



Commitment, Reliability & Quality

Dept. of Corporate Services – Corporate Relationship,
BSE Limited,
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai 400 023.

National Stock Exchange of India
Limited,
Listing Department,
Exchange Plaza, C-1, Block ‘G’
Bandra-Kurla Complex,
Bandra (East),
Mumbai 400 051.

Date
12th February , 2020

Our Reference No.
SEC/02/2020

Our Contact
RAHUL NEOGI

Direct Line
91 22 67680814

Dear Sirs,

Sub: Unaudited Financial Results for the quarter and nine months ended 31st December, 2019


Script Code No: BSE - 509496 / NSE - ITDCEM

Enclosed please find presentation on Unaudited Financial Results for the quarter and nine months ended 31st December, 2019, 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 as amended from time to time (Listing Regulations).

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

Thanking you,

Yours faithfully,
For ITD Cementation India Limited


(RAHUL NEOGI)
COMPANY SECRETARY

Encl: as above

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



Bangalore Metro
RK Puram Station Construction



Construction of Permanent Piles by Jack up
at Udangudi Project



Investors Presentation

December 2019

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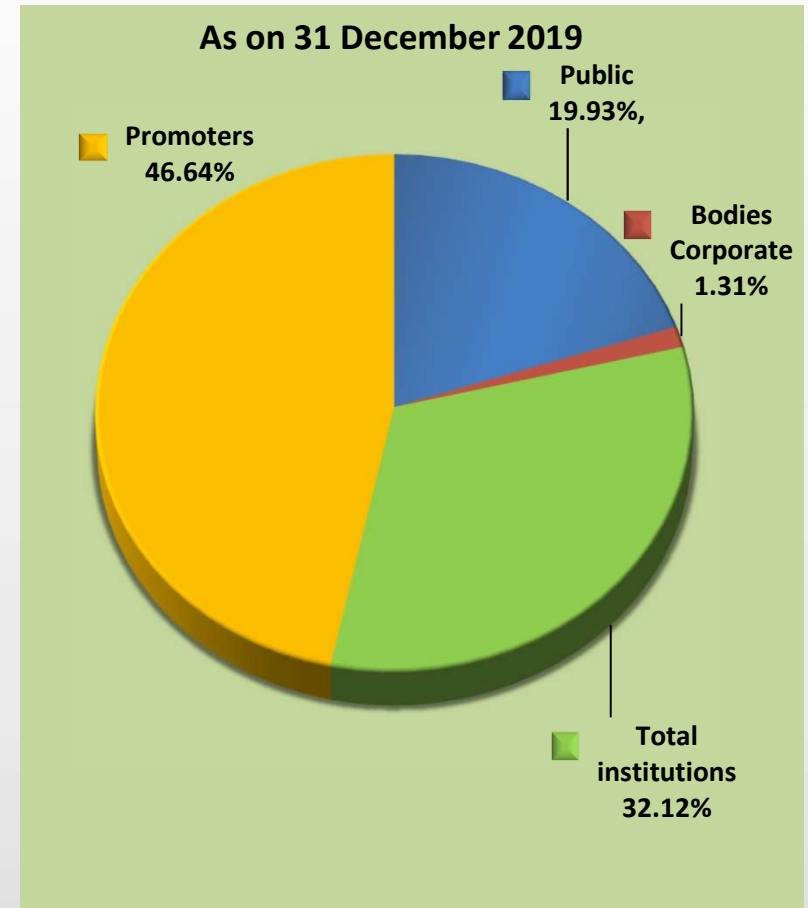
Executive Summary

NAME	ITD Cementation India Limited (“ITD Cem”)
INDUSTRY GROUP	Infrastructure
BUSINESS AREAS	Urban Infra/MRTS, Marine structures, Hydro/Tunnels/Irrigation projects, Airports, Highways/Bridges & Flyovers, Water & waste water, Industrial structures/Buildings, Specialist foundation engineering
AUTHORISED CAPITAL	INR 750 million
AUDITORS	Walker Chandiok & Co LLP
SHARE PRICE (1 year)	High: INR 143 Low: INR 35
NUMBER OF SHARES	171,787,584
MARKET CAPITALIZATION	INR 10,943 million @ INR 63.7/share (as on 10 th February 2020)

Company Profile & Shareholding Structure

Ownership Details: Italian-Thai Development Company Limited (“ITD”), the Promoter of the Company, holds 46.64% in ITD Cem.

- ▶ Engaged in the business areas of Urban Infra/MRTS, Marine Structures, Hydro/Tunnel/Irrigation projects, Airports, Highways/Bridges & Flyovers, Water & Waste Water segment, Industrial Structures/Buildings and Specialist Foundation & Engineering projects.
- ▶ Order book of INR 126,601 million as on December 31, 2019 executable over a period of approximately 34 months.
- ▶ Construction company with a sustained presence in India with MNC parentage over 8 decades.
- ▶ Pedigree of strong management systems and strong recall among clients.
- ▶ Employee strength 2,099 people.
- ▶ MNC construction company which is listed on Indian Stock Exchanges with a market capitalization of INR 10,943 million (as on 10th February 2020).



Vision & Mission

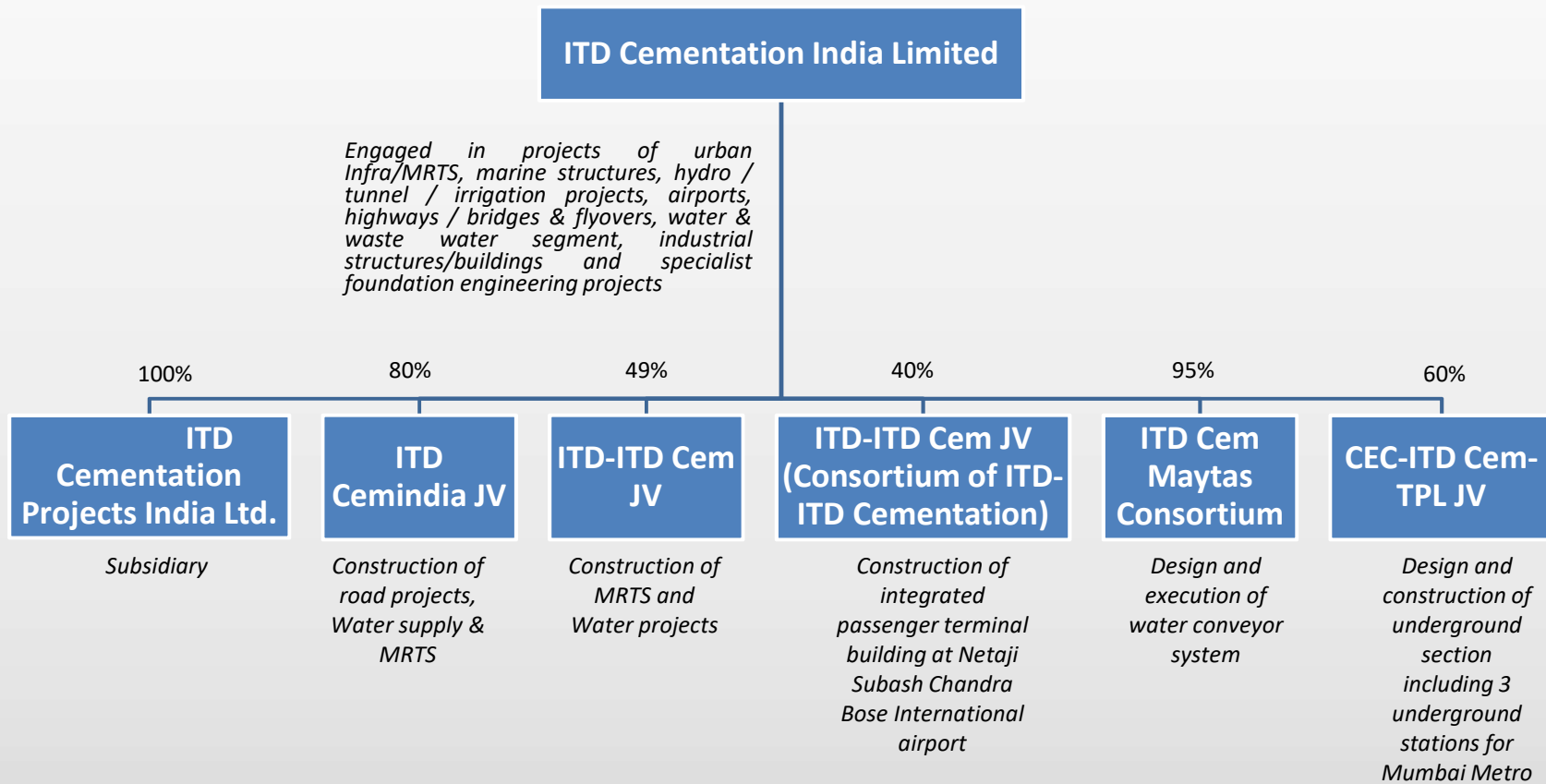
Vision

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

Mission

- To make ITD Cem the country's leading construction Company in customer choice, quality and safety

Corporate Structure

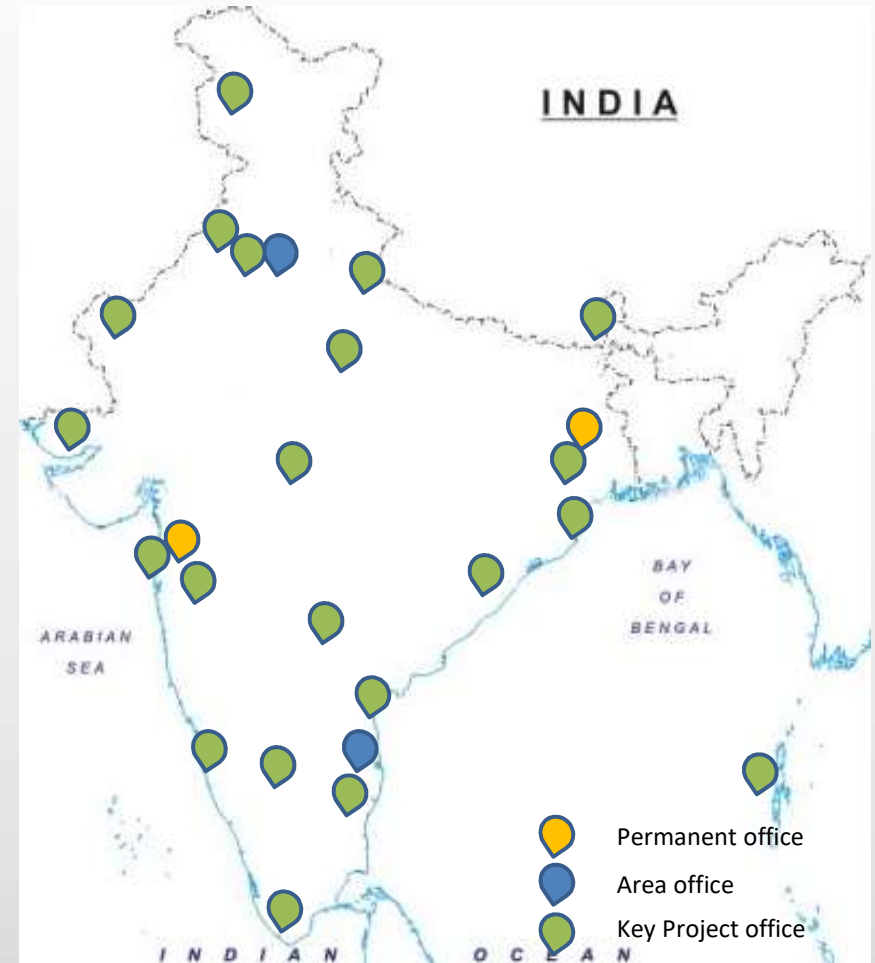


Joint Ventures

	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 ➤Design and construction of elevated viaduct and 8 elevated stations under Delhi MRTS Project for DMRCL (CC26) ➤Design and Construction of Tunnels by Shield TBM under Delhi MRTS Project for DMRCL (CC32) ➤Laying of Water Trunk Main and Laying of Sewer Line by Micro tunneling Method for Kolkata Environmental Improvement Programme Kolkata ➤Laying of Trunk Sewer along James Long Sarani, Kolkata by Micro tunneling Method 	<ul style="list-style-type: none"> ➤Construction of integrated passenger terminal building at Netaji Subhas Chandra Bose International Airport in Kolkata 	<ul style="list-style-type: none"> ➤Investigation, Design and execution of water conveyor system consisting of lined gravity canal, CM & CD works tunnels with carrying capacity of 87.21 cumecs from Thipparam Reservoir to Gundureddipalli. for Government of Andhra Pradesh 	<ul style="list-style-type: none"> ➤Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.(KEIIP), Kolkata ➤ 4 Nos. projects - Construction of elevated structures (viaduct & stations) for Bangalore Metro Rail Corporation Ltd. 	<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 Dec 31, 2019 (100%) (INR)	4,969 million	Nil	7,931 million	8,498 million	15,149 million

Industry Position

- ▶ 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 - a reflection of ITD Cem's drive towards excellence
- ▶ One of the few construction companies to conform to ISO standards "ISO 9001:2015, ISO 14001:2015 & OHSAS 18001:2007" for Quality Management Systems, Occupational Health and Safety Management System and Environmental Management System.
- ▶ Key clientele includes:
 - ▶ **Government/PSU:** 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 Telangana, Rites Ltd., CPWD, Noida, Mumbai Port Trust, Nagpur Metro Rail Corporation, Mumbai Metro Rail Corporation, Ennore Port Ltd, Nuclear Power Corporation, Kolkata High Court, Inland Waterways of India, Tamil Nadu Generation and Distribution Corporation, MMRDA, IRCON, Tangedco
 - ▶ **Private:** Reliance – ADAG group, IHI Corporation, Nhava Sheva Gateway Terminal, Tata Power, PSA (Singapore), DP World, Adani Group, China Kun Lun Contracting & Engineering Corporation, Jindal Steel, Samsung, Tata Power, RIL, L&T, Jindal Power, Mundra Port Trust, Gangavaram Port Ltd., Howe Engineering etc.



International Parent Strength

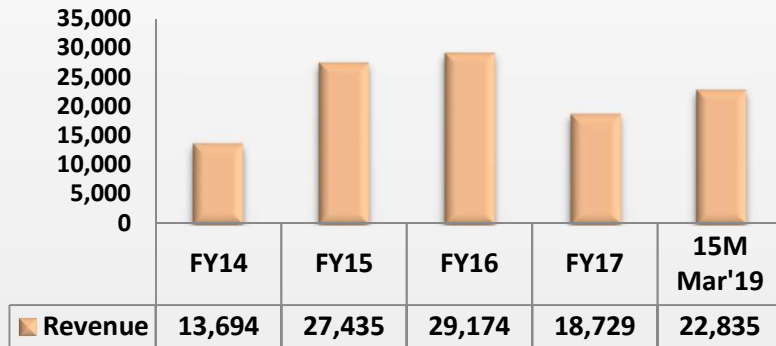
- ▶ Italian-Thai Development Company Limited is the largest construction company in Thailand and one of the largest in South East Asia
- ▶ Listed on the stock exchange of Thailand in 1994 with an initial capital base of Baht 2 million
- ▶ In 1985, ITD received the Royal Seal of Garuda, the highest and most honorable achievement for civilian companies in Thailand
- ▶ Net worth INR 37,610 million (Consolidated) as at 30 September 2019
- ▶ Work in hand (Construction & Concession) INR 6,49,717 million (Construction INR 3,13,839 million) as on 28th August 2019. Projects with lowest bid / Under negotiation INR 2,88,397 million.
- ▶ Geographic spread includes Bangladesh, Cambodia, Laos, Indonesia, Myanmar, Philippines, Madagascar and Taiwan other than India providing ITD Cem with international exposure
- ▶ Provides ITD Cem access to its technologies and know-how as well skilled personnel
- ▶ Provides the Company with access to international design and engineering organisations

* 1 Baht = Rs. 2.27

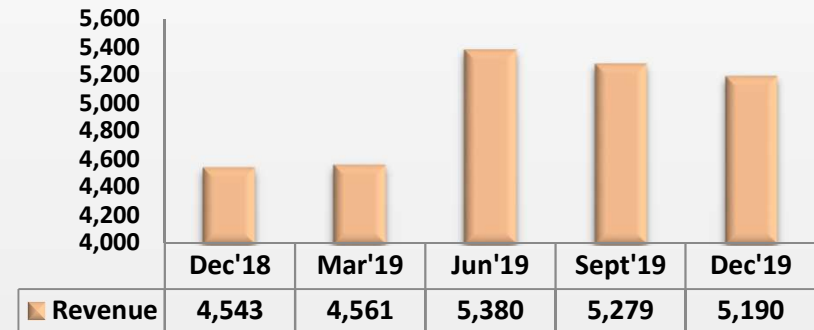
Standalone Financials

INR in Millions

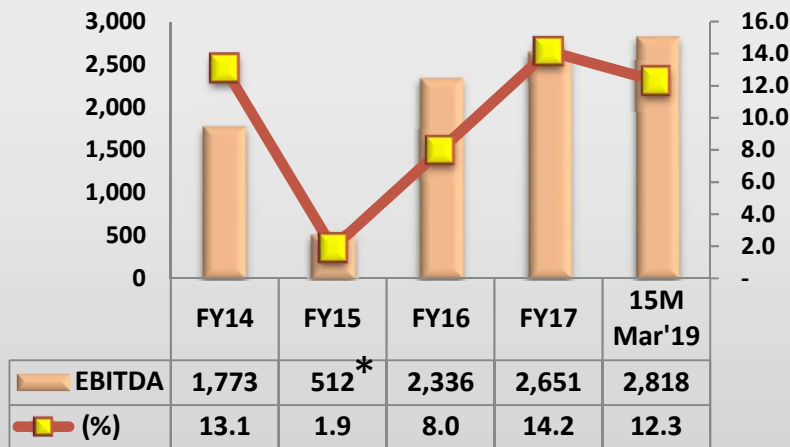
Yearly Revenue from operation



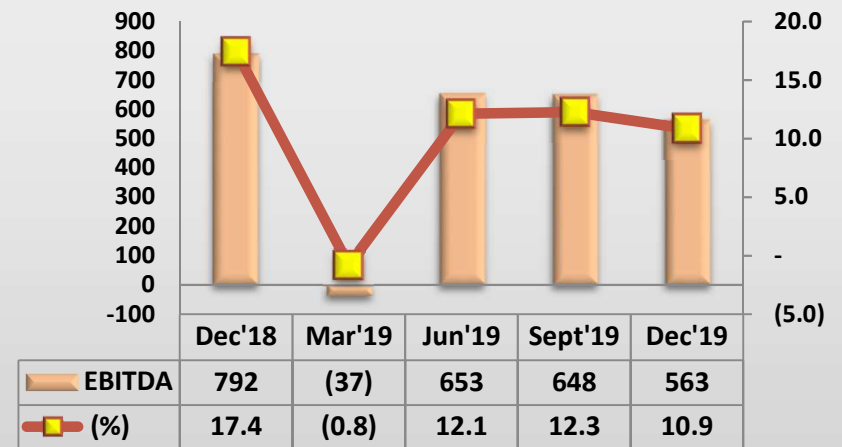
Quarterly Revenue from operation



Yearly EBITDA



Quarterly EBITDA

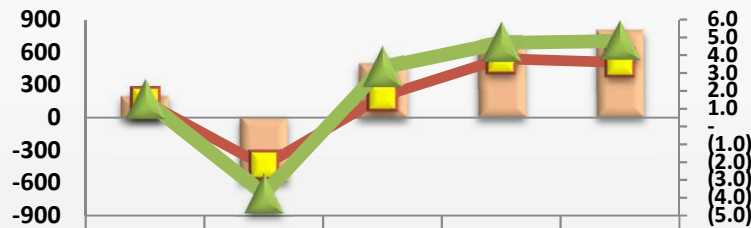


* After exceptional item

Standalone Financials

INR in Millions

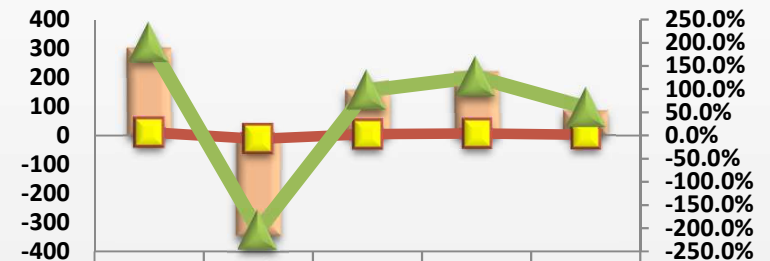
Yearly PAT & EPS



	FY14	FY15	FY16	FY17	15M Mar'19
PAT	194	-593 *	494	709	807
PAT (%)	1.4	(2.2)	1.7	3.8	3.6
EPS	1.5	(3.8)	3.3	4.7	4.8

* After exceptional item

Quarterly PAT & EPS



	Dec'18	Mar'19	Jun'19	Sept'19	Dec'19
PAT	303	-348	157	220	88
PAT (%)	6.7%	-7.6%	2.9%	4.2%	1.7%
EPS	2.0	(2.1)	1.0	1.3	0.6

Debt as at



	FY15	FY16	FY17	15M Mar'19	9M Dec'19
Debt	4,884	3,562	4,886	2,203	2,780
D/E Ratio	0.9	0.6	0.8	0.2	0.3
Net D/E Ratio	0.7	0.4	0.6	0.2	0.2

Net Worth as at



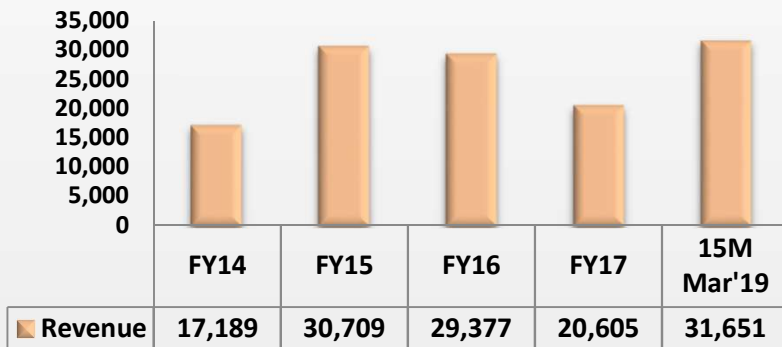
	FY15	FY16	FY17	15M Mar'19	9M Dec'19
Net worth	5,082	5,520	6,173	10,209	10,591
RoE (%)	(11.0)	9.4	12.1	9.9	6.0

Consolidated Financials

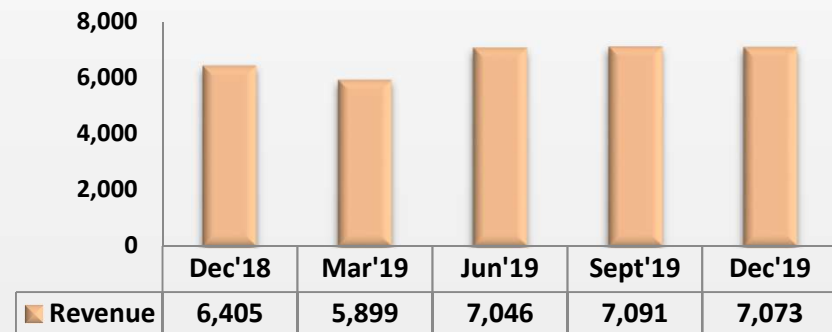
INR in Millions

(Figures for the years 2014 and 2015 are as per IGAAP and year 2016 onwards are as per Ind AS)

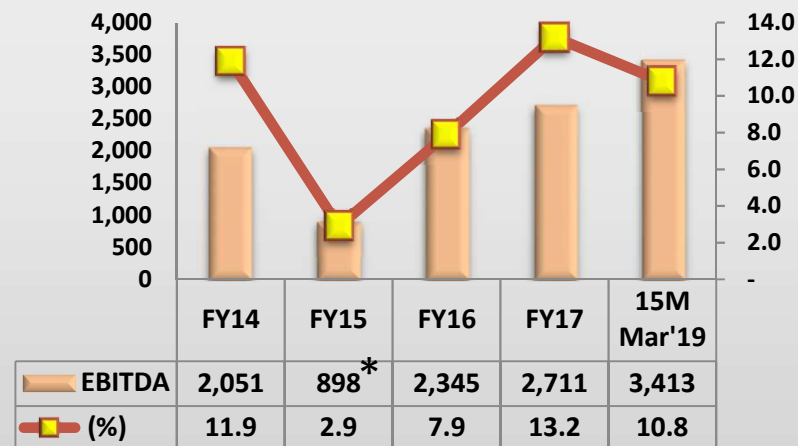
Yearly Revenue from operation



Quarterly Revenue from operation

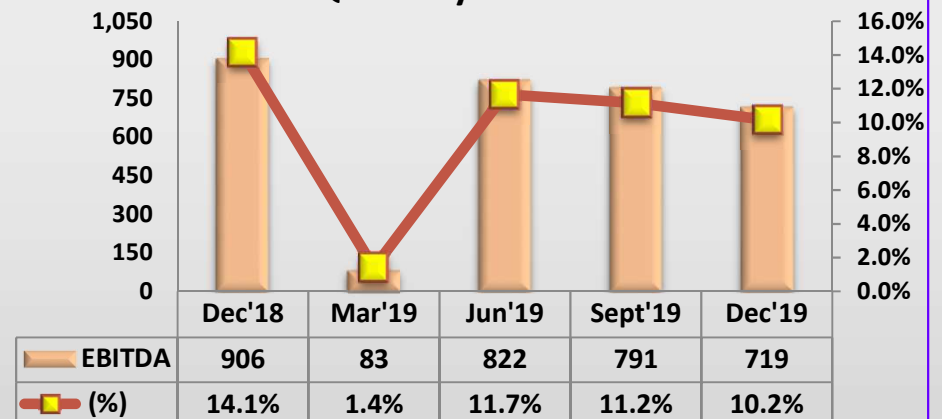


Yearly EBITDA



* After exceptional item

Quarterly EBITDA

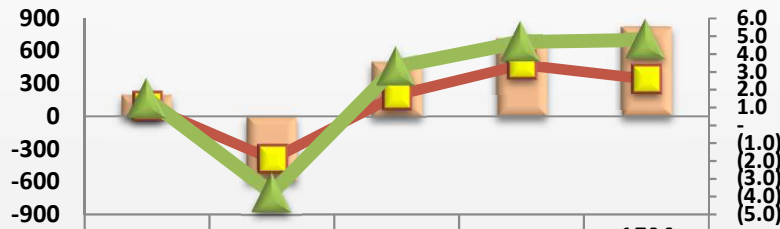


Consolidated Financials

INR in Millions

(Figures for the years 2014 and 2015 are as per IGAAP and year 2016 onwards are as per Ind AS)

Yearly PAT & EPS



	FY14	FY15	FY16	FY17	15M Mar'19
PAT	194	-593*	498	710	819
PAT (%)	1.1	(1.9)	1.7	3.4	2.6
EPS	1.5	(3.8)	3.3	4.7	4.8

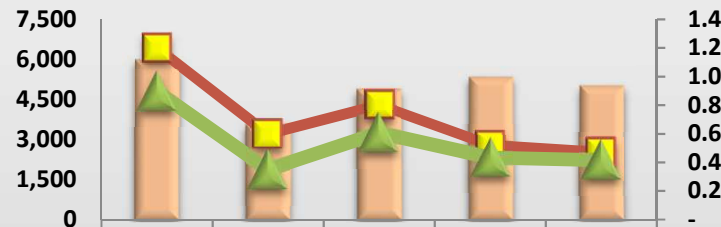
* After exceptional item

Quarterly PAT & EPS



	Dec'18	Mar'19	Jun'19	Sep'19	Dec'19
PAT	298	(348)	160	220	91
PAT (%)	4.6%	-5.9%	2.3%	3.1%	1.3%
EPS	2.0	(2.1)	1.0	1.3	0.6

Debt as at



	FY15	FY16	FY17	15M Mar'19	9M Dec'19
Debt	6,007	3,562	4,886	5,323	4,990
D/E Ratio	1.2	0.6	0.8	0.5	0.5
Net D/E Ratio	0.9	0.4	0.6	0.4	0.4

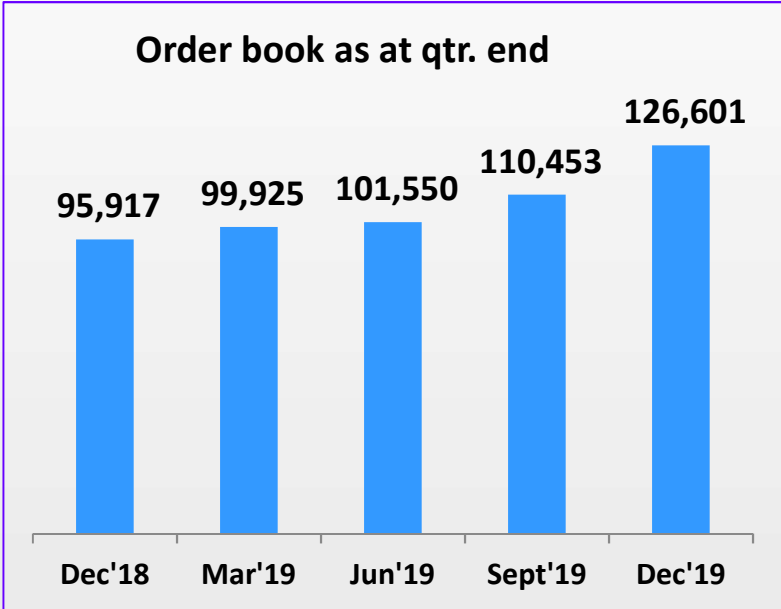
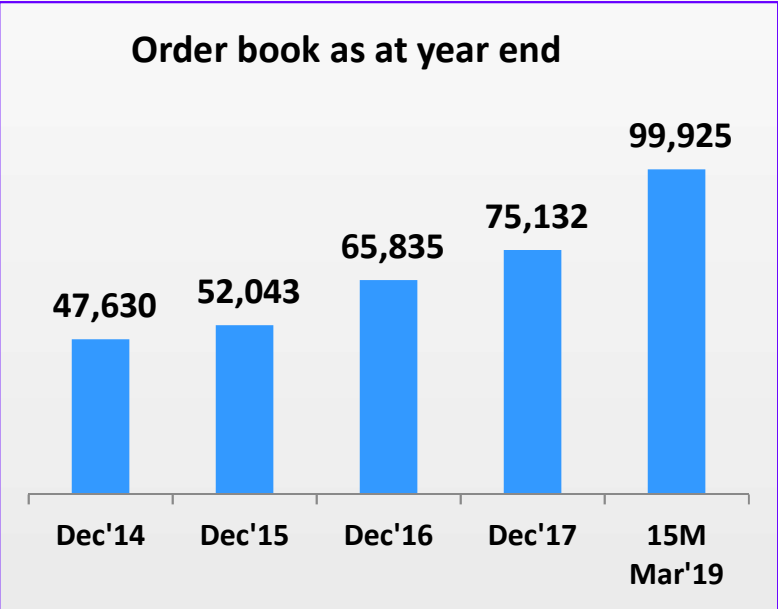
Net Worth as at



	FY15	FY16	FY17	15M Mar'19	9M Dec'19
Net worth	5,082	5,528	6,182	10,230	10,618
RoE (%)	(11.0)	9.4	12.1	10.0	6.0

Consolidated Order Book

INR in Millions



Order Book Analysis

Order Book: Sector Breakup

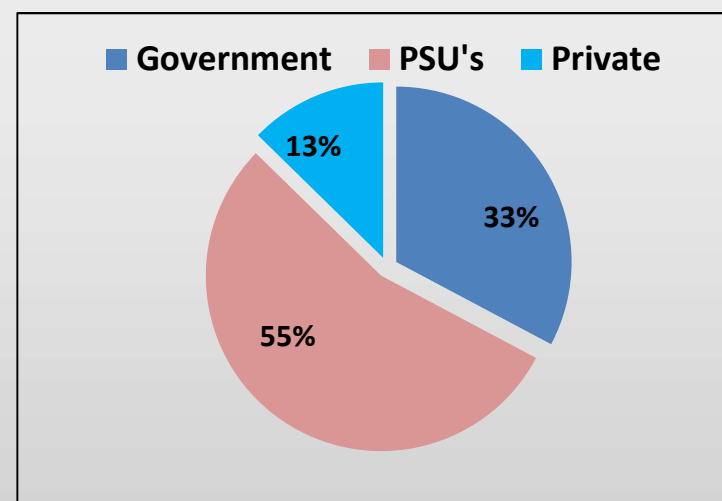
INR in Millions

Order book of INR 126,601 million as on December 31, 2019.

Major ongoing projects included in the order book are :

- Design and construction of underground section including 3 underground stations for Mumbai Metro worth 28,301 million (our share 16,981 @ 60%).
- Construction of Multi Modal IWT terminal for Haldia- West Bengal worth 5,174 million
- Design and Construction of Elevated Viaduct for Nagpur Metro Rail Corporation worth 3,722 million
- 4 Nos. projects - Construction of elevated structures (viaduct & stations) for Bangalore Metro Rail Corporation Ltd worth 6,895 mn, 6,838 mn, 4,855 mn & 5,114 million
- Construction of Eight Nos. Elevated Metro Stations for Nagpur Metro Rail Corporation worth 3,103 million
- Coal Jetty, Breakwater and Conveyor System for Udangudi Supercritical Thermal Power Project for Tamil Nadu Generation and Distribution Corp. Ltd. (TANGEDCO) worth 17,182 million
- Development of S&D Network in Churial by micro tunneling for Kolkata Environmental Improvement Investment Programme worth 2,962 million (our share 2,370 @ 80%).
- Up-gradation of Passenger Terminal New Building –Trichy worth 5,648 million
- Development of Refit Jetty and Allied Facilities at Port Blair worth 2,803 million
- Construction of Breakwater at Vizhinjam Port worth 3,230 million
- Construction of New Integrated Terminal Building, Reconstruction of Old Terminal Building at Pune Airport worth 3,589 million
- UG Metro Station KBB , Metro Railway, Kolkata worth 4,689 million
- Development of Liquid Cargo Jetty at JNPT through EPC worth 1,815 million
- Construction of Bulk Berth and Approach Trestle at Chhara Port for Shapoorji Pallonji Infrastructure Capital Company Private Limited worth 3,250 million
- Construction of Tunnel T9-T10 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project for IRCON worth 6,167 million
- Redevelopment of General Pool Residential colony at Kasturba Nagar New Delhi (Phase-I) for CPWD, New Delhi worth 11,280 million
- Construction of 2 Tunnels T-3 & T-6 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project for IRCON worth 4,948 million & 3,038 million respectively.
- Design & Construction of underground structures from South of Tannery Road station to North Ramp including allied works for BMRCL worth INR 17,713 million
- Container Terminal, Yangon, Myanmar for Adani Yangong International Terminal Limited worth INR 5,635 million
- Construction of sewer tunnel from Jai Bharat pumping station to Bandra IPS for Municipal Corporation of Greater Mumbai worth INR 2,563 million

As on Dec' 31, 2019	Size	No . (Major)	%
Urban Infrastructure / MRTS	45,242	14	35.7%
Marine	34,949	13	27.6%
Hydro / Dams / Tunnels / Irrigation	24,842	9	19.6%
Buildings	10,055	1	7.9%
Airport	7,902	3	6.3%
Water & waste water	2,553	4	2.0%
Specialist Works	1,006	12	0.8%
Highways, bridges & flyovers	52	1	0.1%
Total	126,601	57	



Order Book: Sector Breakup

Rs. mn

Major Projects secured during qtr. December 2019:

- Design & construction of underground TBM method tunnels & stations of length 4.591 Km (approx.) in Reach-6 line for Bangalore Metro Rail Project worth INR 17,713 million
- Container Terminal, Yangon, Myanmar from Adani Yangong International Terminal Limited worth INR 5,635 million
- Construction of sewer tunnel from Jai Bharat pumping station to Bandra IPS along Swami Vivekananda road by Segmental Tunneling Method (MSDP Stage II - Priority Works) from Municipal Corporation of Greater Mumbai worth INR 2,563 million
- Construction of diaphragm wall for extension project at Fun Republic Near Eldeco Green, Gomti Nagar, Lucknow, UttarPradesh from City Real Estate Private Limited worth INR 104 million

LOI awaited (not included in order book)

- Construction of Circuit Bench of Calcutta High Court at Jalpaiguri from PWD worth 3,500 million

Operations & Management

Business Operations

Urban Infrastructure / MRTS / Airport: Increasing Focus

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

- ▶ **Key Projects Executed:**
 - ▶ Under ground Tunnels, Viaduct, Stations and Track works for Delhi Metro, Kolkata Metro, Jaipur Metro, Bangalore Metro and Chennai Metro
 - ▶ Construction of Integrated Passenger Terminal Building at NSCBI Airport, Kolkata

- ▶ **Major Projects under Execution:**
 - ▶ Projects of Bangalore Metro, Kolkata Metro, Mumbai Metro and Nagpur Metro
 - ▶ Up-gradation of Passenger Terminal New Building –Trichy
 - ▶ New Integrated Terminal Building, Reconstruction of Old Terminal Building at Pune Airport

- ▶ **Order Book:** Outstanding order book of INR 53,144 million as on December 31, 2019

Urban Infrastructure / MRTS: Increasing Focus – contd..



Bangalore Metro
Segment Erection



Nagpur Metro Project

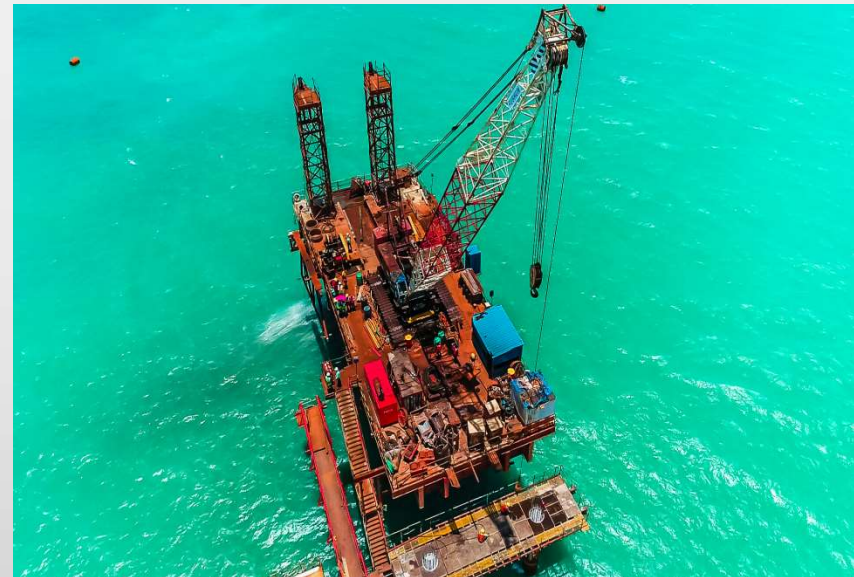
Marine: Market Leadership Position

- ▶ **Scope:** EPC services for marine structures including :
 - ▶ Construction of jetties, dolphins and service platforms, quay, berths on concrete and steel piles as well as sold gravity type wharf structures
 - ▶ Construction of 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:**
 - ▶ Liquid chemical jetty at Dahej for Gujarat Chemical and Port Terminal
 - ▶ Dock modernization project at Mazagon docks
 - ▶ Design and Construction of Wharf Structure at Nhava Sheva (India) Gateway Terminal, JNPT
 - ▶ Container Terminal at Ennore Port Wharf, Tamil Nadu
 - ▶ Design and construction od reclamation and container yard with associated facilities at JNPT, Navi Mumbai
 - ▶ Dredging and reclamation works for development of 4th container terminal in Jawaharlal Nehru Port (JNP)-Phase-I
- ▶ **Major Projects under Execution:**
 - ▶ Establishment of Captive Coal Jetty, Breakwater and Conveyor System for Udangudi Supercritical Thermal Power Project for Tamil Nadu Generation and Distribution Corp. Ltd. (TANGEDCO)
 - ▶ Construction of Multi Modal IWT terminal for Haldia- West Bengal
 - ▶ Improving the Capacity Utilization of OR-I & OR-II Berths for Visakhapatnam Port Trust
 - ▶ Development of Refit Jetty and Allied Facilities at Port Blair
 - ▶ Construction of Break water at Vizhinjam Port
 - ▶ Construction of LNG Jetty at Dhamra
 - ▶ Construction of LPG Jetty at Dhamra
 - ▶ Development of Liquid Cargo Jetty at JNPT through EPC
 - ▶ Construction of Bulk Berth and Approach Trestle at Chhara Port
 - ▶ Extension of Jetty LTHE Modular Fabrication Facility, Kattupalli
 - ▶ Development of Container Terminal - Myanmar
- ▶ **Order Book:** Outstanding order book of INR 34,949 million as on December 31, 2019

Marine: Market Leadership Position – contd..



Jetty under Construction, Andaman



Udangudi Project

Special Projects:

- ▶ **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:**
 - ▶ Execution of civil works (piling) for 4 x 600 MW O P Jindal Super Thermal Power Plant at Tamnar, Raigarh, Chattisgarh
 - ▶ Diaphragm wall for Sabarmati
 - ▶ Four subways in Chennai through box pushing
 - ▶ Piling works for Paradip refinery
 - ▶ Piling work of Talwandi 3x660 MW Superficial Thermal Power Plant at Talwandi, Punjab
 - ▶ Piling Works for Polypropylene Plant at Indian Oil Corporation Limited, Paradip Refinery, Odisha

- ▶ **Major Projects under Execution:**
 - ▶ Construction of 2 nos. Subway through track by Box pushing at Shalimar Railway station
 - ▶ Secant Pile wall Works for Mumbai Metro Line -3 Package – 4 at Shitaladevi, Sidhivinayak Station and St. Xavier Shaft.
 - ▶ Drilling & Curtain Grouting for Foundation of Dam, 2) Drilling & Grouting to the Body of the Dam in Selected Blocks, 3) Upstream Surface Treatment and 4) Drilling of Drainage Holes in Markandeya Dam, Karnataka
 - ▶ Earth Work, Ground Improvement, Dewatering, Confirmatory Sub Soil Investigations & Pile Qualification (Package - I) for Main Plant Buildings and Structures of Gorakhpur Haryana Anu Vidyut Pariyojana - 1 & 2 Haryana
 - ▶ Construction of Cryogenic Tank Foundation for AEGIS Logistics Limited, Kandla Gujarat
 - ▶ Piling Works for FGD Package 3x500 MW, Indira Gandhi Super Thermal Power Project at Jhajjar, Haryana, India
 - ▶ Construction of underpass along M. P. Road No.3 at the junction no.6 of Sector-51,52 and 72, Noida
 - ▶ Rectification Work Of Reservoir 1B For NTPC Sipat
 - ▶ Construction of Diaphragm wall for extension project at FUN REPUBLIC near Eldeco Green, Gomti Nagar, Lucknow, UttarPradesh

 - ▶ **Order Book:** Outstanding order book of INR 1,006 million as on December 31, 2019

Special Projects: contd..



Precast Piling at Kandla



Ground Improvement
Nuclear Power Project

Business Operations

...(4)

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
 - ▶ 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 KEIP
- ▶ **Projects under Execution:**
 - ▶ Investigation Design and execution of water conveyor system consisting of lined gravity canal, CM & CD works tunnels with carrying capacity of 87.21 cumecs from Thipparam Reservoir to Gundureddipalli.
 - ▶ Laying of Trunk Sewer along James Long Sarani by Microtunneling Method , Kolkata
 - ▶ Development of S&D Network in Churial Extension Canal sub basin) including laying of main trunk sewer by micro tunneling method and construction of Churial Extension Pumping Station for KEIP.
 - ▶ Providing and Laying Sewage Trunk main by Micro Tunnelling Method on Ashram Road from Wadaj Circle to Existing RCC Box on Riverfront of AMC Area for Ahmedabad Municipal Corporation
 - ▶ Construction Of Adits 6 in Connection With New Single Broad Gauge Rail Link Between Rishikesh And Karanprayag (125Km) – Uttarakhand
 - ▶ Construction of Tunnel T9-T10 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project
 - ▶ Construction of Tunnel T-3 and Tunnel T-4 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project.
 - ▶ Construction of T-6 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project.

Order Book: Outstanding order book of INR 24,842 million as on December 31, 2019

Hydro / Dams / Tunnels / Irrigation - contd..



Water & Irrigation Project for Govt . of Maharashtra

Irrigation Tunnel for Telangana Government



Highways, bridges & flyovers: Major Player

- ▶ **Scope:** Construction of roads, bridges and flyovers
- ▶ **Key Projects Executed:**
 - ▶ Completed road projects in Maharashtra, Madhya Pradesh, Andhra Pradesh and Tamil Nadu for NHAI
 - ▶ Elevated Road for Noida and PWD Delhi
 - ▶ Ghaziabad ROB
 - ▶ Railway bridge, Nashik
- ▶ **Projects under Execution:**
 - ▶ Construction of 6 Laning of Pune Satara Road (NH 4) - Package 1
- ▶ **Order Book:** Outstanding order book of INR 52 million as on December 31, 2019

Highways, bridges & flyovers:



Bangalore Project



Pune Satara Road Project

Business Operations

...(6)

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.
 - ▶ Construction of LNG storage tanks at Mundra
- ▶ **Projects under Execution:** Nil
- ▶ **Order Book:** Presently no projects are under execution in this segment.

Industrial



Trichy Airport Modernisation



Nagpur Metro Station – Under Construction

Buildings

- ▶ **Scope:** Construction of civil structures for Academics Institutes, Residential, Complexes etc
- ▶ Potential for high growth
- ▶ **Key Project executed:**
 - ▶ Haj Tower, Kolkata
 - ▶ 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
- ▶ **Projects under Execution:**
 - ▶ Redevelopment of General Pool Residential colony at Kasturba Nagar New Delhi (Phase-I) on EPC basis including maintenance for 1825 days after completion of work.
- ▶ **Order Book:** Outstanding order book of INR 10,055 million as on December 31, 2019

Buildings



IIT, Ropar



Secretariat Building, Gangtok

Water and Waste Water: Increasing Focus

- ▶ **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
 - ▶ Procurement of Ground Water Treatment Plants - Design, Construction, Supply, Installation, Commissioning including Mechanical & Electrical Equipment and Operation in Agartala
- ▶ **Projects under Execution:**
 - ▶ 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 Bhama Askhed Water Supply Scheme, Pune
 - ▶ Drainage System of Agartala Municipal Area / SH: Construction of RCC covered drain in Central zone / Balance work.
 - ▶ Construction of sewer tunnel and allied works from Jai Bharat pumping station to Bandra IPS along Swami Vivekanand road by Segmental Tunneling Method (MSDP Stage II - Priority Works)
 - ▶ **Order Book:** Outstanding order book of INR 2,553 million as on December 31, 2019

Water and Waste Water:



Bhama Askhed Water Supply Project



Irrigation Work in progress, Bhama, Pune



Palta Water Works - WTP

Way Forward

Business Perspective / Alignment to Government's Initiatives in the Field of National Infrastructure Pipeline

- Focus on core competency of the Company – Marine, MRTS-Underground & specialized projects
- Focus on Infrastructure opportunities announced by Government in NIP - EPC /Item rate contracts in complex Bridges, High Speed Bullet Train, Underground & Railway Tunnelling, Water segment
- Focus Bidding for larger and complex projects in collaboration with International majors
- Focus on unique partnership driven approach with strong subcontract and vendor management
- Focus on team building to cope with sustainable growth over next three years

Customer Perspective

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

Internal Perspective

- Focus on cash positive and margin accretive projects
- Focus on claim realization and receivables
- Continuing efforts in improving operational efficiency and reduction of costs
- Focus on superior management and better control of projects

Improved Shareholder Return

- Sustained efforts on improving EBITDA and Net Profit Margins
- Reduction of Debt and Interest Costs

THANK YOU

