

HCC/SEC/ 2016

April 29, 2016

BSE Limited,
The Corporate Relationship Department,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Dear Sir,

Subject: Analyst / Institutional Investor Meeting

Further to our letter dated April 25, 2016 and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching herewith the copy of the presentation made before the meeting of the Analyst Institutional Investors held on April 28, 2016.

You are requested to kindly take the same on your records.

Thanking you,

Yours faithfully,

For Hindustan Construction Company Limited



**Sangameshwar Iyer
Company Secretary**

Encl: As above.

Cc: National Stock Exchange of India Limited.
Exchange Plaza,
Bandra – Kurla Complex,
Bandra (East),
Mumbai 400 051.

Hindustan Construction Co Ltd
Hincon House, 11th Floor, 247Park,
Lal Bahadur Shastri Marg,
Vikhroli (West), Mumbai 400 083, India
Tel : +91 22 2575 1000 Fax : +91 22 2577 7568
CIN : L45200MH1926PLC001228

www.hccindia.com



Hindustan Construction Co Ltd

Investor / Analyst Presentation

FY2015-16



Presentation Flow

HCC	-	Performance Highlights & Financial Results
HCC E&C	-	Updates
Steiner AG	-	Updates
HCC Infrastructure	-	Updates
Lavasa	-	Updates

Key Financial Highlights: Q4 & 12M FY2015-16

➤ As compared to the same quarter of the previous year (YoY)

- Turnover is at Rs. 1,196.0 Cr v/s Rs. 1,175.1 Cr
- EBITDA margin at 19.81% V/s 17.20%
- PBT without exceptional item Rs .56.3 Cr v/s Rs 36.0 Cr
- Net Profit of Rs. 19.1 Cr v/s Rs. 20.7 Cr

➤ As compared to 12 months of the previous year (YoY)

- Current Order backlog up by 25% at Rs. 18,123 Cr excluding L1 contracts worth Rs. 4,930 Cr (v/s last year closing order book Rs. 14,451 Cr)
- Turnover is at Rs. 4,190.9 Cr v/s Rs. 4,301.1 Cr
- EBITDA margin at 19.98% V/s 18.74%
- Net Profit of Rs. 85.0 Cr v/s Rs. 81.7 Cr

Financial Performance : 12 M FY 2015-16 (YoY)

For the period ended	12M FY16 31 March 2016	12M FY15 31 March 2015	YoY
	Rs. Cr	Rs. Cr	%
Turnover (Including JV)	4,190.9	4,301.1	(2.6)
Other Income & JV Profit/loss	172.9	155.4	
Construction Cost (incl. material) / other exp.	2,883.3	2,992.2	(3.6)
Employee Cost	370.4	361.1	2.6
EBITDA (excluding other income & JV income)	812.4	773.4	
EBITDA Margins	19.98%	18.74%	
Interest	689.9	651.1	6.0
Depreciation	135.9	150.3	(9.6)
Exceptional Item	(26.5)	-	-
Profit / (Loss) Before Tax **	133.1	127.4	4.5
Tax	48.1	45.7	
Profit / (Loss) After Tax	85.0	81.7	4.1

** including Other Income and JV profit

Financial Performance : Q3 FY 2015-16 (3 mth YoY & QoQ) **HCC**

For the quarter ended	Q4 FY16 31 Mar'16	Q4 FY15 31 Mar'15	Q3 FY16 31 Dec'15	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover (Including JV)	1,196.0	1,175.1	1,058.0	1.8	13.0
Other Income & JV Profit/loss	29.0	50.2	46.4		
Construction Cost (incl. material) / other exp.	854.1	833.9	711.0	2.4	20.1
Employee Cost	99.4	91.6	92.2	8.5	7.8
EBITDA (excluding other income & JV income)	235.5	192.2	233.4	22.5	0.9
EBITDA Margins	19.81%	17.20%	22.51%		
Interest	176.6	167.7	170.2	5.3	3.8
Depreciation	31.7	38.7	33.4	(18.2)	(5.1)
Exceptional Item	(26.2)	-	(45.5)		
Profit / (Loss) Before Tax **	30.0	36.0	30.7	(16.6)	(2.2)
Tax	10.9	15.3	11.3		
Profit / (Loss) After Tax	19.1	20.7	19.4	(7.3)	(1.2)

** including Other Income and JV profit

Standalone Balance Sheet Highlights

Rs. Cr	As at 31 st March 2016	As at 31 st March 2015
Net worth	1,863	1,387
Total Debt (includes working capital limits & FITL)	4,904	5,011
Other current/non current liabilities	3,183	3,227
TOTAL LIABILITIES	9,950	9,626
Non current assets	5,395	4,550
Current assets	4,555	5,076
TOTAL ASSETS	9,950	9,626

Consolidated Financial Highlights

Profit & Loss Account

Rs. Cr	FY 2015-16	FY 2014-15
Total Income from Operations	8,768	10,353
Profit / (Loss) before Tax	(395)	(305)
Profit / (Loss) After Tax	(318)	(159)

Balance Sheet

Rs. Cr	As at 31 st March 2016	As at 31 st March 2015
Net worth (with Minority interest)	905	744
Total Debt (includes working capital limits & FITL)	11,029	11,880
Other current/non current liabilities	6,656	6,405
TOTAL LIABILITIES	18,590	19,029
Non current assets	10,156	10,052
Current assets	8,434	8,977
TOTAL ASSETS	18,590	19,029



HCC E&C

Significant Events

Major milestones

- Completion of Roller Compacted Concrete (RCC) dam of Teesta IV Low Dam project
- Inauguration of South Wharf of the newly developed dry dock at Mumbai Naval Dockyard
- Inauguration of the Parama Island - Park Circus elevated corridor project in Kolkata by Smt Mamata Banarjee, Chief Minister of West Bengal
- Foundation stone Laying of Ramban Banihal road project on NH44 in Jammu & Kashmir by Honorable Prime Minister, Shri Narendra Modi
- Foundation stone laying ceremony of two road projects in Assam on NH52 and NH37 by Shri Nitin Gadkari, the Union Minister of Road Transport, Highway & Shipping
- Second twin tunnel breakthrough at DMRC CC34 project

Enhanced brand value by achieving many important milestones during FY2015-16

“Infrastructure Company of the Year Award”

- to HCC by Construction Week for its outstanding contribution in the Infrastructure sector

“Water Project of the Year Award”

- to HCC’s Dagachhu Hydroelectric Power Project in Bhutan from Construction Week

“QCI D.L. Shah Quality Award”

- to HCC’s Bogibeel Rail-cum-Road Bridge project

“Best Concrete Structure of the year Award”

- To HCC’s Padur Cavern Project from ‘Indian Concrete Institute’

"Best Construction Project" from CIDC Vishwakarma Award 2016'

- to Dagachhu Hydroelectric Power Project under Power category
- to Padur Cavern Project under Infrastructure category

CSR Awards to HCC's Water initiatives

- By the CIDC under "Achievement Award for Social Development & Impact" category
- By the World CSR Congress

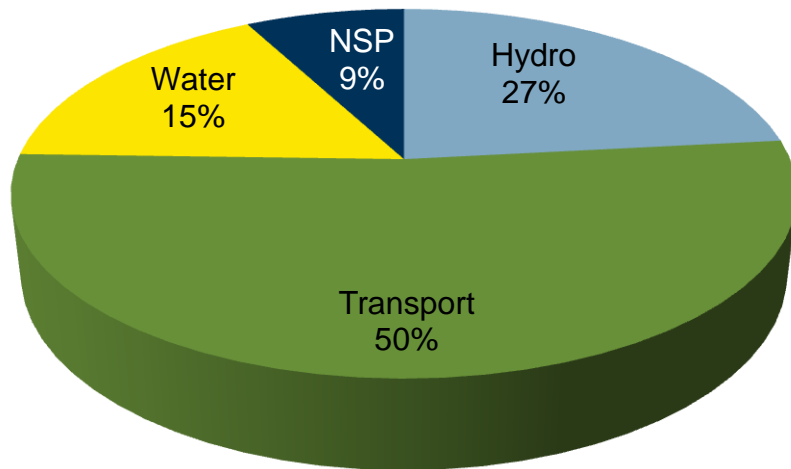
FY 2015-16 : Orders Won

S. No.	Business Line	Name of Project	Client	HCC Share (Rs Cr)
1	Transportation	Single line BG Tunnel No.12, Assam	NF Railway	772
2	Buildings	Tata Memorial Centre Hospital at Vizag, AP	DAE	153
3	Transportation	4-Lanning of Ramban-Banihal sec of NH 1A, J&K	NHAI	1,783
4	Nuclear	C&S Works at BARC Tarapur, Ph I, Maharashtra	BARC	943
5	Nuclear	DFMF Plant, Tamil Nadu	IGCAR	43
6	Transportation	Kangchup Tamenglong Road, Manipur	PWD, Manipur	813
7	Hydro	Tapovan Vishnugad HEP - Bal. works of HRT	NTPC	634
8	Hydro	Double Lane Tunnel at Sawalkot, J&K	JKSPDC	167
9	Hydro	Nikachhu HEP (118MW), Bhutan	DGPC	456
Total – Orders Won				5,764

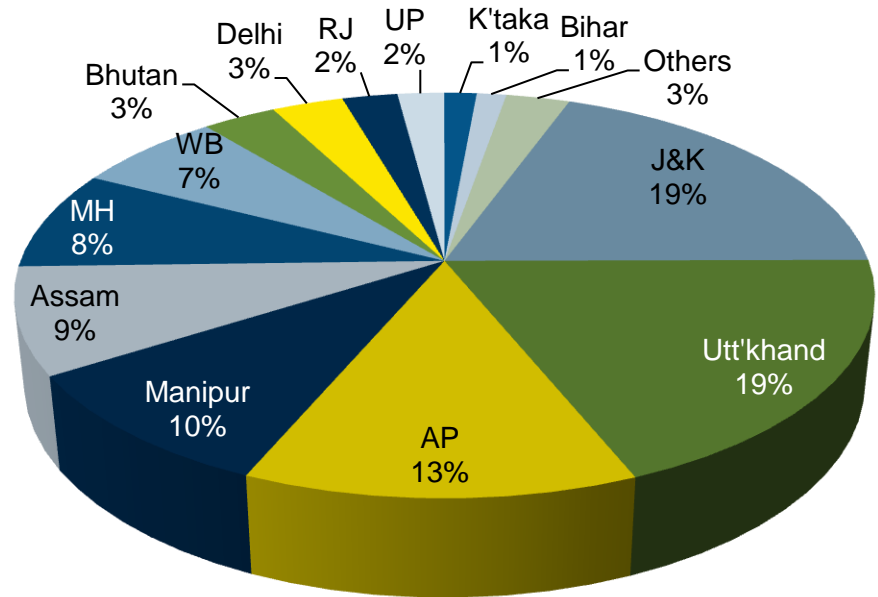
In addition to order book, Current L1 orders is aggregating to Rs. 4,930 Cr

Order Backlog (as on 31-Mar-2016): Rs 18,123 Cr

Business Line Wise



Geographical Spread



Order book to cross Rs. 22,000 crs post conversion of L1 into orders

Balanced portfolio having geographical spread across the country

Bid Slate as on 31st March 2016

(Rs in Cr)

		Hydro	Transport	Water	NSP & Buildings	Total
A	Price Bids under evaluation	1,425	415	2,450	1,310	5,600
		3	2	2	2	9
B	Bids to Submit where HCC has Pre-Qualified	1909	14,434	3,500	0	19,843
		2	20	7	0	29
C	Pre-qualifications under evaluation	11,350	383	8071	2,249	22,053
		4	2	2	5	13
D	Pre-qualifications to submit	1800	1,100	0	0	2,900
		2	1	0	0	3



Steiner updates

- Steiner AG, Headquartered in Zurich, is a leading Real Estate Developer and Total Services Contractor in the Swiss real estate market .Specializes in turnkey development of new buildings and renovation of existing properties
- Closing order backlog at CHF 1,319 million (Rs.9,068 Cr) excluding contracts of CHF 700 million (Rs.4,813 Cr) yet to be signed
- Order intake during Q4 FY 2015-16 CHF 124 million (Rs. 855 Cr)
- Order intake in last 12 months ~ CHF 849 million (Rs. 5,833 Cr)
- Key financials of Steiner AG:
 - (for P&L : exchange rate of 1 CHF = Rs 66.83 as of March 31, 2016)
 - (for BS : exchange rate of 1 CHF = Rs 68.75 as of March 31, 2016)

As per IGAAP	Q4 FY 2015-16	Q4 FY 2015-16	12M FY 2015-16	12M FY 2015-16
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	156	1,042	639	4,256
PAT/ (Loss)	(0.3)	(1.7)	(0.9)	(6.5)



HCC Infrastructure

Business Update

- Baharampore-Farakka (Pkg 3, NH34)
 - Daily toll collection ~Rs.36 lacs with 13% PCU growth in last quarter; FY16 witnessed 7% PCU growth
 - Annual revenue of Rs. 112 crore, 37% increase YoY
 - Baharampore Bypass land entirely procured by NHAI; execution of FCOD stretch underway
- Farakka-Raiganj (Pkg 4, NH34)
 - COD expected by June/July 2016; Final Completion in Q4 FY17
- Raiganj-Dalkhola (Pkg 5, NH34)
 - ~90% land acquired after 6 yr land acquisition delay
 - Entire equity infused; grant application submitted
 - Earthwork, cleaning, grubbing and trench work started in Q4 FY16
 - Scaling up of construction works dependent on adequate support from NHAI & Lenders
- Delhi-Faridabad (NH2)
 - SC order requiring Environment Compensation Charge (discouraging CV traffic into Delhi) & Delhi Govt. Odd/Even policy resulting in material traffic dip and loss of revenue
 - Evaluating various options with lenders to restructure debt or mutually foreclose the project with NHAI due to Force Majeure event



Package 3 Toll Plaza at Km 206



Construction underway at Package 4



Lavasa Corporation Limited



Aerial View



Aerial View of Dasve

Operations – Highlights

- **Labours on ground : ~500 Nos.**
- **Total units ready for possession : ~1118 units**
 - Apartments : ~665 Units
 - Villas : ~ 453 Units
- **Possession given till date : 945 units**

Updates : Tourism & Awards

- **Footfall:** Footfall during FY 15-16 rose 12% to ~1.07 Mn. Highest footfall achieved 11,00,000 during last calendar year.
- Lavasa bagged 6 prestigious awards in FY 2016.
 - The award for Lavasa as the ‘Smart City of Tourism’.
 - The ‘Best Exhibition and Convention Centre - West India.
 - The third consecutive year, Lavasa has won the PATWA International award for the “Future of Travel”.
 - Best MICE Destination – India Hospitality Awards
 - “Smart City For Education” at ABP News Brand Excellence Award 2015
 - Best City Initiative – Smart Cities Exhibition, Jaipur
- **Shoots:** Prominent commercial shoot included Tata Zest, Volkswagen Vento, South-Kannada film , Apollo Tyres, Maruti CIAZ Ranveer Singh, and Marathi Movie – ‘Friends ‘& ‘Photocopy’.

- **Events:**

- Republic Day Event : Introduced Hot air balloon activity at Lavasa. 30000 footfalls over 4 days.
- Christmas & New Year Event : Live musical and dance performance by renowned artist Sharon Prabhakar
- Freedom 2015 : Event done in collaboration with HT. 35000 footfalls; Celeb DJ entertained the crowd.
- IMFFA : Hosted nomination ceremony of International Marathi Film Festival Awards at LICC.

- **All that Jazz; a leading retailer shall commence operation by 15th May 2016**

- **Guns and glory shooting range to commence operations soon**

- **New shops like Popsicles, Live today ,Kashmir cottage have been signed up**



- **Dasve Hospitality Institute:** In May 2016, Lavasa leased the institute to Expat Properties for running its operations for 10 years
- **Apollo Medicity:** In Nov'16, Apollo Enterprise increased its stake from 37.5% to 51%
- **Sports Academy:** MOU with investor is finalized for development of 4.58 acres Rs. 30 cr sport complex in Dasve. Work started for constructing Multi-purpose stadium for corporate tournaments.
- **Knowledge Vistas Limited:** Signed a term sheet with Befferent Digital Media pvt ltd., due diligence under process
- **SGG:** Deal with Lavasa(LCL) to establish International Boarding School Campus with all related infrastructure facilities is in process



Thank You