

PRESENTATION
Q2 FY 24 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

November 2023



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TOTAL INCOME (FY 23)

₹ **28,679** Mn.

EBITDA (FY 23)

₹ **3,042** Mn.

GROSS ORDER BOOK (as at Sept 23)

₹ **188,584** Mn

UNEXECUTED

ORDER BOOK (as at Sept 23)

₹ **120,796** Mn

PRESENCE Pan India

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

TOTAL INCOME (Q2 FY 24)

₹ **9,015** Mn.

EBITDA (Q2 FY 24)

₹ **898** Mn.

YTD ORDER INFLOWS

₹ **52,595** Mn



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

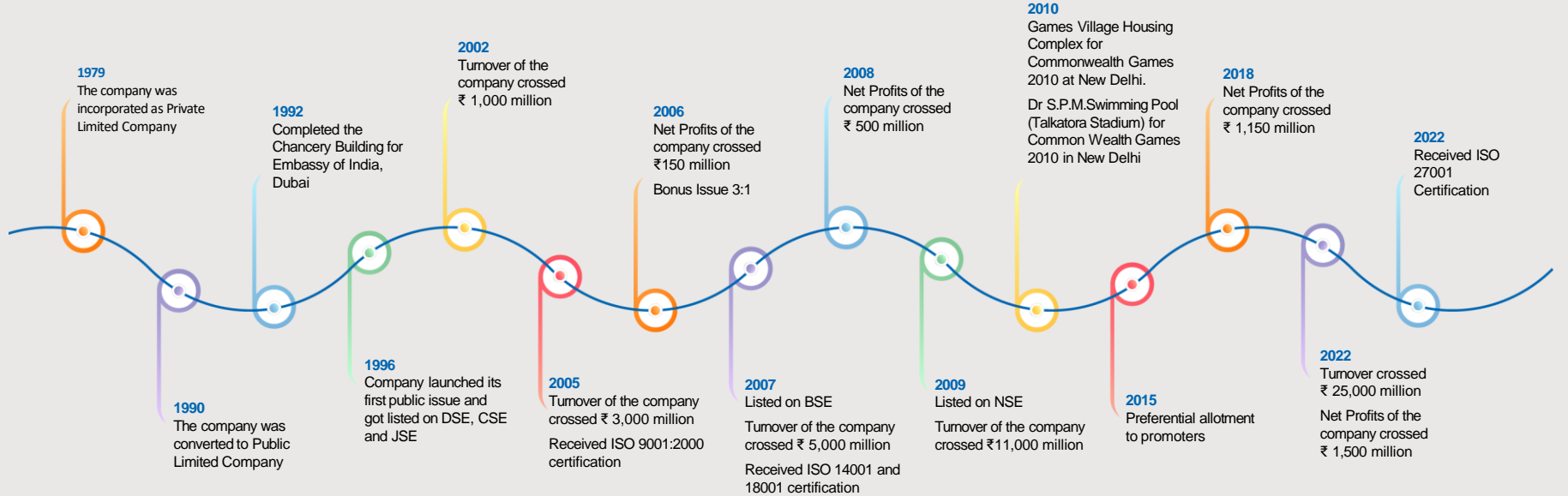
▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

▶ **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 30th September 2023)



Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai	24,500	24,500
AllMS Jammu	12,540	2,350
Bihar Animal Science University, Patna, Bihar	8,902	7,955
The Arbour Project DLF, Gurugram	7,447	7,305
Tata Memorial Centre, Parel, Mumbai	7,233	7,233
Max Super Speciality Hospital, Gurugram	6,169	6,169
Mandale Depot, Mumbai	5,984	742
Dharavi Wastewater Treatment facility, Mumbai	5,566	5,420
Medical College, Koriyawas, Haryana	5,358	688
LTMG Hospital Sion, Mumbai	5,339	4,565



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	Chandigarh (1)
DELHI NCR	Delhi (10)
HARYANA	Gurgaon (3) Rewari (1)
UTTAR PRADESH	Greater Noida (1) Noida (1)
BIHAR	Bodh Gaya (1) Chappra (1) Nalanda (1) Patna (4)
MAHARASHTRA	Mumbai (6)
WEST BENGAL	Kolkata (5)
ASSAM	Bongaigaon (1) Jorhat (1) Guwahati (1)
ODISHA	Bhubaneswar (3)
KARNATAKA	Bengaluru (1)
TELANGANA	Hyderabad (1)
NEPAL	Kavre (1)

Number of projects in brackets



KEY CLIENTS





FINANCIAL HIGHLIGHTS

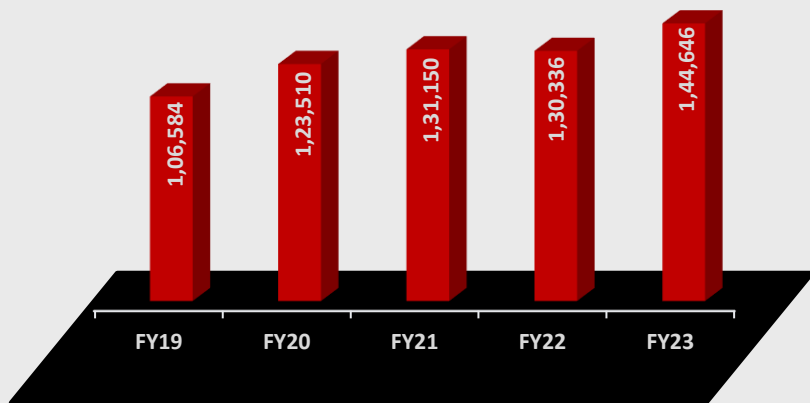


ORDER BOOK

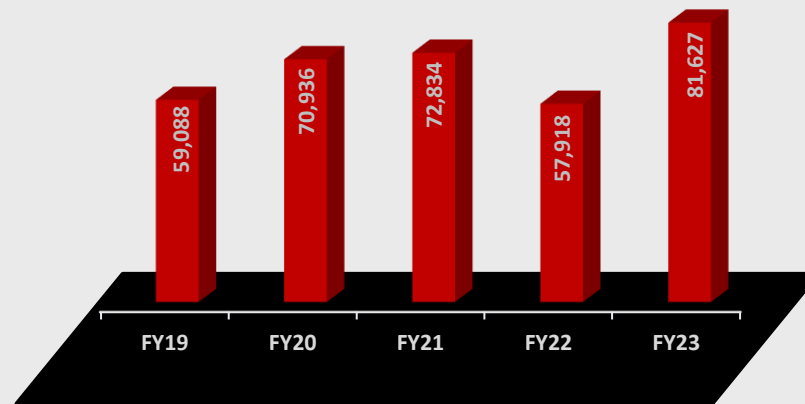
(₹ Mn.)

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.)

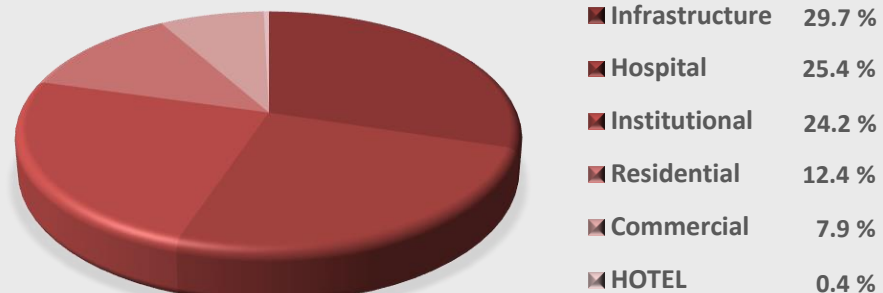




SEGMENT WISE ORDER BOOK CLASSIFICATION (as on September 2023)

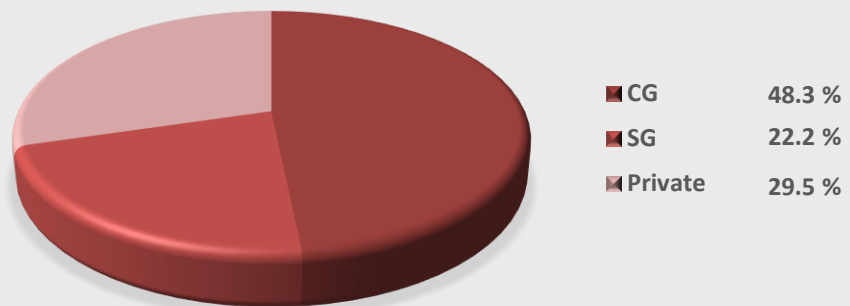
Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Infrastructure	35,894	29.7
Hospital	30,689	25.4
Institutional	29,207	24.2
Residential	14,935	12.4
Commercial	9,602	7.9
Hotel	469	0.4
Total	120,796	100

SEGMENT WISE ORDER BOOK



Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Central Government (CG)	58,352	48.3
State Government (SG)	26,763	22.2
Private	35,681	29.5
Total	120,796	100

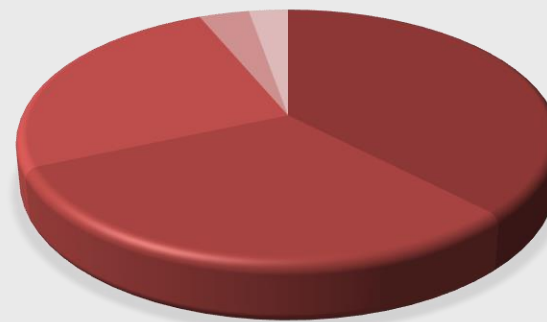
OUR INCREASING FOOTPRINT IN GOVERNMENT SECTOR



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

State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Maharashtra	43,459	36.0
Haryana	15,491	12.8
Bihar	14,953	12.4
Delhi	8,306	6.9
Assam	6,967	5.8
Himachal Pradesh	6,945	5.7
Odisha	5,742	4.8
Overseas (Nepal)	4,266	3.5
Chandigarh	4,248	3.5
Punjab	2,653	2.2
Jammu	2,350	1.9
West Bengal	2,069	1.7
Karnataka	1,717	1.4
Uttar Pradesh	1,488	1.2
Telangana	116	0.1
Uttarakhand	26	0.1
Total	120,796	100

OUR DIVERSIFIED REGIONAL PRESENCE



West	36.0 %
North	34.4 %
East	24.5 %
Overseas	3.5 %
South	1.6%

Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
West	43,459	36.0
North	41,507	34.4
East	29,731	24.6
South	1,833	1.5
Overseas (Nepal)	4,266	3.5
Total	120,796	100

FINANCIAL HIGHLIGHTS (Standalone)

(₹ Mn.)



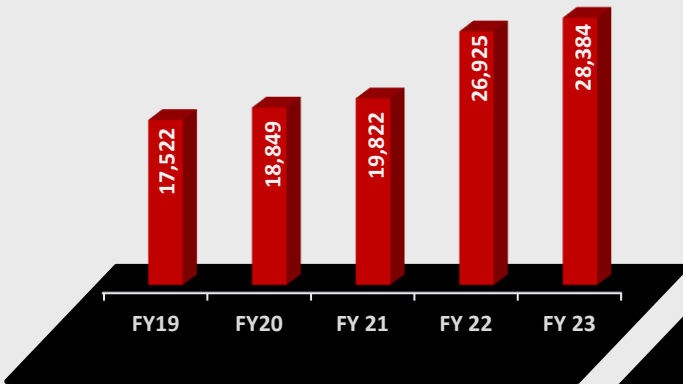
Parameters	FY19	FY20	FY 21	FY 22	FY 23
Income From Operations	17,522	18,849	19,822	26,925	28,384
Growth (%)	6%	8%	5%	36%	5%
Other Income	98	104	223	291	295
EBITDA	2,163	1,530	1,542	2,566	3,042
EBITDA margin (%)	12.3%	8.1%	7.8%	9.5%	10.7%
PAT	1,173	644	772	1,553	1,942
PAT Margin (%)	6.7%	3.4%	3.9%	5.8%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

Robust YoY
Growth FY 23

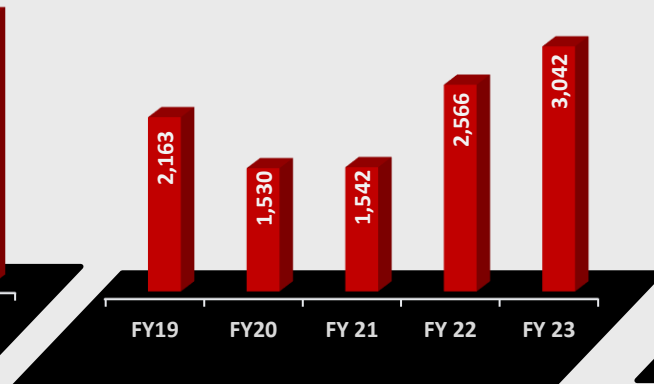
PAT
25.1%

EBITDA
18.5%

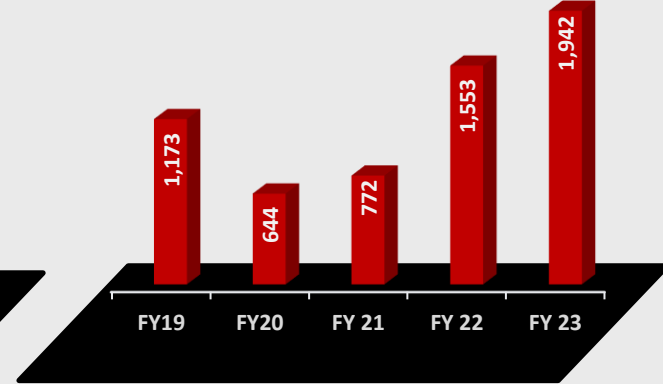
Revenue
%



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



EBITDA (₹ Mn)
CAGR (4 yrs) ~ 9%

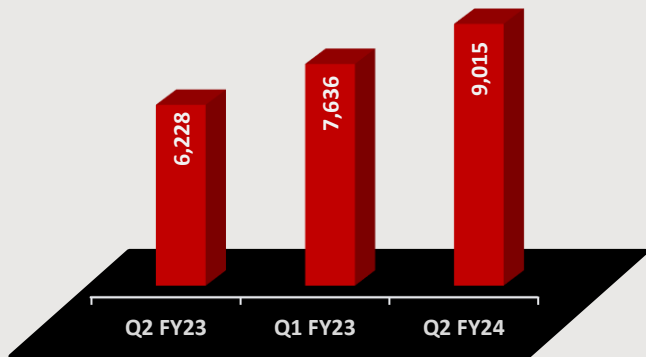


PAT (₹ Mn)
CAGR (4 yrs) ~ 13%

FINANCIAL HIGHLIGHTS (Standalone) (Q2 FY 24)

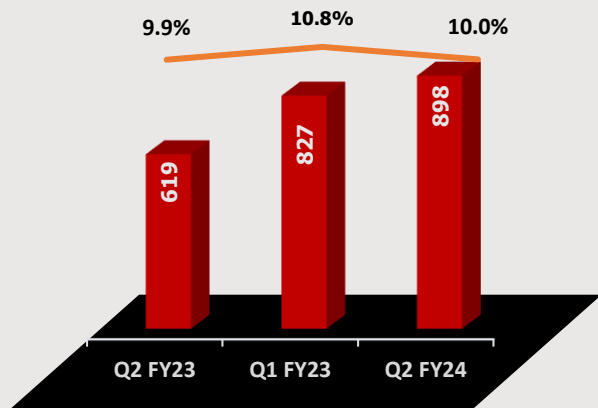


Income from Operations (₹ Mn)

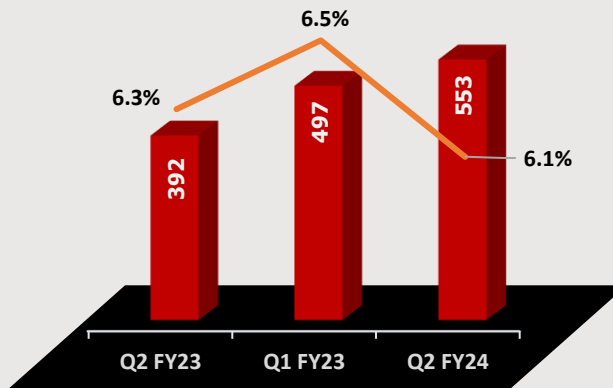


₹ Millions	Q2 FY 24	Q1 FY 23	Q2 FY 23
Income from Operations	9,015	7,636	6,228
EBITDA	898	827	619
<i>EBITDA Margin</i>	<i>10.0%</i>	<i>10.8%</i>	<i>9.9%</i>
Depreciation	126	118	89
Finance Cost	115	108	71
Net Profit after Tax	553	497	392
<i>Net Profit Margin (%)</i>	<i>6.1%</i>	<i>6.5%</i>	<i>6.3%</i>

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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