

PRESENTATION
Q4 FY 23 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

MAY 2023



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TOTAL INCOME (FY 23)

₹ **28,679** Mn.

EBITDA (FY 23)

₹ **3,042** Mn.

ORDER BOOK (as at March 23)

₹ **144,646** Mn

UNEXECUTED

ORDER BOOK (as at March 23)

₹ **81,627** Mn

PRESENCE Pan India

(**45+** Ongoing Projects across **15** States + **1** Overseas)

TOTAL INCOME (Q4 FY 23)

₹ **8,631** Mn.

EBITDA (Q4 FY 23)

₹ **1,103** Mn.

YTD ORDER INFLOWS

₹ **50,570** Mn



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

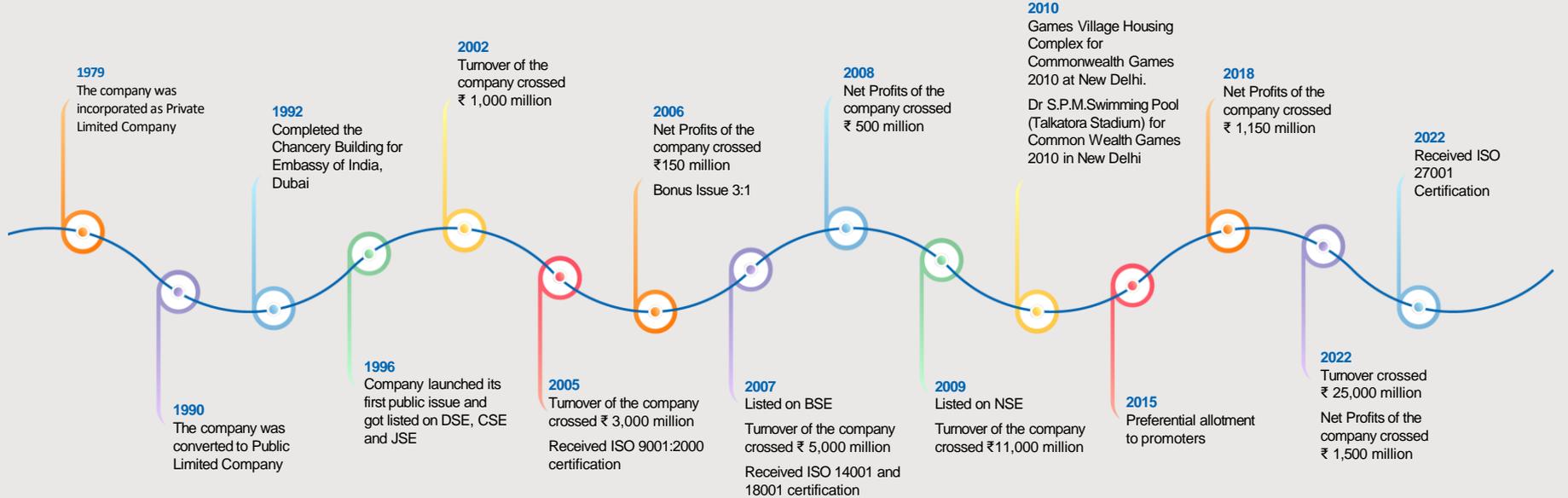
▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

▶ **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 27001 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 March 2023)

Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
AIIMS Jammu	12,540	4,408
Bihar Animal Science University, Patna, Bihar	8,902	8,569
Tata Memorial Centre, Parel, Mumbai	7,233	7,233
Mandale Depot, Mumbai	5,984	2,142
Medical College, Koriyawas, Haryana	5,358	925
LTMG Hospital Sion, Mumbai	5,339	4,858
New Medical College and Hospital, Bongaigaon, Assam	5,328	4,878
Officer Enclave, Gardanibagh, Patna	5,186	2,248
Central University of Himachal Pradesh, Kangra	5,120	5,024
Additional Campus of NIT, Patna, Bihar	4,696	4,227



Key Projects awarded to ACIL from April 1, 2023 to May 29, 2023

Project	Order Value (₹ Millions)
Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai	24,500
The Arbour Project from DLF at Gurugram, Haryana	7,447
Dharavi Wastewater Treatment facility, Mumbai	5,566



ONGOING PROJECTS



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

Number of projects in brackets



KEY CLIENTS





FINANCIAL HIGHLIGHTS



ORDER BOOK

(₹ Mn.)

Details	FY19	FY20	FY21	FY22	FY23
Gross Order Book	106,584	123,510	131,150	130,336	144,646
Unexecuted Order Book	59,088	70,936	72,834	57,918	81,627

Gross Order Book (₹ Mn.)



Unexecuted Order Book (₹ Mn.)



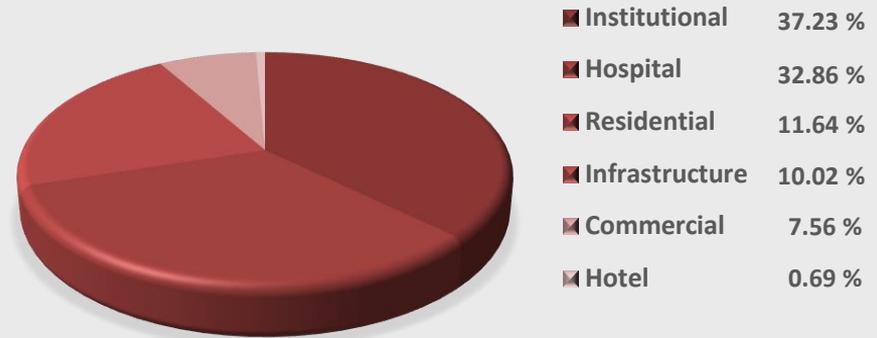


SEGMENT WISE ORDER BOOK CLASSIFICATION (as on March 2023)

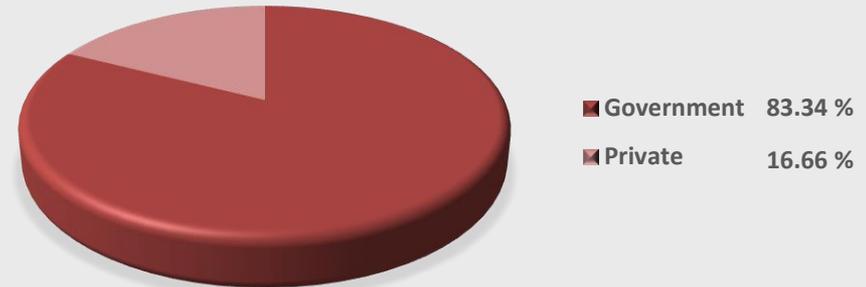
Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Institutional	30,391	37.23
Hospital	26,824	32.86
Residential	9,500	11.64
Infrastructure	8,182	10.02
Commercial	6,168	7.56
Hotel	562	0.69
Total	81,627	100

Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Government	68,029	83.34
Private	13,598	16.66
Total	81,627	100

SEGMENT WISE ORDER BOOK



OUR INCREASING FOOTPRINT IN GOVERNMENT SECTOR



STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on March 2023)

State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Bihar	16,467	20.17%
Maharashtra	15,643	19.16%
Assam	7,810	9.57%
Himachal Pradesh	7,767	9.52%
Delhi	5,299	6.49%
Chandigarh	4,620	5.66%
Jammu	4,408	5.40%
Odissa	4,362	5.34%
Overseas (Nepal)	4,229	5.18%
Karnataka	3,347	4.10%
Haryana	2,419	2.96%
West Bengal	2,348	2.88%
Uttar Pradesh	1,424	1.74%
Telangana	600	0.74%
Punjab	550	0.67%
Uttarakhand	334	0.41%
Total	81,627	100

OUR DIVERSIFIED REGIONAL PRESENCE



East	37.97 %
North	32.86 %
West	19.16 %
South	4.83 %
Overseas	5.18 %

Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
East	30,987	37.97
North	26,821	32.86
West	15,643	19.16
South	3,947	4.83
Overseas (Nepal)	4,229	5.18
Total	81,627	100

FINANCIAL HIGHLIGHTS (Standalone)

(₹ Mn.)



Parameters	FY19	FY20	FY 21	FY 22	FY 23
Income From Operations	17,522	18,849	19,822	26,925	28,384
Growth (%)	6%	8%	5%	36%	5%
Other Income	98	104	223	291	295
EBITDA	2,163	1,530	1,542	2,566	3,042
EBITDA margin (%)	12.3%	8.1%	7.8%	9.5%	10.7%
PAT	1,173	644	772	1,553	1,942
PAT Margin (%)	6.7%	3.4%	3.9%	5.8%	6.8%
Net Worth	7,384	8,040	8,800	10,365	12,298

Robust YoY
Growth FY 23

PAT
25.1%

EBITDA
18.5%

Revenue
%



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

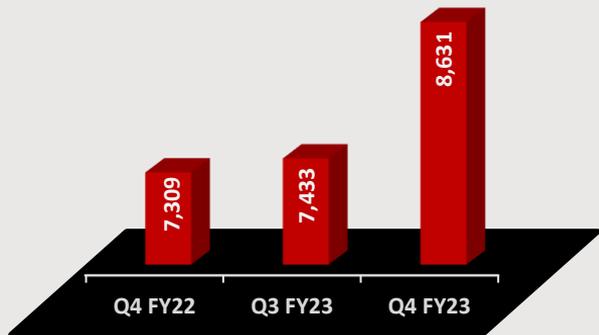
EBITDA (₹ Mn)
CAGR (4 yrs) ~ 9%

PAT (₹ Mn)
CAGR (4 yrs) ~ 13%

FINANCIAL HIGHLIGHTS (Standalone) (Q4 FY 23)

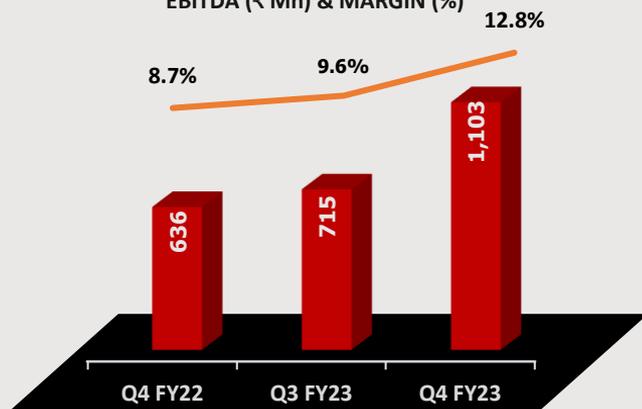


Income from Operations (₹ Mn)

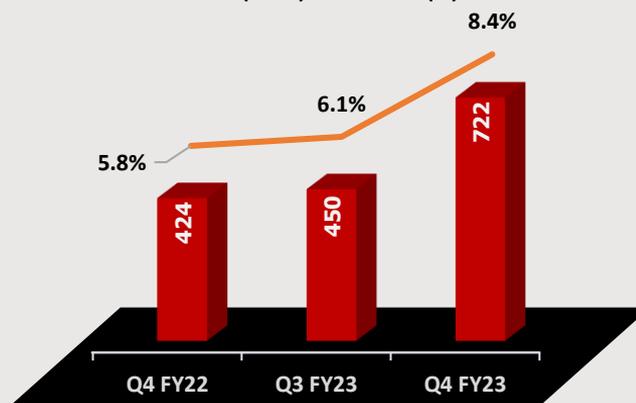


₹ Millions	Q4 FY 23	Q3 FY 23	Q4 FY 22
Income from Operations	8,631	7,433	7,309
EBITDA	1,103	715	636
EBITDA Margin	12.8%	9.6%	8.7%
Depreciation	102	111	83
Finance Cost	112	70	100
Net Profit after Tax	722	450	424
Net Profit Margin (%)	8.4%	6.1%	5.8%

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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