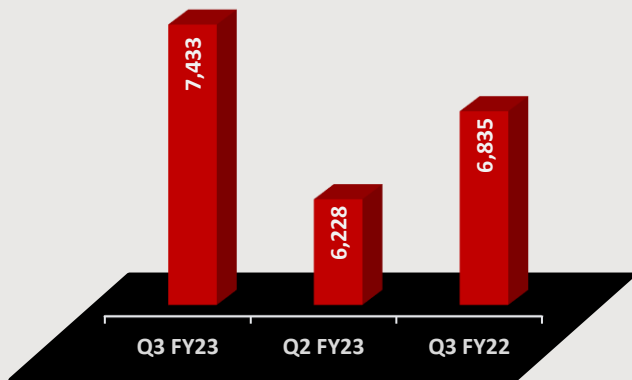
Revenue
36%



FINANCIAL HIGHLIGHTS (Standalone) (Q3 FY 23)

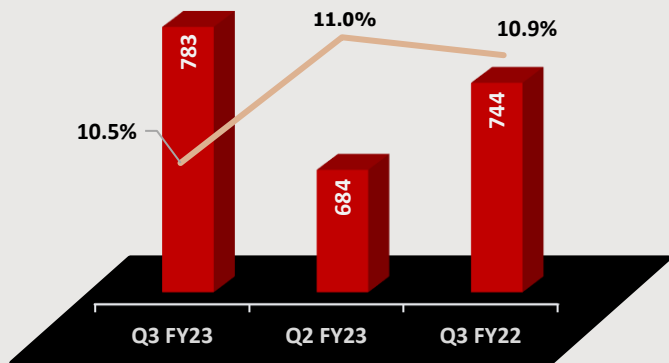


Income from Operations (₹ Mn)

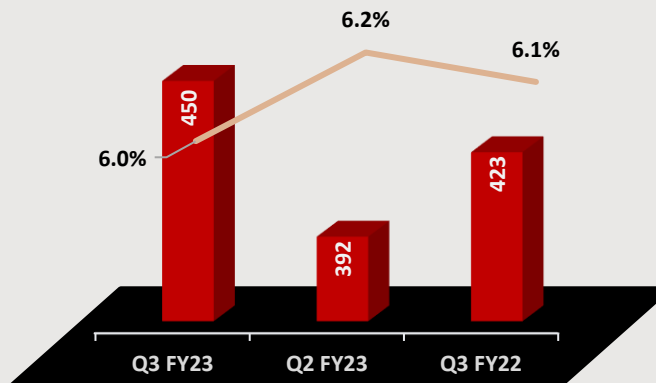


₹ Millions	Q3 FY 23	Q2 FY 23	Q3 FY 22
Income from Operations	7,433	6,228	6,835
EBITDA	783	684	744
EBITDA Margin	10.5%	11.0%	10.9%
Depreciation	111	89	85
Finance Cost	70	71	106
Net Profit after Tax	450	392	423
Net Profit Margin (%)	6.0%	6.2%	6.2%

EBITDA (₹ Mn) & MARGIN (%)



PAT (₹ Mn) & MARGIN (%)



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

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REGIONAL OFFICES – MUMBAI | KOLKATA | BENGALURU



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ENGINEERING DESIGNING CONSTRUCTION