



HCC/ SEC/ 2023

May 18, 2023

BSE Limited The Corporate Relationship Dept, 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code: 500185	National Stock Exchange of India Ltd. Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai-400 051. Scrip Code: HCC
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Dear Sir,

Sub: Analyst /Institutional Investors Meeting

Further to our letter dated May 10, 2023 and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the copy of the presentation made before the meeting of the Analyst /Institutional Investors held on May 18, 2023.

Thanking you,

Yours faithfully,
For Hindustan Construction Company Ltd.

Nitesh Kumar Jha
Company Secretary

Enclosed: As above.

Hindustan Construction Co Ltd

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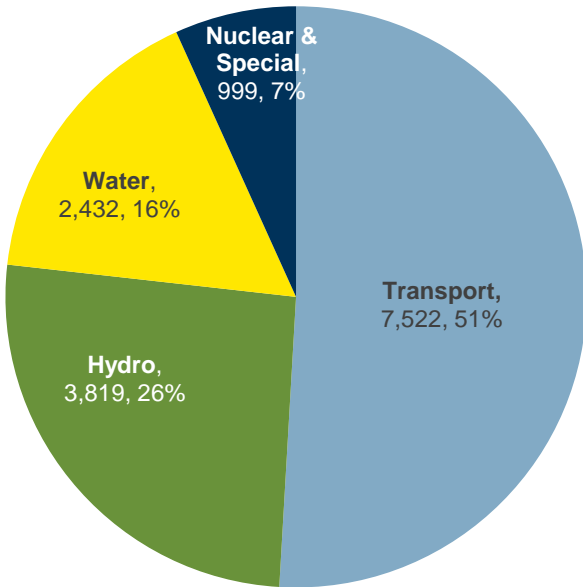
Hindustan Construction Co Ltd

Investor / Analyst Presentation

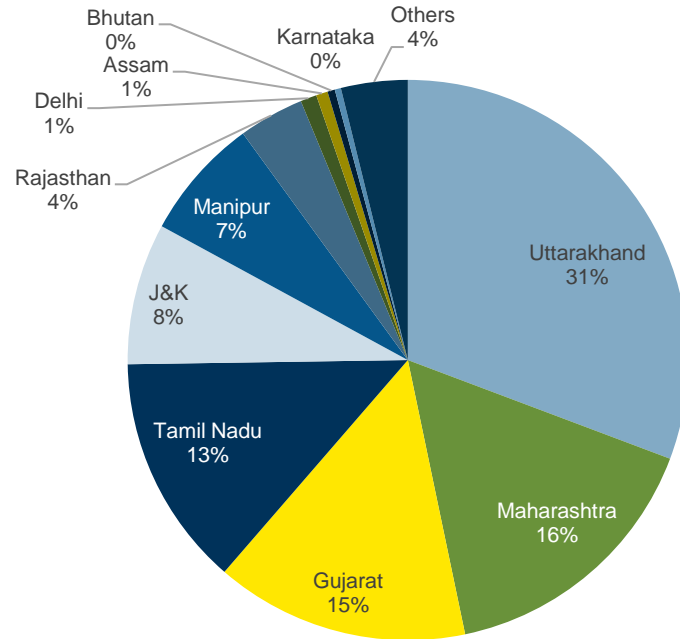
Q4 FY23

Order Backlog: ₹14,772 Cr

Business line wise break-up



Geographical break-up



Balanced portfolio having geographical spread across the country

BD Strategy: Focus on high value jobs in urban infra, underground structures and hydro power space

Bids Submitted during FY23: ₹5,700 Cr; Order Booked ₹3,681 Cr; Under Evaluation ₹970 Cr

Key Highlights: FY23

1. Consolidated Group revenue at ₹9,857 Cr in FY23 vs ₹10,668 Cr in FY22
2. Consolidated Loss at ₹89.1 Cr in FY23 vs Net Profit of ₹637.3 Cr in FY22
3. Highest Ever Standalone E&C turnover of ₹5,222 Cr in FY23 vs. ₹4,666.3 Cr in FY22
4. Standalone Net Profit of ₹253.4 Cr in FY23 vs Net Loss of ₹153.1 Cr in FY22
5. EBITDA margin (excluding Other Income): 14% in FY23 vs. 17% in FY22
6. Strong operational performance and earnings during the quarter due to focus on delivering turnover and improved operational efficiencies through a leaner and efficient organizational structure
7. Strategic divestment of our BOT assets, strengthening the balance sheet and cash flow
8. Completed debt carve-out process; ₹308 Cr of debt repayment in FY23
9. Bid submissions planned for FY23 (Major Bids) ~ ₹11,000 Cr
10. Project completion certificates
 - Pare HEP - Completion certificate & Defect liability completion certificate received.
 - Mizoram Tunnel 15A and Sone Bridge Projects - Completion certificates received.

Operations Update: Anji Khad Bridge



46 out of 47 segments launched. Stay cables fixing completed.

Operations Update: DMRC DC06



Cut & Cover Roof slab



Station Base slab works Grid 5-8

Station works, Cut & Cover and Cross Passage works are progressing well

Operations Update: Imphal Road



Bow string girder erection @ Bridge 5+411



DBM works @ 17+800

Operations Update: Numaligarh Jorhat Road



Toll Plaza at @ 424+40



VUP works @ 407+540

Operations Update: Tehri PSP(4x250 MW)



Horizontal Penstock Excavation



Downstream Surge Shaft Lining

Operations Update: Vishnugad Pipalkoti HEP(4x111MW)



HRT Overt lining



TBM Cutter Head

TBM Drive to re-commence after two & a half years by second week of July 2023

Operations Update: Nikachhu HEP(2x59 MW)



Dam works – River diverted through Radial gates

Operations Update – Railway Tunnel T-49A



Main Tunnel with BLT



Escape Tunnel Layby Water Proofing Membrane fixing

Operations Update – Sawalkote Tunnel



Tunnel invert lining



Tunnel Overt lining

Operations Update – Parwan Dam



Dam and Tunnel works are progressing well

Operations Update - Mumbai Metro

CST Station – 89% completed



MEP works

Kalbadevi Station – 75% completed



Ancillary Building works

Operations Update - Mumbai Metro

Girgaon Station – 49% completed



Station works – Concourse Slab

Grant Road Station – 62% completed



NATM works

Operations Update - Mumbai Coastal Road



Main Bridge - Segment Launching

Operations Update - Mumbai Coastal Road



Arm – 2 Segment Launching

Financial Performance: Q4 FY23 (y-o-y & q-o-q)

Results are in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs

Particular	Q4 FY23 ₹ Cr	Q4 FY22 ₹ Cr	y-o-y %	Q3 FY23 ₹ Cr
Income from Operations	1,844.76	1,571.4	17.4%	1,155.5
Other Income	19.34	2.6		11.7
Total Income	1,864.10	1,574.0	18.4%	1,167.1
Construction Cost(incl. material)/ Other Exp.	1,550.4	1,189.7	30.3%	902.5
Employees Cost	83.3	93.1	- 10.5%	81.6
EBITDA (excluding Other Income)	211.1	288.6	- 26.9%	171.4
EBITDA margin (%) (excluding Other Income)	11.4%	18.4%	- 38.0%	14.8%
Finance Cost	145.53	243.8	- 40.3%	138.4
Depreciation	18.88	24.1	- 21.7%	18.9
Exceptional items - Gain / (Loss)	-	-	-	-
Profit / (Loss) Before Tax and Exceptional Items	66.0	23.4		25.8
Profit / (Loss) Before Tax after Exceptional Items	66.0	23.4		25.8
Tax expense	- 0.2	1.7		0.6
Profit / (Loss) After Tax	66.2	21.6		25.2
Other comprehensive income / (loss)	3.2	0.6		- 1.5
Total Comprehensive Income (after Tax)	69.4	22.3		23.7

Financial Performance: FY23 (y-o-y)

Results are in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs

Particular	FY23 ₹ Cr	FY22 ₹ Cr	y-o-y %
Income from Operations	5,222.0	4,666.3	11.9%
Other Income	61.2	80.2	- 23.7%
Total Income	5,283.2	4,746.5	11.3%
Construction Cost(incl. material)/ Other Exp.	4,185.9	3,531.4	18.5%
Employees Cost	323.8	345.9	- 6.4%
EBITDA (excluding Other Income)	712.4	788.9	-9.7%
EBITDA margin (%) (excluding Other Income)	13.6%	16.9%	-19.5%
Finance Cost	664.0	948.8	- 30.0%
Depreciation	78.1	93.6	- 16.6%
Exceptional items - Gain / (Loss)	223.3	-	
Profit / (Loss) Before Tax and Exceptional Items	31.6	- 173.3	
Profit / (Loss) Before Tax after Exceptional Items	254.9	- 173.3	
Tax expense	1.5	- 20.2	
Profit / (Loss) After Tax	253.4	- 153.1	
Other comprehensive income / (loss)	0.7	7.9	
Total Comprehensive Income (after Tax)	254.1	- 145.2	



HCC Concessions

Business Update: Q4 FY23



Bhagirathi bridge super structure works



ROB at Ch 192 (RHS): Steel girder erection work in progress

Baharampore - Farakka (NH34 Pkg 3):

- HCC Concessions closed its sale of BFHL to Cube Highways on 28 March 2023 at an enterprise valuation of ₹1,323 Cr, including SPV debt of ₹646 Cr.
- Q4 FY23 Avg daily PCUs grew by 3% while revenue stood at ₹35.4 Cr.
- Construction expected to be completed by Q3 FY24 resulting in toll rate increase of ~45%

Business Development: Evaluating opportunities in the Highway sector, some in partnership with Strategic / Financial Investors. Also evaluating Ropeways and Personalised Rapid Transit (PRT) projects.



Steiner AG

Steiner AG FY22 Highlights

1. 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
2. Closing order backlog as of March 30, 2023: CHF 967 million (₹8,572 Cr)
3. Order intake during FY23 was CHF 444 million (₹3,936 Cr)

Key financials

As per IGAAP	FY23		FY22	
	CHF Million	₹ Cr	CHF Million	₹ Cr
Turnover	527	4,379.4	754	5,947
PAT/ (Loss)	(42.4)	(352)	39	312



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