

HC/SEC/2016

January 29, 2016

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

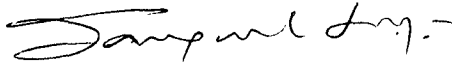
Dear Sir,

Sub: Analyst/ Institutional Investor Meeting

Further to our letter dated January 25, 2016, pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing obligations and Disclosure requirements) Regulations, 2015 ("SEBI LODR"), we are enclosing herewith Analyst Institutional Investor presentation Meeting held on January 28, 2016.

Thanking you,

Yours faithfully,
For Hindustan Construction Co Ltd



Sangameshwar Iyer
Company Secretary

Encl: as above

Cc: National Stock Exchange of India Ltd,
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (East),
Mumbai-400 051



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q3 FY2015-16



Presentation Flow

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

Key Financial Highlights: Q3 FY2015-16

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

- Turnover is at Rs. 1036.6 Cr v/s Rs. 1093.4 Cr
- EBITDA margin at 22.51% V/s 18.81%
- PBT without exceptional item Rs .76.2 Cr v/s Rs 40.5 Cr
- Net Profit of Rs. 19.4 Cr v/s Rs. 27.1 Cr

➤ **As compared to 9 months of the previous year (YoY)**

- Turnover is at Rs. 2877.1 Cr v/s Rs. 3009.0Cr
- EBITDA margin at 20.12% V/s 19.32%
- Net Profit of Rs. 65.8 Cr v/s Rs. 61.0 Cr

➤ Current Order backlog is at Rs. 16,290 Cr excluding L1 contracts worth Rs. 5,978 Cr

➤ Orders bagged till date Rs. 3,707 Cr

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

For the quarter ended	Q3 FY16 31 Dec'15	Q3 FY15 31 Dec'14	Q2 FY16 30 Sept'15	YoY	QoQ
	Rs. Cr	Rs. Cr	Rs. Cr	%	%
Turnover (net of JV)	1,036.6	1,093.4	935.2	(5.2)	10.8
Other Income & JV Profit/loss	46.4	36.5	42.9		
Construction Cost (incl. material) / other exp.	711.0	800.9	664.5	(11.2)	7.0
Employee Cost	92.2	86.9	88.4	6.1	4.3
EBITDA (excluding other income)	233.4	205.7	182.3		
EBITDA Margins	22.51%	18.81%	19.50%		
Interest	170.2	166.1	175.6	2.4	(3.1)
Depreciation	33.4	35.5	35.1	(6.1)	(4.8)
Exceptional Item	(45.5)	-	45.2	-	
Profit / (Loss) Before Tax **	30.7	40.5	59.8	(24.3)	(48.7)
Tax	11.3	13.4	21.4		
Profit / (Loss) After Tax	19.4	27.1	38.4	(28.6)	(49.6)

** including Other Income and JV profit

Financial Performance : 9 M FY 2015-16 (YoY)

For the period ended	9M FY16 31 Dec'15	9M FY15 31 Dec'14	YoY
	Rs. Cr	Rs. Cr	%
Turnover (net of JV)	2,877.05	3,009.0	(4.4)
Other Income & JV Profit/loss	141.8	104.9	
Construction Cost (incl. material) / other exp.	2,027.2	2,158.1	(6.1)
Employee Cost	270.9	269.5	0.5
EBITDA (excluding other income)	578.9	581.4	
EBITDA Margins	20.12%	19.32%	
Interest	513.3	483.5	6.2
Depreciation	104.2	111.6	(6.6)
Exceptional Item	(0.3)	-	-
Profit / (Loss) Before Tax **	103.0	91.3	12.8
Tax	37.2	30.3	
Profit / (Loss) After Tax	65.8	61.0	7.9

** including Other Income and JV profit



HCC E&C

FY 2015-16 : Orders Won

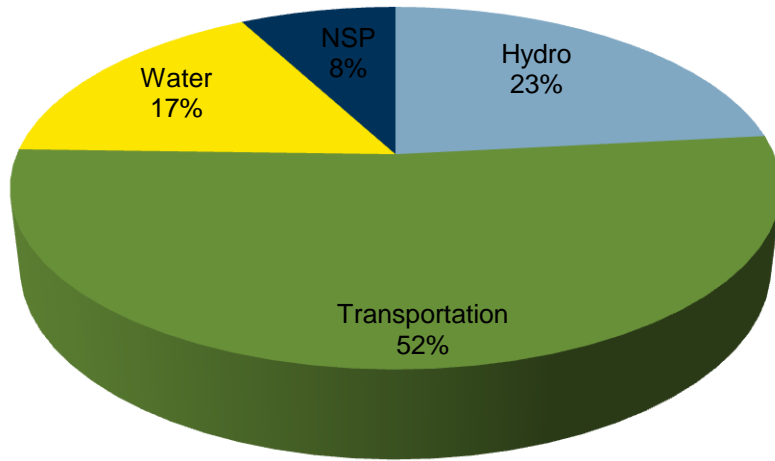
Orders Won

S. No.	Business Line	Name of Project	Client	Rs Cr
1	Transportation	Single line BG Tunnel No.12, Assam	NF Railway	785
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
TOTAL				3,707

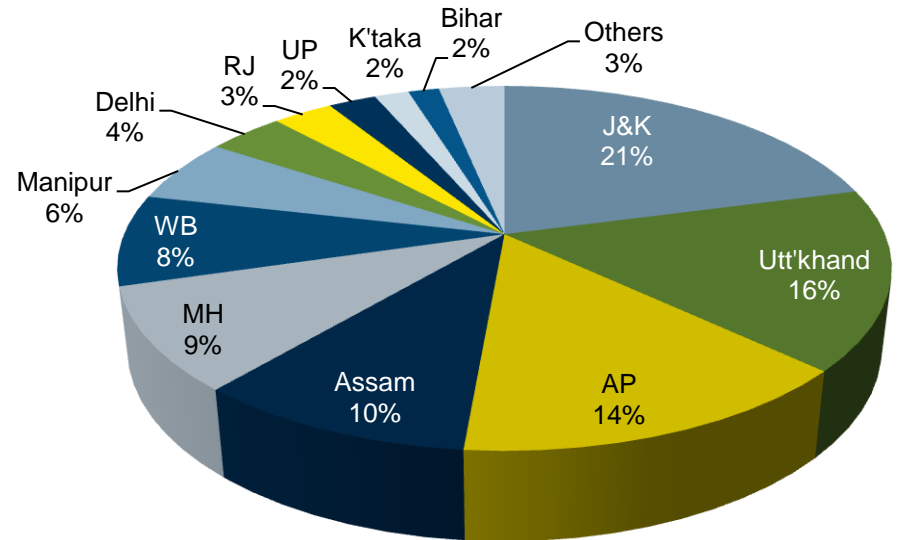
In addition to order book, Current L1 orders is aggregating to Rs. 5,978 Cr

Order Backlog (as on 1-Jan-2016): Rs 16,290 Cr

Business Line Wise



Geographical Spread



Order book to cross Rs. 21,000 crs post conversion of L1 into orders

Balanced portfolio having geographical spread across the country



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 1,354 million (Rs.8,906 Cr) excluding contracts of CHF 615 million (Rs.4,046 Cr) yet to be signed
- Order intake during Q3 FY 2015-16 CHF 95 million (Rs. 626 Cr)
- Order intake in last 12 months ~ CHF 1,100 million (Rs. 7,237 Cr)
- Key financials of Steiner AG:
 - (for P&L : exchange rate of 1 CHF = Rs 66.68 as of December 31, 2015)
 - (for BS : exchange rate of 1 CHF = Rs 65.79 as of December 31, 2015)

As per IGAAP	Q3 FY 2015-16	Q3 FY 2015-16
	CHF Million	Rs. Cr
Turnover	141	938
PAT/ (Loss)	(0.4)	(3.0)

- Steiner India (100% subsidiary of Steiner AG), executing Lavasa project and implementing third-party projects in Mumbai, Pune, Delhi and Bangalore areas



HCC Infrastructure

Business Update

- West Bengal Projects (NH34)
 - Baharampore-Farakka (Pkg 3):
 - Last quarter toll collection ~Rs.30 lacs daily
 - Baharampore Bypass land entirely procured by NHA I – execution of FCOD stretch underway
 - Farakka-Raiganj (Pkg 4)
 - NHA I land acquisition now complete – execution in full swing with ~72% progress achieved
 - COD expected by June 2016
 - Raiganj-Dalkhola (Pkg 5)
 - Working with NHA I & Lenders to restart project after 5.5 yr land acquisition delay
- Dhule Palesner Highway (NH3): HCC Concessions closed sale of its 60% stake to Sadbhav for Rs.204 crore in October 2015
- Nirmal Annuity Project: Sale to Highway Concession One, an IDFC managed entity, closed in December 2015 for Rs.64 crore



Package 3 Toll Plaza at Km 206



Construction underway at Package 4



Lavasa Corporation Limited



Aerial View



Aerial View of Dasve

Operations – Highlights

Labour strength : ~ 1000 Nos. on ground

Units handing over, momentum gaining :

- 1105 units ready for possession

Dasve :

~ 1.5 million Sqft. of residential, commercial & social under development i.e. villas, Club view, lake view, Delfino, Brook view, Valley View etc.

Mugaon :

~1 million Sqft of residential under development

Updates

Apollo Medicity : Share purchase agreement signed with Apollo Enterprise

Novotel : Investor to infuse equity for completion of 129 rooms

Tourism :

- Tourist footfall has increased by 21% in Q3 FY2015-16 to 8.3 lakhs
- During last 12 months, 1.1 million tourists visited Lavasa
- Occupancy for Q3 FY2016 stood at 66 %

The background features a dark blue header bar at the top. On the left side, there is a vertical light blue bar. A yellow triangle is positioned in the upper-left corner, overlapping the light blue bar. A green triangle is also in the upper-left corner, overlapping the yellow triangle and the light blue bar.

Thank You