



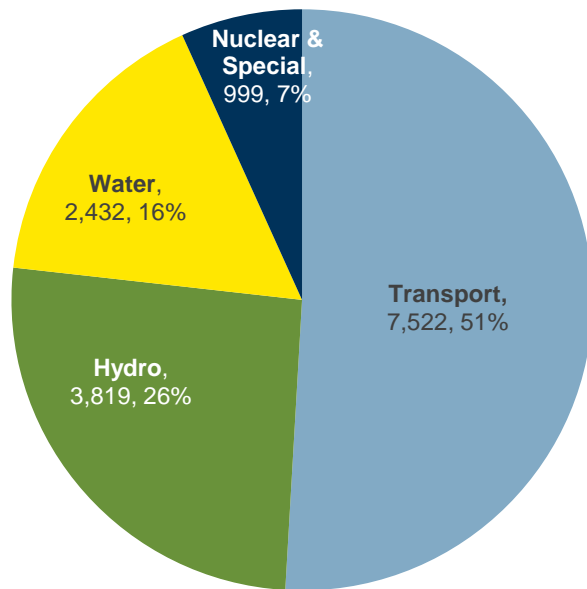
**Hindustan Construction Co Ltd**

# **Investor / Analyst Presentation**

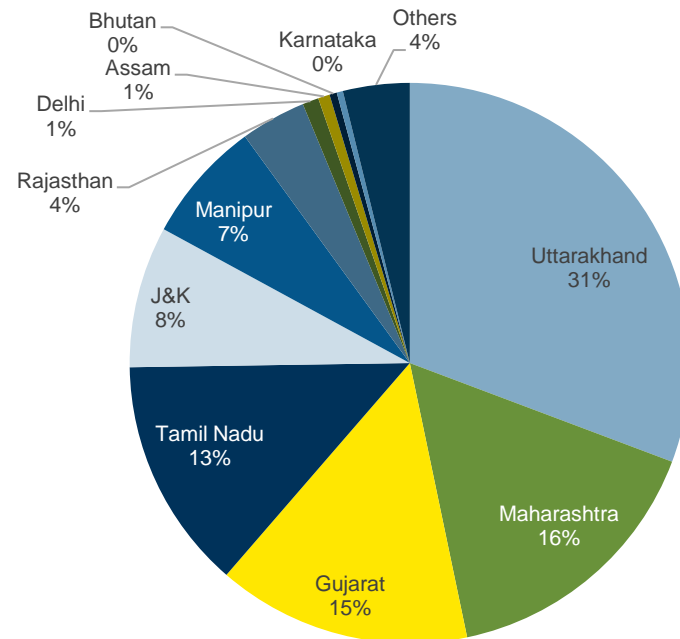
**Q4 FY23**

# 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**

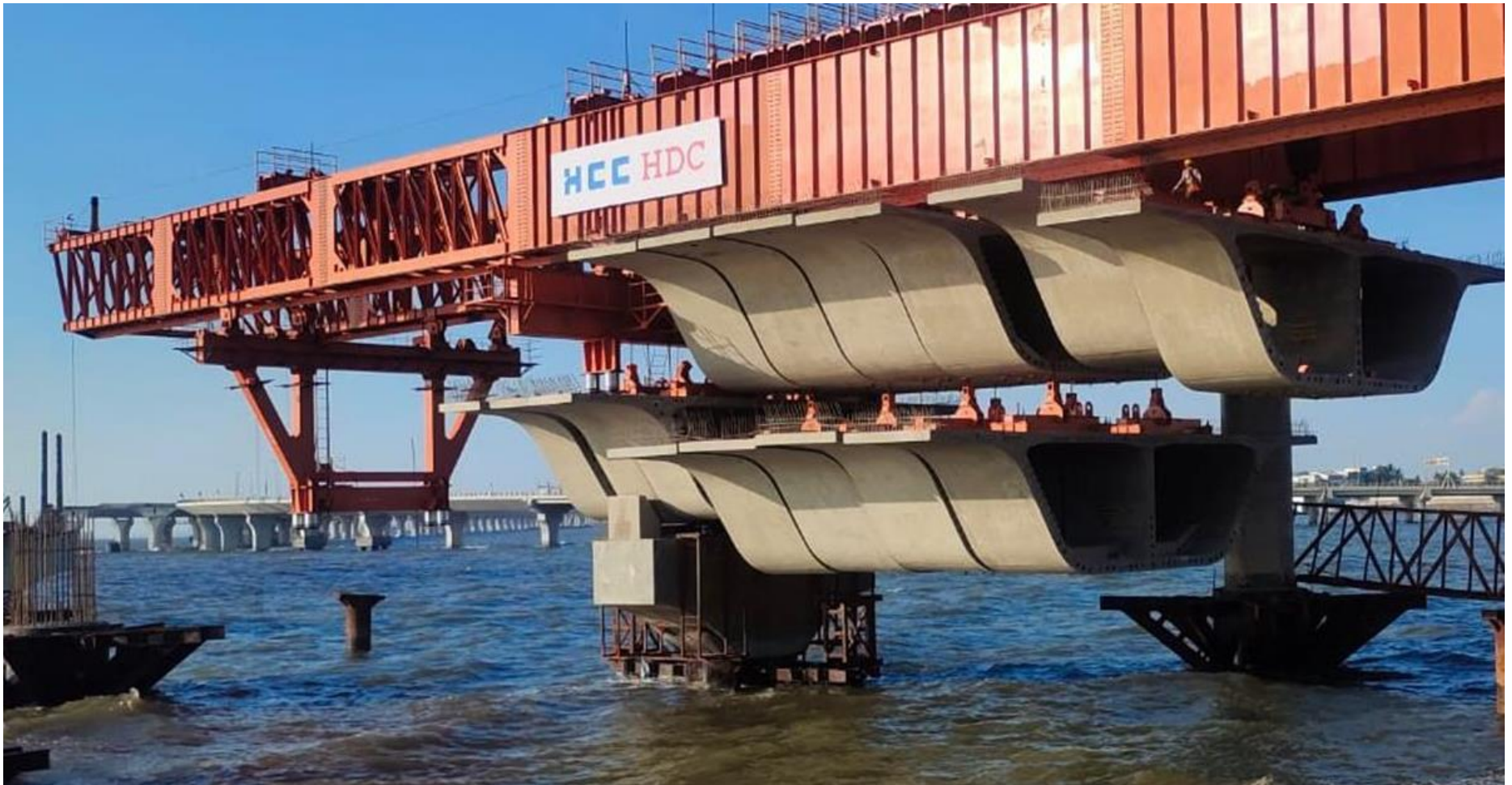
**Grant Road Station – 62% completed**



**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
<b>Total Income</b>	<b>1,864.10</b>	<b>1,574.0</b>	<b>18.4%</b>	<b>1,167.1</b>
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
<b>EBITDA (excluding Other Income)</b>	<b>211.1</b>	<b>288.6</b>	<b>- 26.9%</b>	<b>171.4</b>
<b>EBITDA margin (%) (excluding Other Income)</b>	<b>11.4%</b>	<b>18.4%</b>	<b>- 38.0%</b>	<b>14.8%</b>
Finance Cost	145.53	243.8	- 40.3%	138.4
Depreciation	18.88	24.1	- 21.7%	18.9
Exceptional items - Gain / (Loss)	-	-	-	-
<b>Profit / (Loss ) Before Tax and Exceptional Items</b>	<b>66.0</b>	<b>23.4</b>		<b>25.8</b>
<b>Profit / (Loss ) Before Tax after Exceptional Items</b>	<b>66.0</b>	<b>23.4</b>		<b>25.8</b>
Tax expense	- 0.2	1.7		0.6
<b>Profit / (Loss) After Tax</b>	<b>66.2</b>	<b>21.6</b>		<b>25.2</b>
Other comprehensive income / (loss)	3.2	0.6		- 1.5
<b>Total Comprehensive Income (after Tax)</b>	<b>69.4</b>	<b>22.3</b>		<b>23.7</b>



# 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%
<b>Total Income</b>	<b>5,283.2</b>	<b>4,746.5</b>	<b>11.3%</b>
Construction Cost(incl. material)/ Other Exp.	4,185.9	3,531.4	18.5%
Employees Cost	323.8	345.9	- 6.4%
<b>EBITDA (excluding Other Income)</b>	<b>712.4</b>	<b>788.9</b>	<b>-9.7%</b>
<b>EBITDA margin (%) (excluding Other Income)</b>	<b>13.6%</b>	<b>16.9%</b>	<b>-19.5%</b>
Finance Cost	664.0	948.8	- 30.0%
Depreciation	78.1	93.6	- 16.6%
Exceptional items - Gain / (Loss)	223.3	-	
<b>Profit / (Loss ) Before Tax and Exceptional Items</b>	<b>31.6</b>	<b>- 173.3</b>	
<b>Profit / (Loss ) Before Tax after Exceptional Items</b>	<b>254.9</b>	<b>- 173.3</b>	
Tax expense	1.5	- 20.2	
<b>Profit / (Loss) After Tax</b>	<b>253.4</b>	<b>- 153.1</b>	
Other comprehensive income / (loss)	0.7	7.9	
<b>Total Comprehensive Income (after Tax)</b>	<b>254.1</b>	<b>- 145.2</b>	





## **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





**НСС**