



Commitment, Reliability & Quality
Dept. of Corporate Services – Corporate Relationship,
BSE Limited,
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai 400 023
(Fax # 2272 3121/ 2037/ 2039/ 2041/ 2061/ 3719)
(Email: corp.relations@bseindia.com)

Date
12th May, 2017

Our Reference No.
SEC/05-1 & 2/2016

Our Contact
RAHUL NEOGI

Direct Line
91 22 67680814

Dear Sirs,

Unaudited Financial Results for the quarter ended 31st March, 2017
Scrp Code No: 509496 (BSE) / ITDCEM (NSE)

Enclosed please find presentation on unaudited Financial Results for the quarter ended 31st March, 2017, which will be presented to Analysts & Institutional investors pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the same on record. The presentation is being available on the Company's website www.itdcem.co.in in accordance with Regulation 46 of the Listing Regulation, 2015.

Thanking you,

Yours faithfully,
For ITD Cementation India Limited


(RAHUL NEOGI)
COMPANY SECRETARY

Encl: as above

National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza, C-1, Block 'G' Bandra-Kurla Complex,
Bandra (East),
Mumbai 400 051
(Fax # 2659 8237 / 8238)

ITD CEMENTATION INDIA LIMITED

Registered & Corporate Office : National Plastic Building, A - Subhash Road,
Paranjape B Scheme, Vile Parle (East), Mumbai - 400 057.
Tel.: 91-22-66931600 Fax : 91-22-66931628 www.itdcem.co.in
Corporate Identity Number : L61000MH1978PLC020435

ISO 9001, ISO 14001 & OHSAS 18001


DNV GL



Commitment, Reliability & Quality

- ▶ Corporate Vision
- ▶ Company Profile
- ▶ Parent Profile
- ▶ Financial Performance
- ▶ Order Book Analysis
- ▶ Operations & Management
- ▶ Way Forward





Commitment, Reliability & Quality

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“ ITD Cem has a ‘trishula’ approach to enhancing shareholder returns - prudent project selection, focus on free cash flows and mitigation of risks through bidding for projects in all sectors. ”



Commitment, Reliability & Quality

Corporate Vision

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▶ Our Mission

▶ Our Aim

▶ Our Core Principles



Commitment, Reliability & Quality

Corporate Vision

Our Mission

To make ITD Cementation India Limited, the country's leading construction Company in customer choice, quality and safety.

Our Aim

Our aim is a satisfied client, a strong and proactive workforce and a quality product finished on time and to budget.

Our Core Principles

- Customers come first.
- Employees are our most important asset & working conditions and training must enable them to give their best.
- Our quality health and safety standards will be second to none.
- Timely commencement and completion of projects.
- Good plant and machinery is our wealth. We ensure these are always well maintained and in good working order.
- Well developed MIS systems and state-of-the-art technology is our priority.
- Environmental awareness and care for the world in which we live will be part of our business philosophy.
- Our competitive edge is maintained through specialist skills and commitment to both & Training and R&D.

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Commitment, Reliability & Quality

Company Profile

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▶ Corporate Structure

▶ Joint Ventures

▶ Industry Position



Commitment, Reliability & Quality

Company Profile



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Company Profile

ITD Cementation India Limited (ITD Cem), is a subsidiary of the Thailand-based Italian-Thai Development Public Company Limited (ITD)

Engaged in the construction of marine structures, highways, bridges & flyovers, metros, airports, hydro-tunneling, dams & canals, water & waste water segment, industrial structures, buildings and specialist foundation engineering projects

Order book of Rs. 66,029 mn as on March 31, 2017 executable over a period of 30 months.

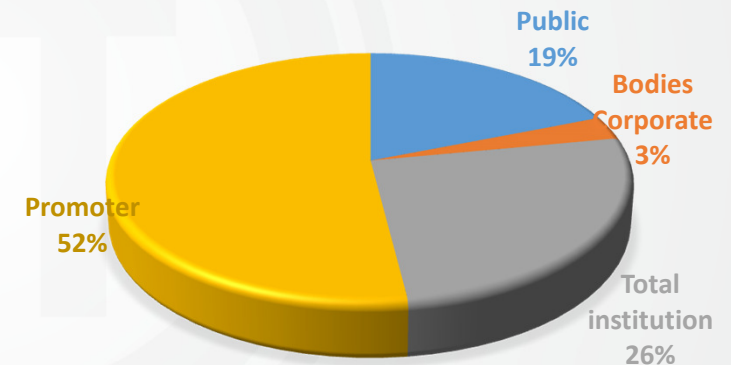
Only construction company with a sustained presence in India with MNC parentage

Pedigree of strong management systems and strong recall among clients

Employee strength 1,879 people

Listed on Indian stock exchanges with a market capitalization of Rs. 26,904 mn

Ownership Details: ITD acquired 80.4% from Skanska AB in 2004 and currently holds nearly 52% in ITD Cem

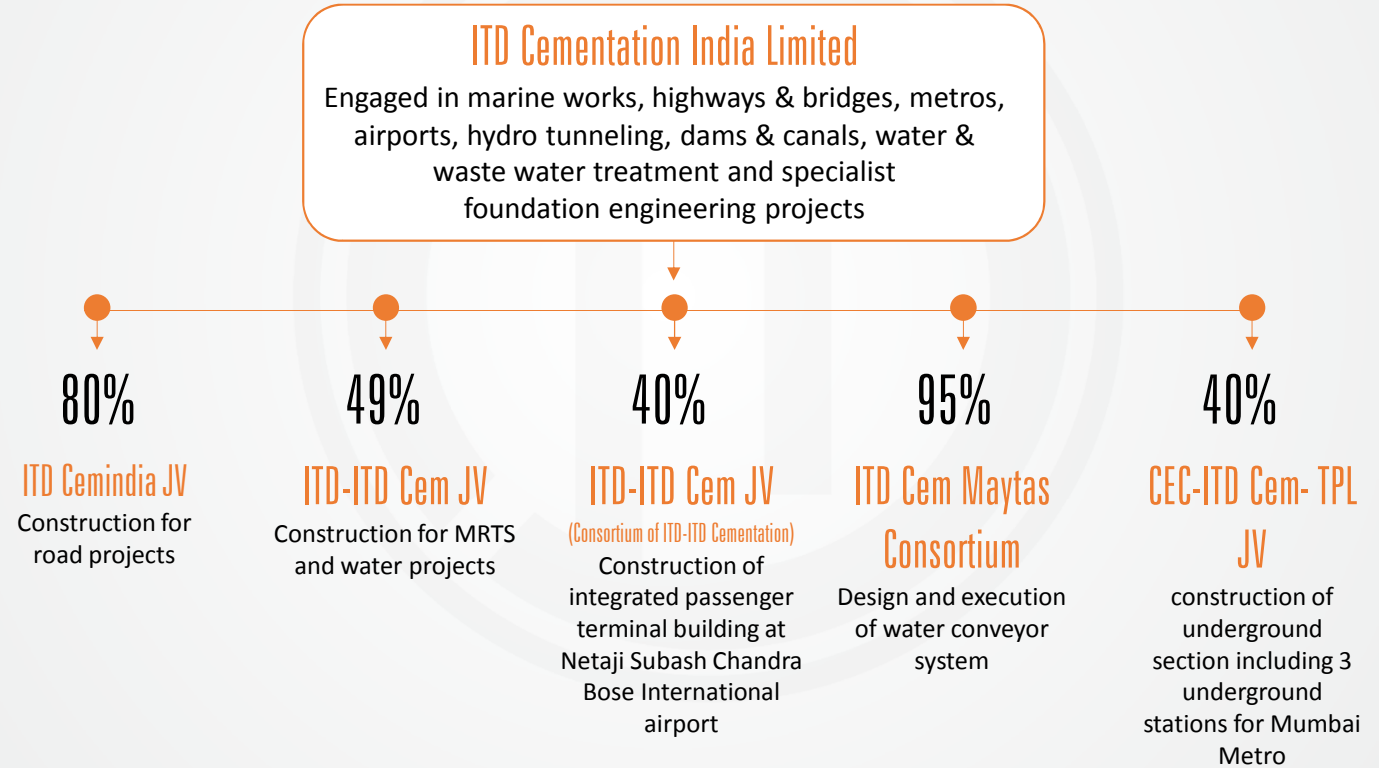




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Corporate Structure

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Joint Ventures

▶ Corporate Vision

▶ Company Profile

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	ITD-ITDCem JV	ITD-ITDCem JV (Consortium of ITD-ITD Cementation)	ITD Cem Maytas Consortium	ITD Cemindia JV	CEC-ITD Cem- TPL JV
Shareholders	ITD Cem – 49% ITD (Thailand) – 51%	ITD Cem – 40% ITD (Thailand) – 60%	ITD Cem – 95% Maytas–5%	ITD Cem – 80% ITD (Thailand)– 20%	CEC – 40% ITD Cem – 40% TPL - 20%
Key projects	<ul style="list-style-type: none"> ☑Supply and installation of track work for Bangalore Metro – work virtually completed ☑3 under ground stations and tunnels for Kolkata Metro – scope of work increased, new order of enhanced work awaited ☑Design and construction of elevated viaduct and 8 elevated stations for DMRCL (CC26) worth 5,460 mn ☑Design and Construction of Tunnels by Shield TBM under Delhi MRTS Project for DMRCL (CC32) worth 7,520 mn ☑Laying of Water Trunk Main from Garden Reach Water Works to Taratala Valve Station and Laying of Sewer Line along Diamond Harbour Road by Microtunnelling Method for KEIIP worth 1,459 mn 	<ul style="list-style-type: none"> ☑Construction of integrated passenger terminal building at Netaji Subas Chandra Bose (International) airport in Kolkata 	<ul style="list-style-type: none"> ☑Design and execution of water conveyor system for government of Andhra Pradesh 	<ul style="list-style-type: none"> ☑RJ-4: construction of bypass on NH-76 at Kota work virtually completed ☑Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.(KEIIP) 	<ul style="list-style-type: none"> ➤Design and construction of underground section including 3 underground stations for Mumbai Metro Rail Corporation Limited
Work in Hand as on March 31, 2017 (100%)	10,194 mn	-	5,686 mn	518 mn	27,845 mn

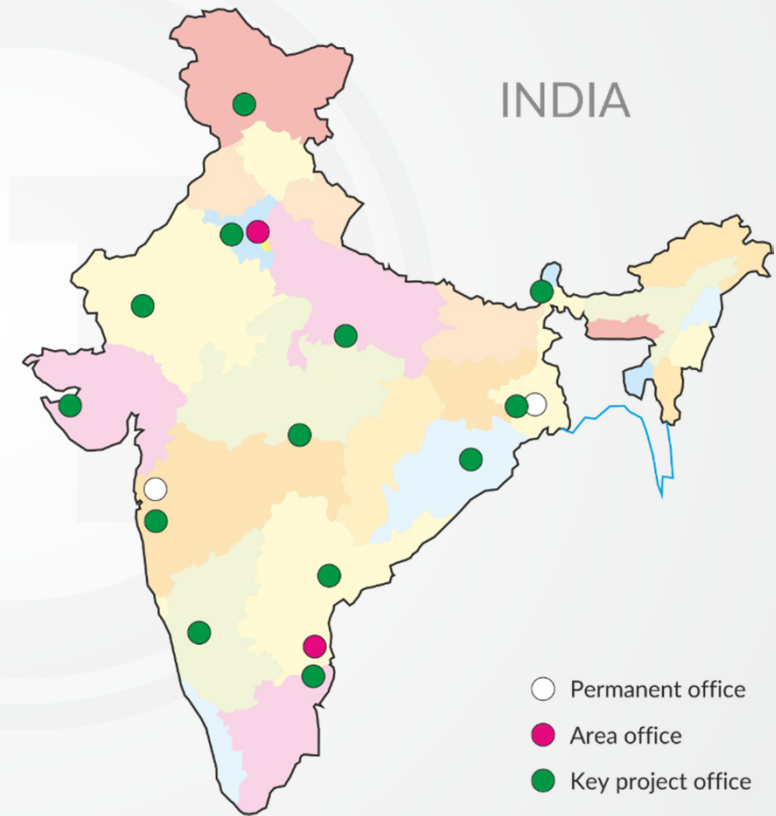


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Industry Position

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- Leadership position in marine construction, foundation and specialist works and significant presence in MRTS, Hydro / Dams / Tunnels / Irrigation and transportation segments
- Several quality and safety awards in the past 15 years - a reflection of ITD Cem's drive towards excellence
- One of the few construction companies to conform to ISO standards for Quality Management Systems, Occupational Health and Safety Management System and Environmental Management System
- Appreciations from DMRC and Tata Power amongst others for timely completion and quality construction
- Key clientele includes:
 - **Government:** DMRC, RVNL, Kolkata Metro Rail Corporation, SAIL, Bangalore Metro Rail Corporation, NHAI, Mazagaon Dock Ltd., Garden Reach Shipbuilders, Airport Authority of India, Indian Railways, Govt. of AP, Rites Ltd., CPWD, Noida, Mumbai Port Trust, Nagpur Metro Rail Corporation, Mumbai Metro Rail Corporation
 - **Private:** Reliance – ADAG group, IHI Corporation, Nhava Sheva Gateway Terminal, Tata Power, PSA (Singapore), Adani group, Jindal Steel, Samsung, Tata Power, RIL, L&T, Jindal Power, Mundra Port Trust, Ennore Port Ltd., Gangavaram Port Ltd., IIC Ltd. et al





Commitment, Reliability & Quality

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Parent Profile



▶ International Lineage

▶ Main Areas of Operation

▶ Major Projects



Commitment, Reliability & Quality

Parent Profile



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▶ International Lineage

▶ Main Areas of Operation

▶ Major Projects



Commitment, Reliability & Quality

International Lineage

- Italian-Thai Development Company Limited is the largest construction company in **Thailand (25% market share)** and one of the largest in South East Asia
- Listed on the stock exchange of Thailand in 1994 with an initial capital base of Baht **2 million**
- In 1985, ITD received the Royal Seal of Garuda, the **highest and most honorable achievement** for civilian companies in Thailand
- Revenues of Rs. 89,527 mn in FY 2016, **Net worth Rs. 24,517 mn as at 31 December 2016**
- Work in hand (Construction & Concession) Rs. 489,106 mn (**Construction Rs. 208,543 mn) as on February 2017**
- Geographic spread includes **Bangladesh, Cambodia, Laos, Indonesia, Myanmar, Philippines, Madagascar and Taiwan** other than India providing ITD Cem with international exposure
- Provides its Indian subsidiary with access to its **technologies and know-how as well skilled personnel**
- Provides the Company with access to **international design and engineering organisations**



- ▶ Corporate Vision
- ▶ Company Profile
- ▶ Parent Profile
 - International Lineage
 - Main Areas of Operation
 - Major Projects
- ▶ Financial Performance
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Commitment, Reliability & Quality

Main Areas of Operation

▶ Corporate Vision

▶ Company Profile

▶ Parent Profile

- International Lineage
- **Main Areas of Operation**
- Major Projects

▶ Financial Performance

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▶ Way Forward

Mass Rapid Transport Systems:

Construction of tunnels, underground railway stations and installation of the rain system

Airports:

Design and construction of runway, hangar, passenger terminal and various utilities at airports

Buildings:

Full service delivery of all types of buildings, from conceptual design to final decoration and fitting ranging from residential buildings to sports stadiums and gymnasiums to industrial structures

Roads:

Roads, bridges, flyovers and canals

Dams and Tunnels:

Construction of earthfill, rockfill and concrete dams, matched with tunnel construction for irrigation, potable water transmission, power generation, Highways and railways

Industrial Structures and Power Plants:

Construction of refineries, industrial estates, cement and power plants

Marine construction services:

Dredging, silt removal, land reclamation, port and wharf developments, port cargo handling areas, breakwaters and coastal erosion protection

Pipelines and Utility works:

Pipelines for potable water, raw water, waste water, drainage, oil and gas through rural and urban environments

Steel Structures:

Manufacture of complete steel structures and fabricated structural elements required for civil engineering construction works

Telecommunications:

Installation of public telephone network

Mining:

Management & operations of Mines



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Major Projects

- ▶ Corporate Vision
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Delhi Metro BC-24



BLCP 2 x 700 Mw Coal Fired
Power Plant (Civil Works)



Bangkok Mass Transit System
Extension Project



Ramindra - At Narong
Expressway System



COCO Coal Handling System



Piping works for
PTT phenol project

contd..



Cem

Commitment, Reliability & Quality

Major Projects

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King Power Complex



Maw Taung Coal Mining, Burma



Delhi Metro – BC24



Thapline for Suvarnabhumi Airport Dedicated Line



Nam Theun 2 Hydroelectric Project Contract , Laos



Bang Khen Water Treatment Plant , Bangkok



Commitment, Reliability & Quality

Key Financials

Rs. mn

- ▶ Corporate Vision
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STANDALONE

	Q1 Mar 2017	2016	2015	2014	2013	2012	2011	2010	2009
REVENUE	5181	29,253	27,361	13,524	12,248	12,805	12,974	10,719	9,797
PBT	300	944	352	(676)	93	267	220	122	77
PBT	300	944	★ (888)	★ 280	93	267	220	122	77
PBIDT	646	2,155	★ 512	★ 1,773	1,584	1,662	1,490	1207	1098
PAT	140	481	(593)	194	93	220	226	94	54
CASH PROFIT	278	804	(345)	488	428	580	568	402	360
EPS	0.98	3.10	(3.82)	15.14	8.08	19.08	19.60	8.15	4.69
NETWORTH	5,666	5,507	5,082	5,678	4,084	4,005	3,812	3,613	3,539
DEBTS	4,771	3,562	4,883	6,708	6,950	6,873	6,334	5,247	4,966
DIVIDEND %	-	30%	-	-	10%	20%	20%	15%	10%

CONSOLIDATED

	Q1 Mar 2017	2016	2015	2014	2013	2012	2011	2010	2009
REVENUE	5,232	30,886	30,687	17,124	15,784	16,338	17,121	14,622	14,746
PBT	301	736	394	(686)	239	311	282	207	159
PBT	301	736	★ (846)	★ 269	239	311	282	207	159
PBIDT	649	2,351	★ 898	★ 2,051	1,965	1,975	1,762	1,544	1492
PAT	141	481	(593)	194	93	220	226	94	54
CASH PROFIT	281	931	(227)	621	535	726	646	512	537
EPS	0.98	3.10	(3.82)	15.14	8.08	19.08	19.60	8.15	4.69
NETWORTH	5,666	5,507	5,082	5,678	4,084	4,005	3,812	3,613	3,539
DEBTS	4,771	4,630	6,007	7,653	7,695	7,837	6,517	5,468	5,004

★ After exceptional items



Commitment, Reliability & Quality

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Order Book: Sector Breakup

Order book of Rs. 66,029 mn as on March 31, 2017.

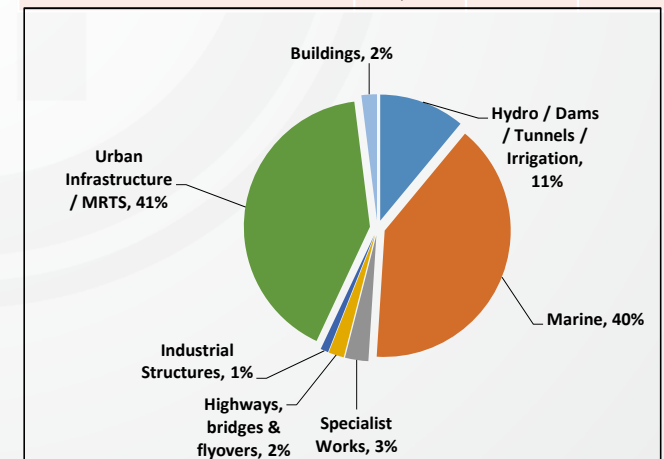
Marine, Hydro / Dams / Tunnels / Irrigation and Urban Infrastructure / MRTS form more than 90% of order book as on March 31, 2017

Other sectors include transportation, specialist works and industrial.

Major recently awarded projects included in order book are :

- Civil Works For Construction of LNG Berth at JSW Jaigarh Port worth 745 mn
- Civil works for the project of fifth oil berth at Jawahar Dweep in Mumbai Harbour worth 3,205 mn
- Development of Multipurpose Terminal in Inner Harbour of Visakhapatnam Port Trust worth 1,817 mn.
- Construction of Ten No. Elevated Metro Stations Excluding Viaduct On The East-West Corridor in Reach - 3 of Nagpur Metro Rail Project worth 4,457 mn
- Design and construction of underground section including 3 underground stations for Mumbai Metro worth 28,301 mn (our share 11,320 @ 40%).
- Laying of Trunk Sewer along James Long Sarani by Microtunneling Method worth 987 mn
- Construction of Multi Modal IWT terminal for Haldia- West Bengal worth 5,174 mn
- Design and Construction of Elevated Viaduct for Nagpur Metro Rail Project worth 3,722 mn
- Improving the Capacity Utilization of OR-I & OR-II Berth, Vishakhapatnam Port Trust worth 1,677 mn

As on March 31, 2017	Size	No . (Major)	%
Hydro / Dams / Tunnels / Irrigation	7,397	7	11%
Urban Infrastructure / MRTS	27,184	12	41%
Marine	26,228	13	40%
Specialist Works	1,797	15	3%
Industrial	463	1	1%
Buildings	1,311	3	2%
Highways, bridges & flyovers	1,649	4	2%
Total	66,029	58	





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Order Book: contd..

Following major projects secured after 31 March 2017 which are not included in the order book:

- 4 packages of Construction of elevated structures (viaduct & stations) for Bangalore Metro Rail Corporation Limited worth 23,702 mn.
 - Pkg.1 6,895 mn
 - Pkg.2 6,838 mn
 - Pkg.3 4,855 mn
 - Pkg.4 5,114 mn

L1 project in line worth around 17,000 mn

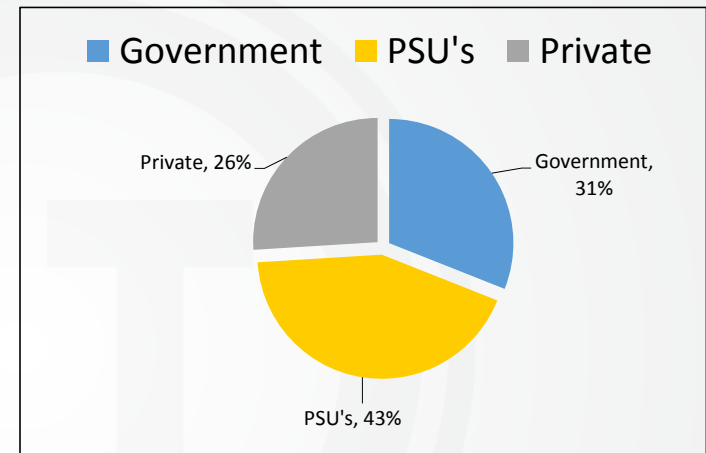


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Order Book: Sector Breakup

As March 31, 2017	Size	%
Government	20,372	31%
Public Sector Undertakings	28,752	43%
Private	16,905	26%
Total	65,835	



Sector	Major Clients
Government	Meghalaya State Electricity Board, Govt. of AP, Indian Railways, PWD, Ghaziabad Development Authority, NOIDA, CPWD, Airport Authority of India, Hooghly River Bridge Commissioners etc.
Public Sector Undertakings	Ennore Port Ltd., Konkan Railway Corp. Ltd., NBCC Ltd., Bridge & Roof, Chennai Metro Rail Corp. Ltd., Chennai Petroleum Corp. Ltd., Delhi Metro rail Corp. Ltd., Bangalore Metro Rail Corp. Ltd., Rail Vikas Nigam Ltd., Rites Ltd., Kolkata Environmental Improvement Investment Program (KEIIP), West Bengal Housing Infrastructure Development Corp. Ltd., Mumbai Metro Rail Corp. Ltd, Nagpur Metro Rail Corp. Ltd etc.
Private	Tuticorin Coal Terminal Pvt. Ltd., Gangavaram Port Limited, Nhava Sheva (India) Gateway Terminal Pvt. Ltd., Karanja Terminals & Logistics Pvt. Ltd., JSW - Jaigarh Port Limited, Adani Port & Special Economic Zone Ltd., Tata Power Co Ltd., SEPCO Electric Power Construction Corporation, Reliance Industries Limited, IHI Corporation, Toyo Engineering India Ltd., Punj Lloyd Ltd., IL&FS Paradip Refinery Water Ltd., Jindal Power Ltd., Bharat Mumbai Container Terminal Pvt. Ltd., PSA, IIC Ltd. etc.



Commitment, Reliability & Quality

Operations & Management

Urban Infrastructure / MRTS: Increasing Focus

- ▶ **Scope:** Construction of Mass Rapid Transport Systems and airports (integrated passenger terminals and allied services)

▶ **Key Projects Executed:**

- ▶ Tunneling, viaducts, station buildings & track works and other civil works for Delhi Metro, Bangalore Metro, Jaipur Metro and Chennai Metro.

▶ **Major Projects under Execution:**

- ▶ Construction of Delhi Metro, Bangalore Metro, Kolkata Metro, Mumbai Metro and Nagpur Metro

- ▶ **Order Book:** Outstanding order book of Rs. 25,921mn as on March 31, 2017



DMRC CC32, Delhi



Delhi Metro CC26 Project



Delhi Metro CC26 Project

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Operations & Management

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Marine: Market Leadership Position

- ▶ **Scope:** EPC services for marine structures including
 - ▶ Construction of jetties, dolphins and service platforms
 - ▶ Construction of quay, berths on concrete and steel piles as well as sold gravity type wharf structures
 - ▶ Construction of ship lift, dry dock, wet basin and inclined berth
 - ▶ Building of jetties for handling liquid and solid cargo, wharfs, berths and quays for handling of containers
- ▶ **Key Projects Executed:**
 - ▶ Shiplift facility civil works for Indian Navy at Karwar
 - ▶ Liquid chemical jetty at Dahej for Gujarat Chemical and Port Terminal
 - ▶ Dock modernization project at Mazagon docks
 - ▶ Dry dock for Garden Reach Shipbuilders & Engineers at Kolkata
 - ▶ Design and Construction of Wharf Structure at Nhava Sheva (India) Gateway Terminal, JNPT
- ▶ **Major Projects under Execution:**
 - ▶ Marine Facilities at Karanja Creek
 - ▶ Development of West Quay North (WQ 7 & WQ 8) Berth In Inner Harbour of Visakhapatnam Port (Left Over Works)
 - ▶ Civil works for the project of fifth oil berth at Jawahar Dweep in Mumbai Harbour
 - ▶ Development of Multipurpose Terminal in Inner Harbour of Visakhapatnam Port Trust
 - ▶ Construction of Multi Modal IWT terminal for Haldia- West Bengal
 - ▶ Improving the Capacity Utilization of OR-I & OR-II Berth, Vishakhapatanam Port Trust
- ▶ Order Book: Outstanding order book of Rs. 26,228 mn as on March 31, 2017



JSW, Jaigad



Ennore container terminal, Chennai



MuPT Oil Berth 5



Commitment, Reliability & Quality

Operations & Management

Special Projects: Market Leadership Position

- ▶ **Scope:** Foundation and specialist works
 - ▶ Services offered include geotechnical investigations, piling, diaphragm walling, sandwicks / band drains, vibrofloatation stone columns / vibro compaction, drilling and grouting, rock / soil anchors, colcrete, gunite / shotcrete, grouted mattress, repairs, tube heading and box pushing
- ▶ **Key Projects Executed:**
 - ▶ Diaphragm wall for Sabarmati
 - ▶ Diaphragm wall for DMRC
 - ▶ Four subways in Chennai through box pushing
 - ▶ Piling works for Paradip refinery
 - ▶ Piling, Civil and Temporary Construction Facility Works for GIR Project at Dahej, Gujarat
- ▶ **Major Projects under Execution:**
 - ▶ Ground Improvement Works Using Vibro Stone Column Works For RMHS-II Project at Dharamtar for M/s. JSW Steel Limited
 - ▶ Shotcreting to U/s Face, Drilling, Grouting and Deep Pointing on Downstream Face of Linganmakki Dam
 - ▶ Rehabilitation and Improvement Works to Hidkal Dam Under World Bank aided DRIP Program
 - ▶ Construction of 2 Nos Subway through Railway Track by Box Pushing at Shalimar Railway Station in Howrah District
 - ▶ Working of Ple Installation and Load Testing for Hardugang Thermal Power station
 - ▶ Piling and Associated Works at Panipat Refinery for BS - VI Project of IOCL, Panipat
- ▶ **Order Book:** Outstanding order book of Rs.1,797 mn as on March 31, 2017



JSW Jaigad counterfort columns



Piling & Civil Arctech, Gangtok



Foundation BASF, Dahei

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Hydro / Dams / Tunnels / Irrigation

- **Scope:** Construction of concrete, earth fill and rock fill dams and tunnels
- **Key Projects Executed:**
 - Completed projects like constructing pumping stations, power houses, tunnels, intake structures, headrace tunnels, pressure shafts and penstock pipes (fabrication and laying)
 - Diversified into construction of hydro projects by undertaking 150 MW pumped storage plant near Mumbai for Tata Power
- **Projects under Execution:**
 - Tunnel work at Umtru hydro electric power project
 - Tunnel works at Jammu for KRCL
 - Laying of Water Trunk Main from Garden Reach Water Works to Taratala Valve Station and Laying of Sewer Line along Diamond Harbour Road by Microtunnelling Method fro KEIIP
 - Providing and laying 1400mm dia / 1800mm dia. rcc np4 class drainage gravity line by micro- tunneling method, Vadodara
 - Laying of Trunk Sewer along James Long Sarani by Microtunneling Method , Kolkata

Order Book: Outstanding order book of Rs. 7,397 mn as on March 31, 2017



KRCL Tunnel



New Umtru H E Project



VMSS – Micro Tunneling Vadodara

td..



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Highways, bridges & flyovers: Major Player

- ▶ **Scope:** Construction of roads, bridges and flyovers
- ▶ **Key Projects Executed:**
 - ▶ Completed road projects of over 230 kms in Maharashtra, Madhya Pradesh, Andhra Pradesh and Tamil Nadu for NHAI
- ▶ **Projects under Execution:**
 - ▶ Construction of 6 Laning of Pune Satara Road (NH 4) - Package 1
 - ▶ Elevated road, Noida
 - ▶ Railway bridge, Nashik
- ▶ **Order Book:** Outstanding order book of Rs. 1,649 mn as on March 31, 2017



Elevated Road Noida



PWD Delhi



Pune Satara



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Operations & Management

Industrial

- ▶ **Scope:** Construction of civil structures for refineries, petrochemicals, power, steel and fertilizer plants
- ▶ Potential for high growth
- ▶ **Key Projects Executed:**
 - ▶ Plant building and offsite facilities at Unchahar for NTPC
 - ▶ Piling and civil works for IFFCO at Aonla and Phulpur
 - ▶ Civil works for water supply package at Bakreswar thermal power project
 - ▶ General civil works at Sasan for Reliance
 - ▶ Kawai Power project
 - ▶ Construction of General Civil Works and Building Utilities For 200 KV GIS Building at Mahalaxmi, Mumbai.
- ▶ **Projects under Execution:**
 - ▶ Construction of General Civil Works and Building Utilities For 200 KV GIS Building at Mahalaxmi, Mumbai.
 - ▶ Construction of LNG storage tanks at Mundra
 - ▶ Civil, Structural Fabrication & other works for Rath Chakra Polypropylene project of IOCL at Paradip
- ▶ **Order Book:** Outstanding order book of Rs. 464 mn as on March 31, 2017



IHI Mundra



Tata Project, Mahalaxmi, Mumbai



IHI Mundra



Commitment, Reliability & Quality

Operations & Management

- ▶ Corporate Vision
- ▶ Company Profile
- ▶ Parent Profile
- ▶ Financial Performance
- ▶ Order Book Analysis
- ▶ Operations & Management
- ▶ Way Forward

Buildings

- ▶ **Scope:** Construction of civil structures for Academics Institutes, Residential, Complexes etc
- ▶ Potential for high growth
- ▶ **Projects under Execution:**
 - ▶ Construction of Super Structure (G+15) for Unified Academic Campus of Bose Institute, Salt Lake, Kolkata, West Bengal.
 - ▶ Construction of Different Buildings under phase-I for IIT Ropar at Ropar, Punjab Including Water Supply, Sanitary Installations, Internal Electrical Installation, Roads, Drainage & Sewerage.
 - ▶ Architectural Finishing, Plumbing, Tubewell, VAC, Electrical, Fire Fighting Works For 6 Elevated Stations for Kolkata Metro
- ▶ **Order Book:** Outstanding order book of Rs. 1,311 mn as on March 31, 2017



Haj Tower, Kolkata



Bose Institute, Kolkata



IIT, Ropar



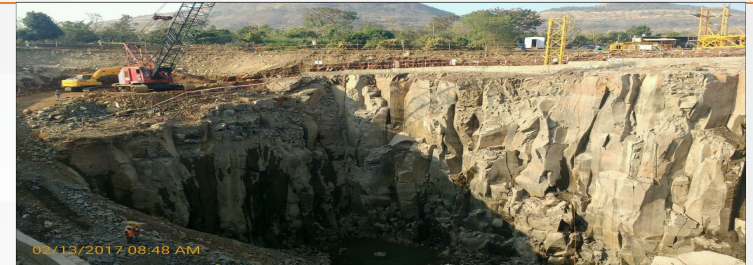
Commitment, Reliability & Quality

Operations & Management

Water & Water Waste: Increasing Focus

- ▶ Corporate Vision
- ▶ Company Profile
- ▶ Parent Profile
- ▶ Financial Performance
- ▶ Order Book Analysis
- ▶ Operations & Management
- ▶ Way Forward

- ▶ **Scope:** Recently diversified into water and waste water segment undertaking projects for water transmission and treatment plants
- ▶ Potential for high growth
- ▶ **Key Projects Executed:** Limited presence in the segment and increasing focus going forward
 - ▶ Water transmission line at Tallah Palta for Kolkata Municipal Corporation in JV with parent, Italian Thai Development Company
- ▶ **Projects under Execution:**
 - ▶ Ground Water Treatment Plants - Design, Construction, Supply, Installation, Commissioning including Mechanical & Electrical Equipment and Operation in Agartala
 - ▶ Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.
 - ▶ Designing, Providing, Constructing, Erecting, Testing & Commissioning of Intake Channel, Jackwell, Pump House, Break Pressure Tank and other related works for Bhamra Askhed Water Supply Scheme, Pune
 - ▶ **Order Book:** Outstanding order book of Rs. 1,263 mn as on March 31, 2017



Bhamra Askhed Water Supply Project



Agartala WTP project



Break pressure tank work in progress, Bhamra, Pune



Commitment, Reliability & Quality

- ▶ Corporate Vision
- ▶ Company Profile
- ▶ Parent Profile
- ▶ Financial Performance
- ▶ Order Book Analysis
- ▶ Operations & Management
- ▶ Way Forward

Way Forward

Customer Perspective

- Focus on on-time completion of the projects.
- Endeavour toward an injury free environment.
- Continue to improve our quality and environment standard

Learning & Growth Perspective

- Focus on team building to cope with sustainable growth
- Focus on training our key staff to enhance their operational productivity.

Internal Perspective

- Focus on cash positive and margin accretive projects
- Focus on claim realization
- Focus on an innovation for efficiency increase and cost reduction

Business Perspective

- Focus on segments where ITD Cem has strength & capabilities – marine & specialized projects
- Focus on new segments where parent has experience & expertise – airport, MRTS, micro tunnel, low cost housing.
- Focus to grow Industrial segment to contribute 10-15 % of revenue
- Bidding for larger & complex projects in collaboration with international majors