



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	Our Reference No.	Our Contact	Direct Line
13 th August, 2019	SEC/08/2019	RAHUL NEOGI	91 22 67680814

Dear Sirs,

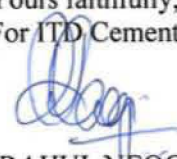
Sub: Unaudited Financial Results for the quarter and three months ended 30th June, 2019
Scrip Code No: 509496 (BSE) / ITDCEM (NSE)

Enclosed please find presentation on unaudited Financial Results for the quarter and three months ended 30th June, 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



Nagpur Metro Project



Udangudi, Tamilnadu Power Project

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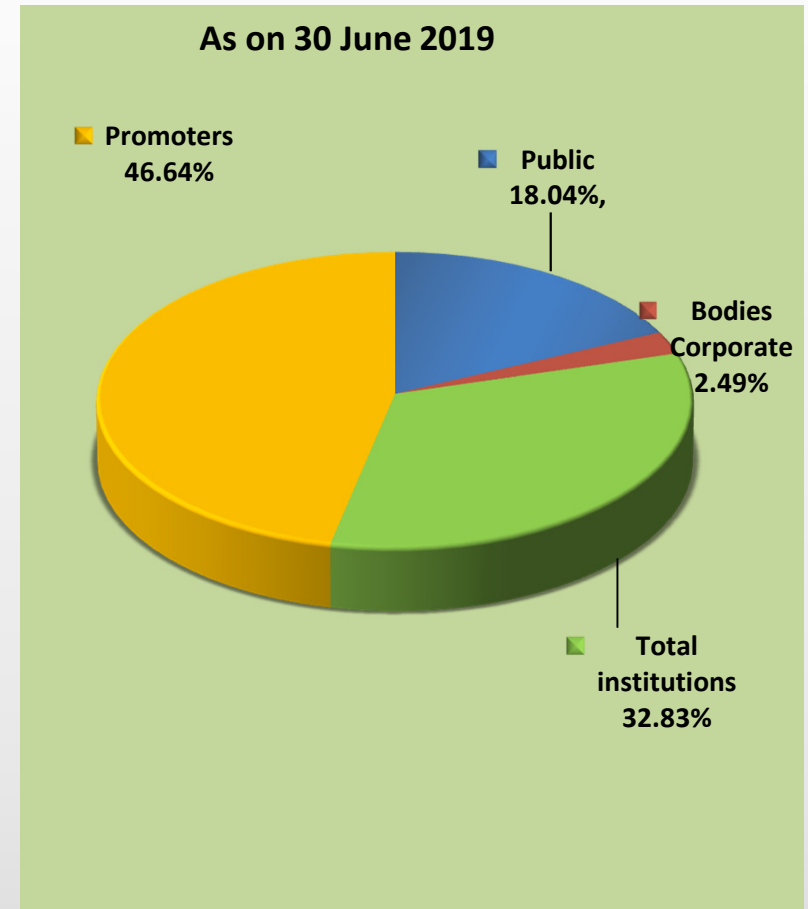
Executive Summary

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 146 Low: INR 66
NUMBER OF SHARES	171,787,584
MARKET CAPITALIZATION	INR 12,540 million * INR 73/share (as on 9 th August 2019)

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 101,550 million as on June 30, 2019 executable over a period of approximately 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 2,080 people.
- ▶ MNC controlled construction company which is listed on Indian Stock Exchanges with a market capitalization of INR 12,540 million (as on 9th August 2019).



Vision & Mission

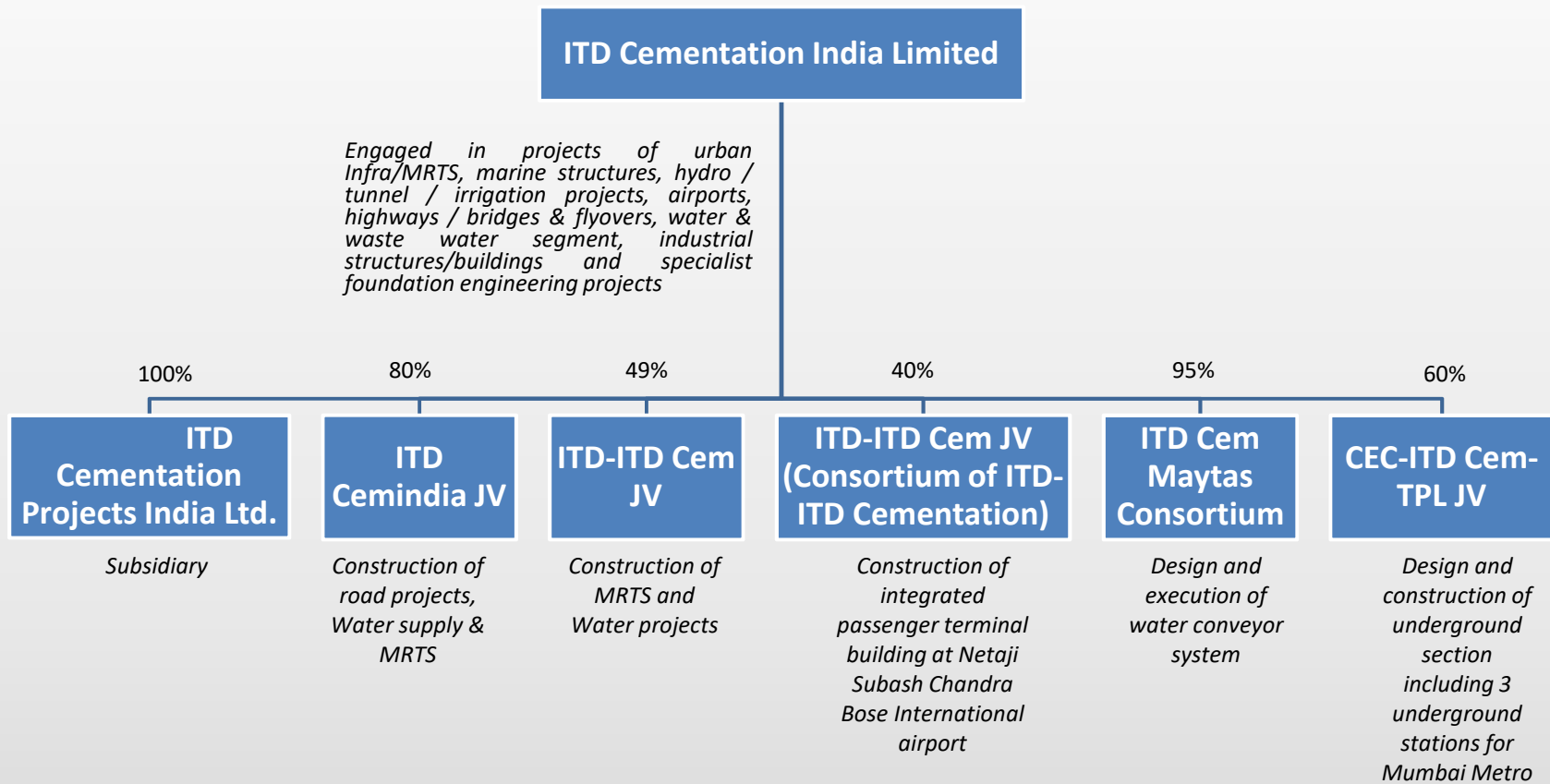
Vision

- 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

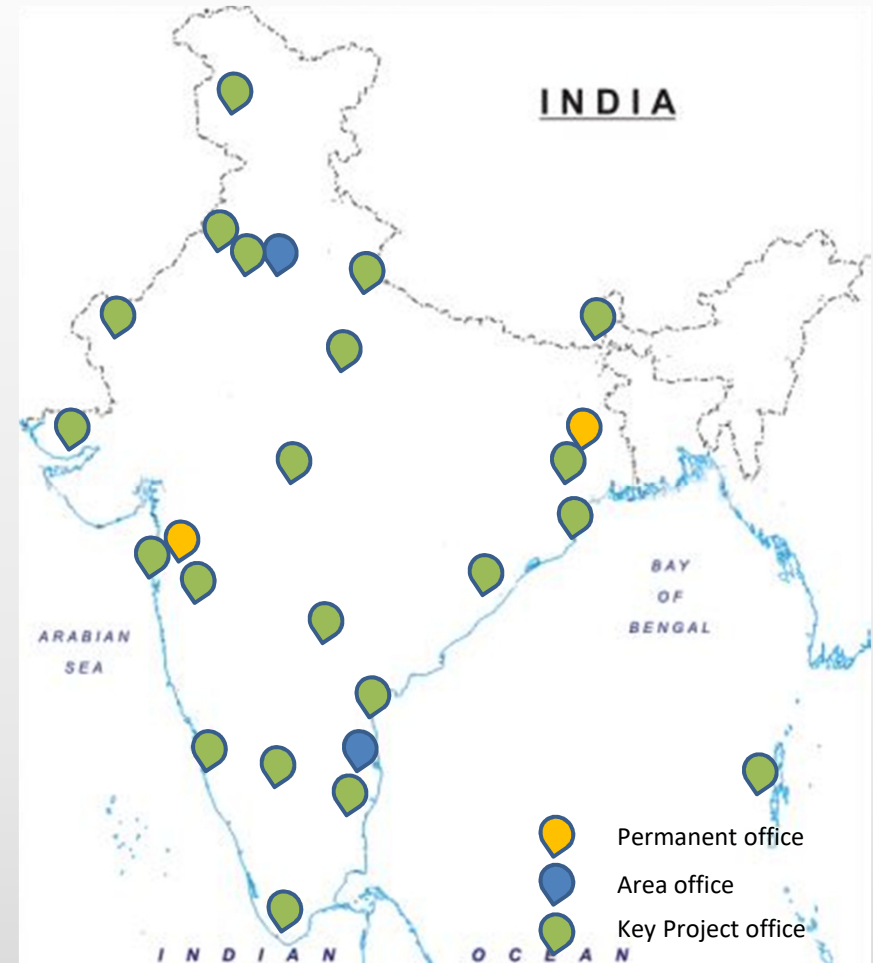


Joint Ventures

	ITD Cemindia JV	ITD-ITDCem JV	ITD-ITDCem JV (Consortium of ITD-ITD Cementation)	ITD Cem Maytas Consortium	CEC-ITD Cem- TPL JV
Shareholders	ITD Cem – 80% ITD (Thailand) – 20%	ITD Cem – 49% ITD (Thailand) – 51%	ITD Cem – 40% ITD (Thailand) – 60%	ITD Cem – 95% Maytas–5%	CEC – 40% ITD Cem – 40% , TPL - 20%
Key projects	➤ 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.	➤ 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	➤ Construction of integrated passenger terminal building at Netaji Subhas Chandra Bose International Airport in Kolkata	➤ 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	➤ Design and construction of underground section including 3 underground stations for Mumbai Metro Rail Corporation Limited
Work in Hand as on June 30, 2019 (100%) (INR)	11,972 million	5,929 million	Nil	8,359 million	20,349 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 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 "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:** 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

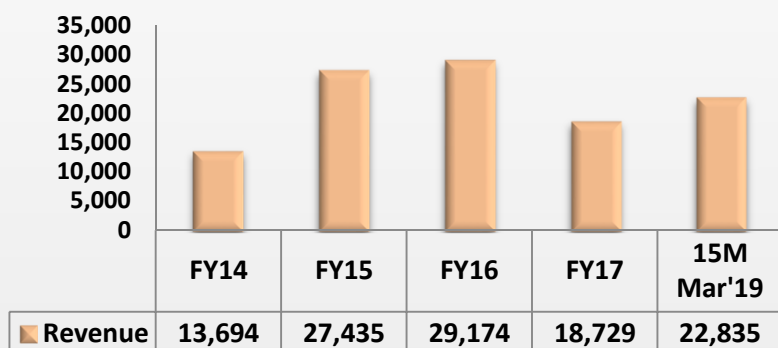
- ▶ Italian-Thai Development Company Limited is the largest construction company in Thailand and one of the largest in South East Asia
- ▶ Listed on the stock exchange of Thailand in 1994 with an initial capital base of Baht 2 million
- ▶ In 1985, ITD received the Royal Seal of Garuda, the highest and most honorable achievement for civilian companies in Thailand
- ▶ Net worth INR 35,468 million as at 31 March 2019
- ▶ Work in hand (Construction & Concession) INR 6,68,616 million (Construction INR 3,29,746 million) as on 16th May 2019.
- ▶ 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. 2.29

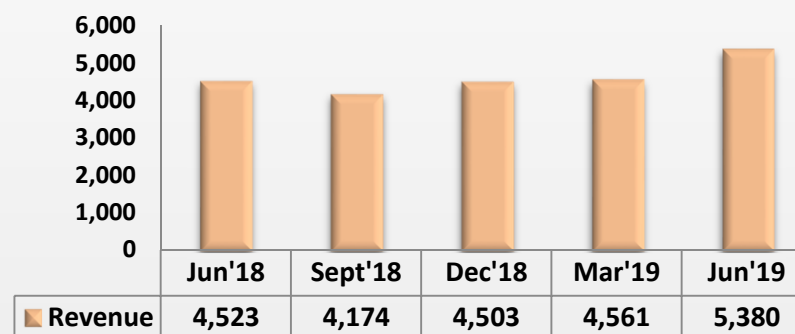
Standalone Financials

INR in Millions

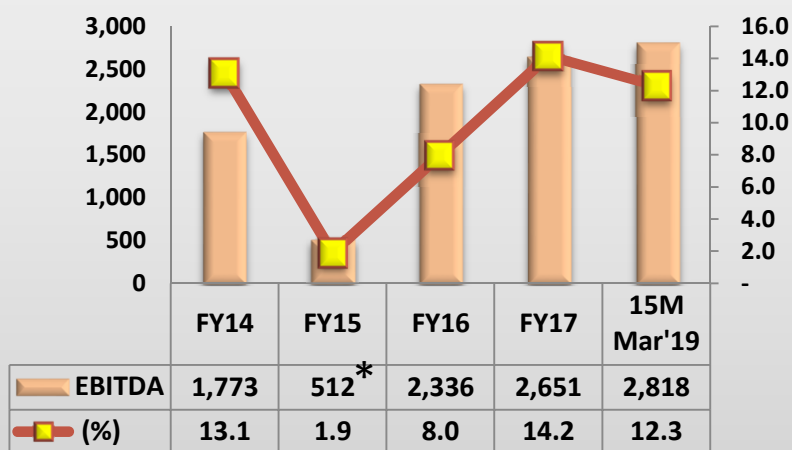
Yearly Revenue from operation



Quarterly Revenue from operation

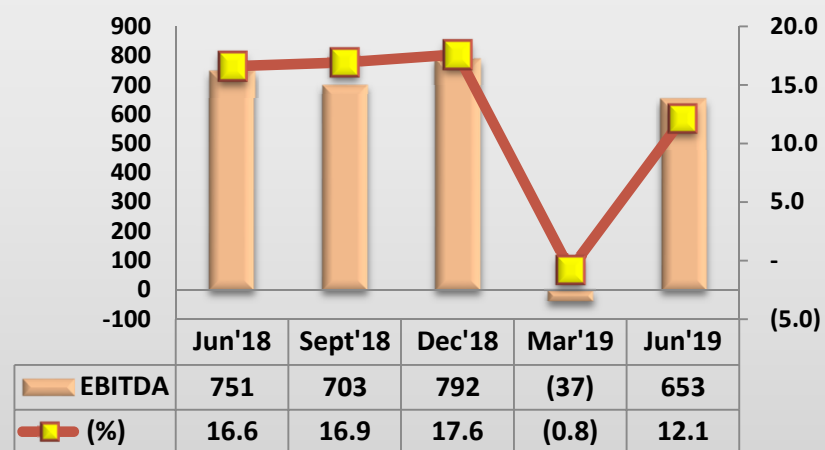


Yearly EBITDA



* After exceptional item

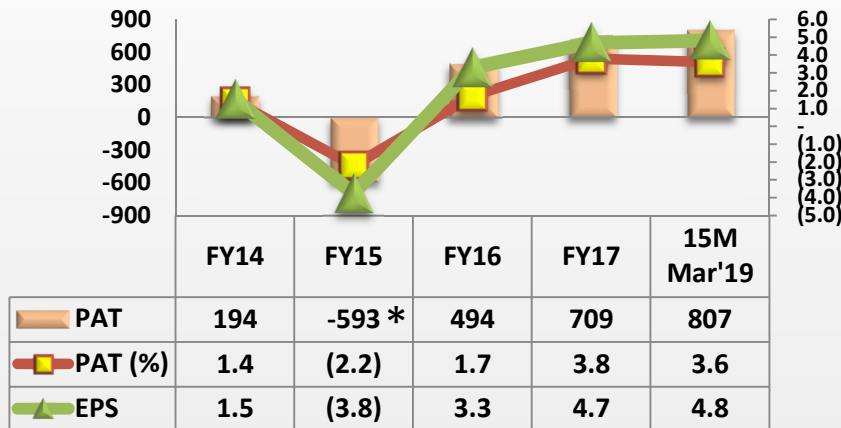
Quarterly EBITDA



Standalone Financials

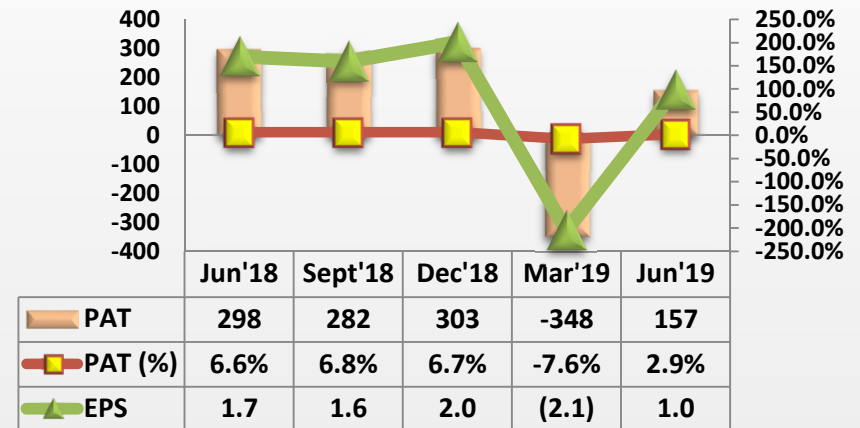
INR in Millions

Yearly PAT & EPS

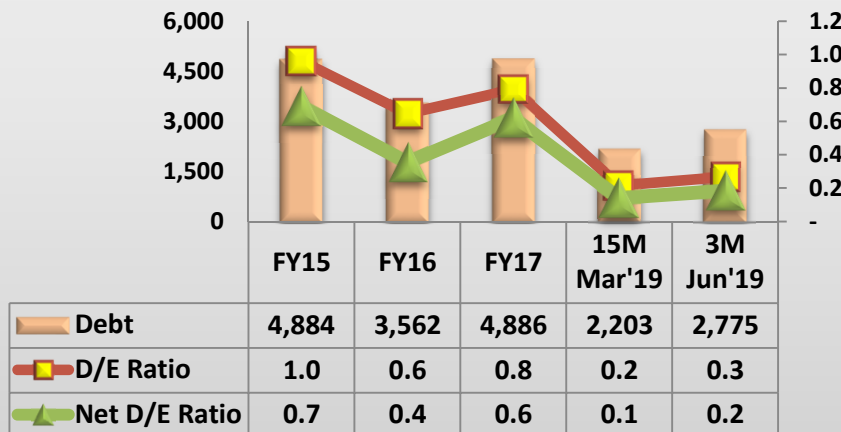


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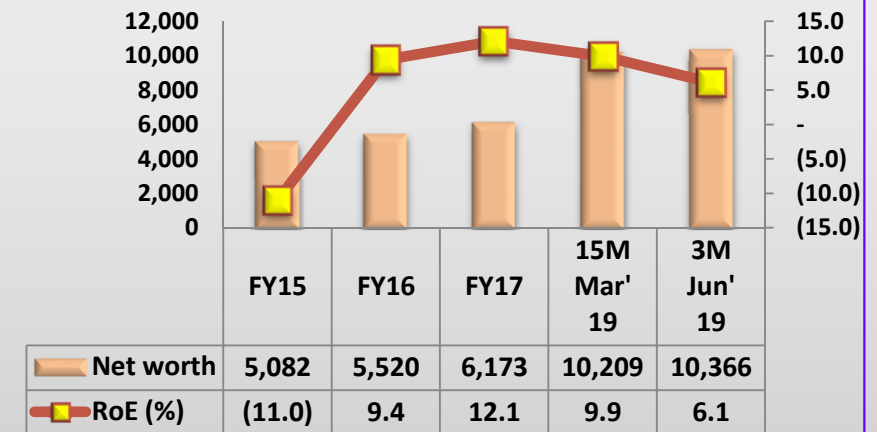
Quarterly PAT & EPS



Debt



Net Worth

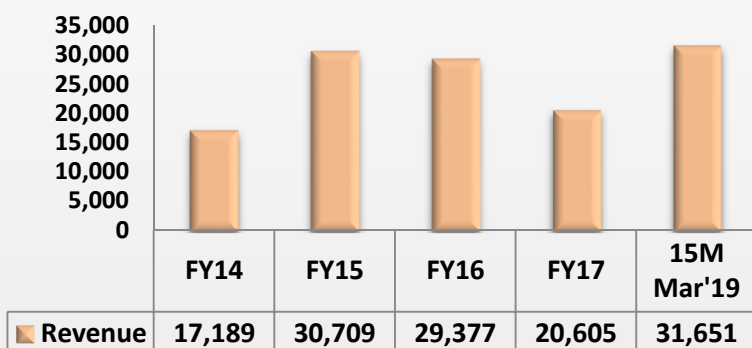


Consolidated Financials

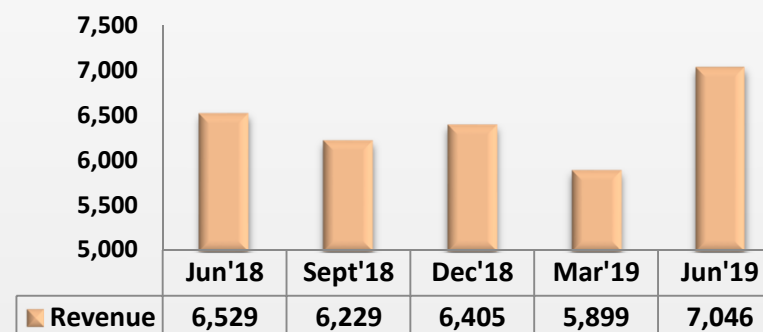
INR in Millions

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

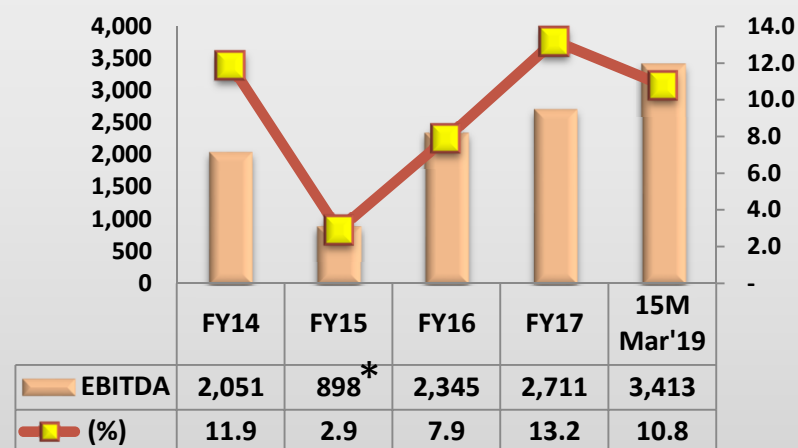
Yearly Revenue from operation



Quarterly Revenue from operation

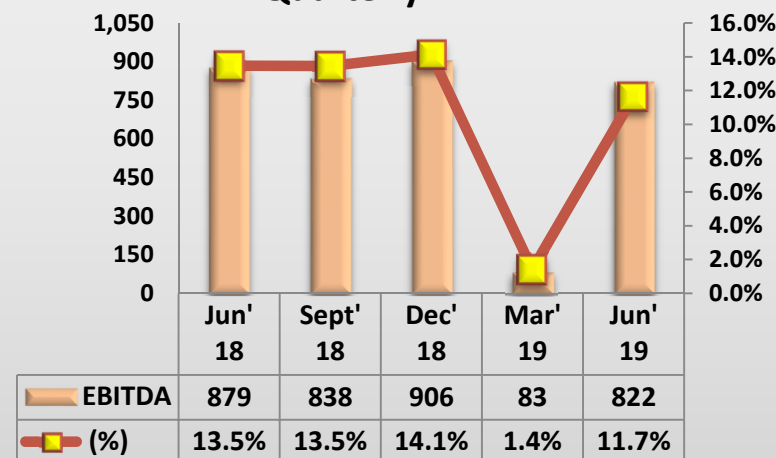


Yearly EBITDA



* After exceptional item

Quarterly EBITDA

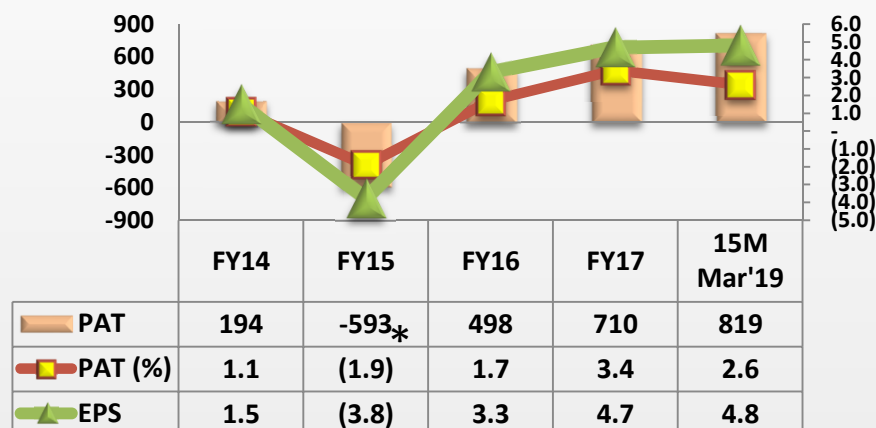


Consolidated Financials

INR in Millions

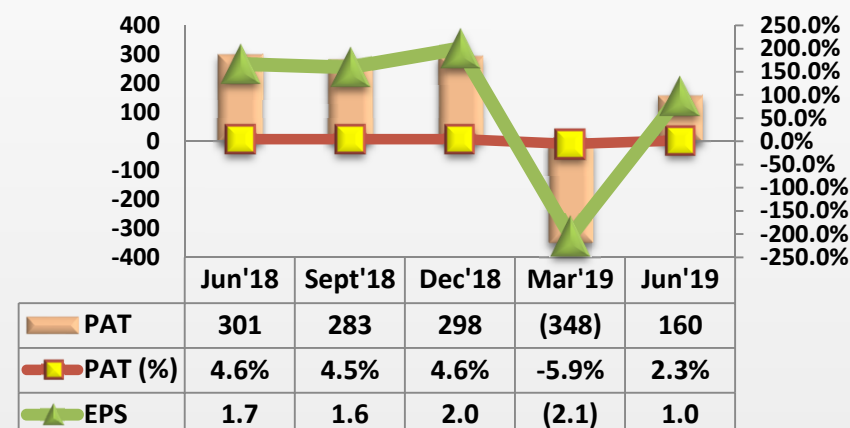
(Figures for the years 2014 and 2015 are as per IGAAP and year 2016 onwards are as per Ind AS)

Yearly PAT & EPS

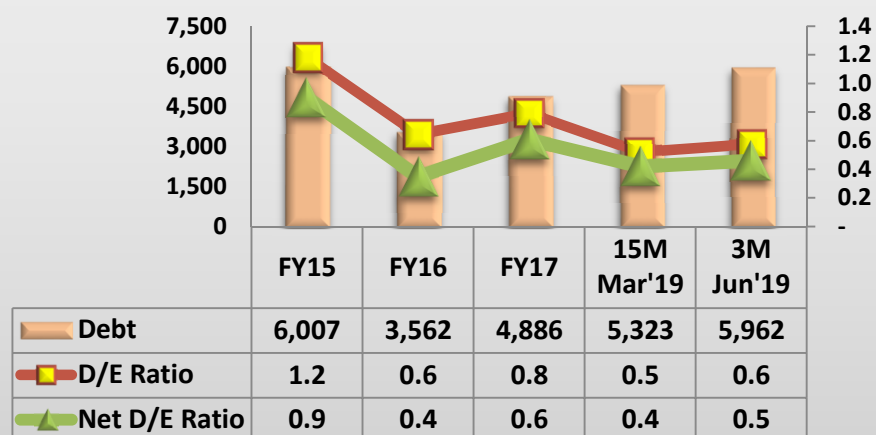


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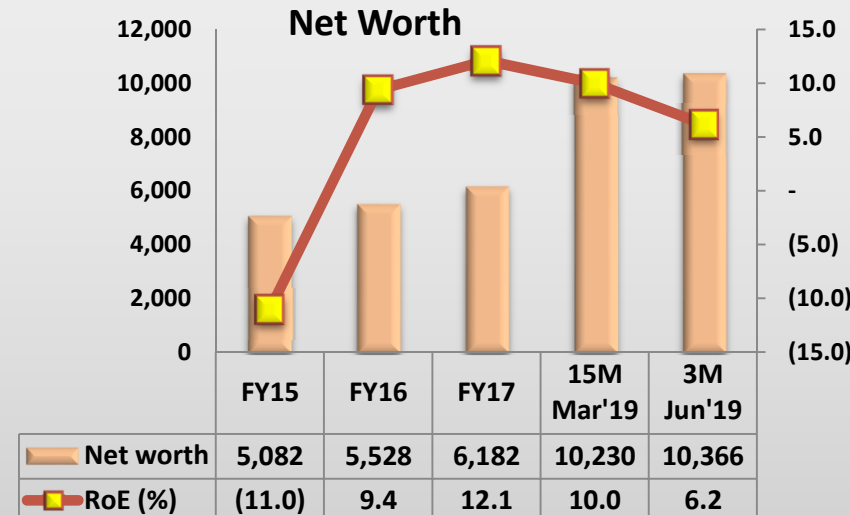
Quarterly PAT & EPS



Debt



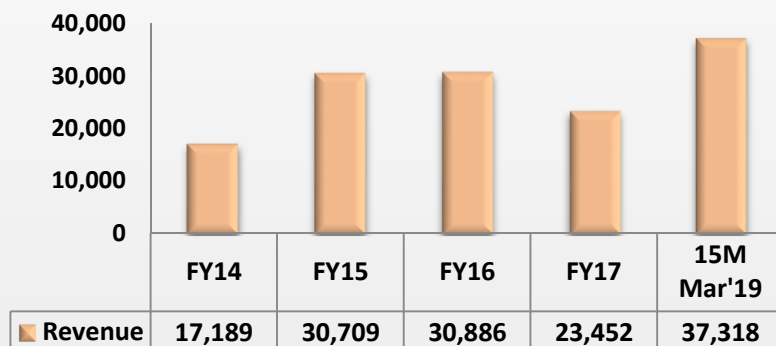
Net Worth



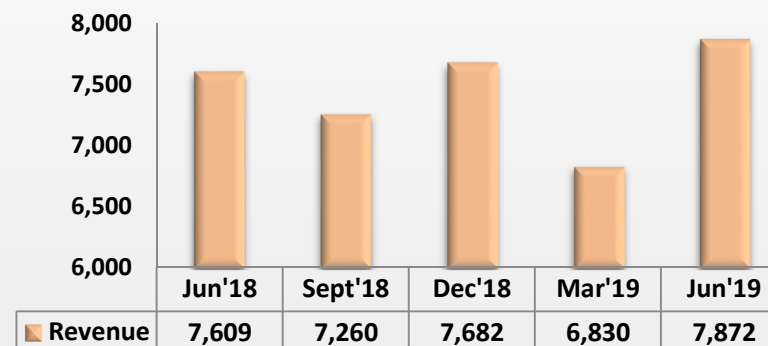
Consolidated Revenue & Debt (incl. our share in associate JVs)

INR in Millions

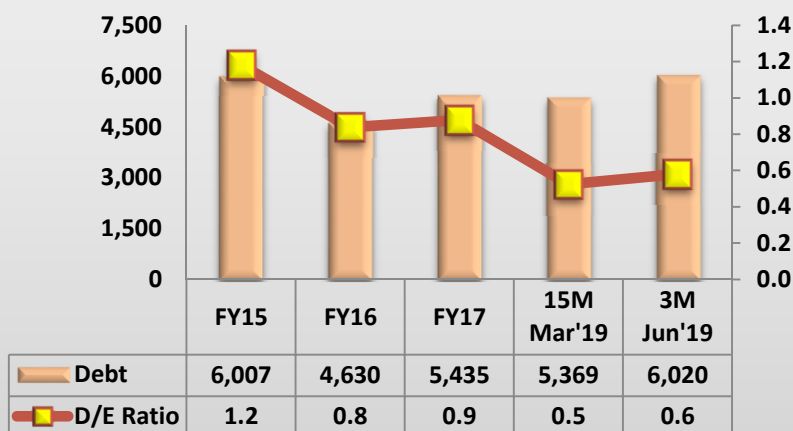
Yearly Revenue from operation



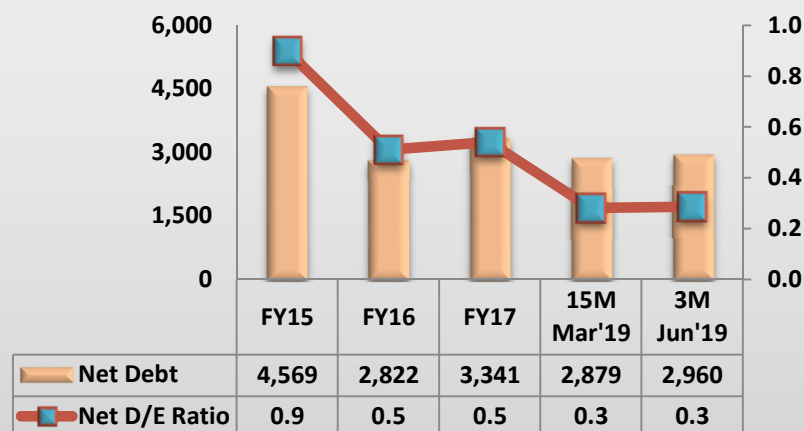
Quarterly Revenue from operation



Gross Debt



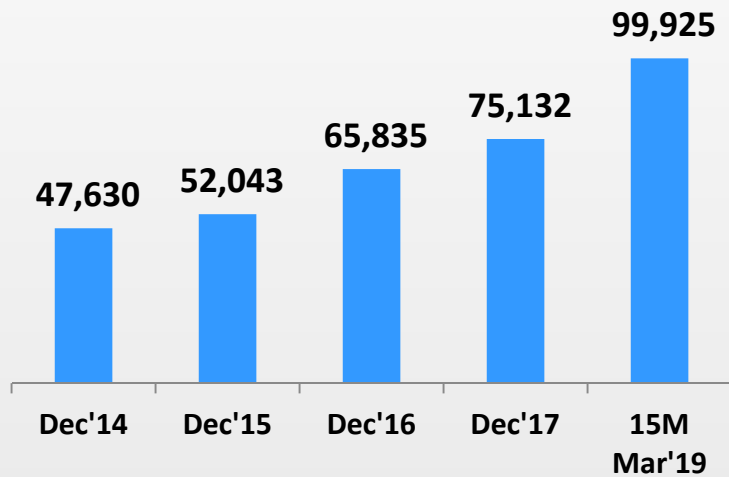
Net Debt



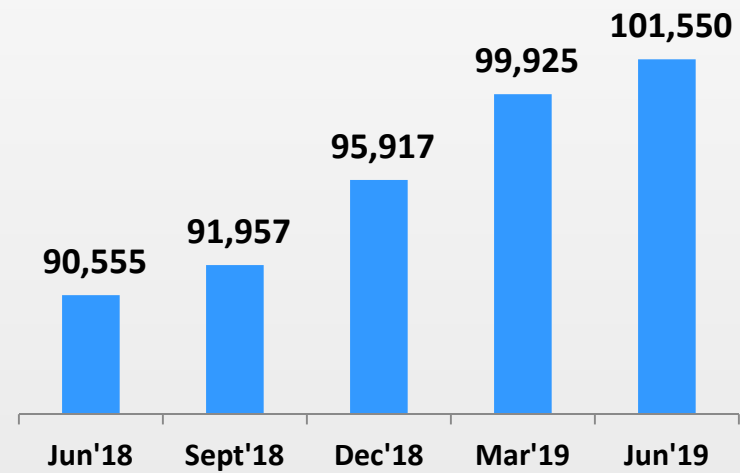
Consolidated Order Book

INR in Millions

Order book as at year end



Order book as at qtr. end



Order Book Analysis

Order Book: Sector Breakup

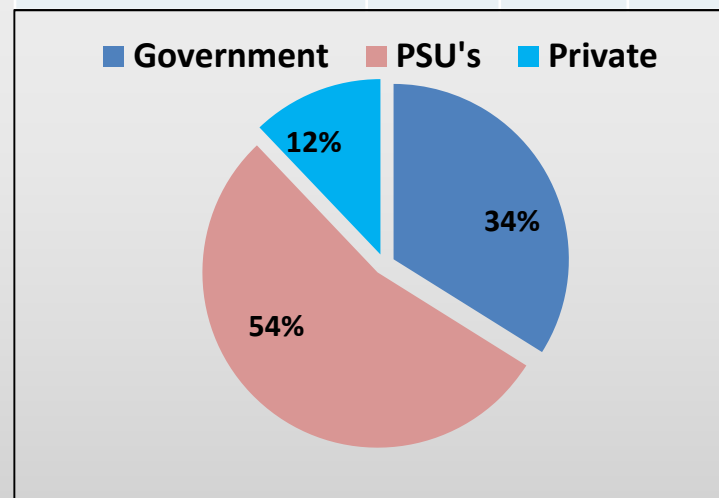
INR in Millions

Order book of INR 101,550 million as on June 30, 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
- Captive 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 (net of GST)
- Development of S&D Network in Churial Extension by micro tunneling method 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 Adits 6 between Rishikesh And Karanprayag (125Km) In Uttarakhand, India worth 1,152 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
- Design Construction, Manufacturing, Supply, Installation, Testing , Commissioning of Ballastless Trackwork in Main Line for Line-7 Corridor (Andheri (East) – Dahisar (East) of Mumbai Metro Rail Project worth 1,103 million
- Construction of LNG Jetty at Dhamra for HOWE Engineering worth 900 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
- Construction of Underpass along M. P. Road No.3 at the junction no.6 of Sector-51,52 and 72, Noida worth 526 million

As on June' 30, 2019	Size	No . (Major)	%
Urban Infrastructure / MRTS	37,875	13	37%
Marine	32,985	15	33%
Hydro / Dams / Tunnels / Irrigation	18,771	7	18%
Airport	8,683	3	9%
Specialist Works	2,119	8	2%
Highways, bridges & flyovers	694	1	0.7%
Water & waste water	333	3	0.3%
Buildings	90	2	0.1%
Industrial	-	-	-
Total	101,550	52	



Order Book: Sector Breakup

Rs. mn

Major Projects secured during qtr. June 2019:

- Construction of Tunnel T9-T10 on Sivok (West Bengal) to Rangpo (Sikkim) New Single line BG Railway Line Project from IRCON International Limited worth INR 6,167 million
- Construction of Bulk Berth and Approach Trestle at Chhara Port from Shapoorji Pallonji Infrastructure Capital Company Private Limited worth INR 3,250 million

L1 projects: LOI awaited

- Re-development of General pool residential colony at Kasturba Nagar New Delhi from CPWD worth 11,280 million
- Tunnel T-3 & T-4 on Sivok to Rangpo Railway Line Project, West Bengal from IRCON worth 4,948 million
- Tunnel T-8 on Sivok to Rangpo Railway Line Project, West Bengal from IRCON worth 4,931 million
- Tunnel T-6 on Sivok to Rangpo Railway Line Project, West Bengal from IRCON worth 3,030 million
- Construction of Sewer Tunnel - Jai Bharat Pumping Station to Bandra, Mumbai from MCGM worth 2,371 million
- Construction of Rubber Dam cum Regulator at Chabukia, Medinipur West Bengal from Irrigation & Waterways Directorate, Government of West Bengal worth 1060 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 46,558 million as on June 30, 2019

Urban Infrastructure / MRTS: Increasing Focus – contd..



Kolkata Underground Metro



Nagpur Metro Station



Delhi Metro Project



Bangalore 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 solid 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:**
 - ▶ 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 of 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 and Modular Fabrication Facility, Kattupalli
- ▶ **Order Book:** Outstanding order book of INR 32,985 million as on June 30, 2019

Marine: Market Leadership Position – contd..



Rock Placing, Udangudi Project



Karanja Port Project



Dhamra Port Project



Mumbai Port Trust Project

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:**
 - ▶ 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
 - ▶ Ground Improvement for Existing Foundation on North West Side of Hon'ble High Court Building, Calcutta --- By Micropiling and Grouting with Drucstone (or equivalent Geo Polymers).
 - ▶ 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 for Nuclear Power Corporation of India Limited.
 - ▶ 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
- ▶ **Order Book:** Outstanding order book of INR 2,119 million as on June 30, 2019

Special Projects: Market Leadership Position – contd..



Piling at Mumbai Underground Metro Project



Piling Work at Nagpur Metro



Ground Stabilisation work for Nuclear Power Corporation



Stone Column Work at Jindal Steel

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.
 - ▶ 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
 - ▶ 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

Order Book: Outstanding order book of INR 18,771 million as on June 30, 2019

Hydro / Dams / Tunnels / Irrigation - contd..



Micro Tunnelling Project, Kolkata



TBM – UG2, Kolkata



Tunnel for Indian Railways, Uttarakhand



TBM Tunnel

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 694 million as on June 30, 2019

Highways, bridges & flyovers:



PWD Delhi



Pune Satara Road Project



Pune Satara Road Project



Elevated Road Noida

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:** Outstanding order book of INR **Nil** million as on June 30, 2019

Industrial



Paradip IOCLProject



Kolkata Metro Station



Trichy AirportModernisation



Pune Airport Modernisation

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.
- ▶ **Projects under Execution:**
 - ▶ 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 INR 90 million as on June 30, 2019

Buildings



Bose Research Institute, Kolkata



Delhi Metro Station, Magenta Line



IIT Ropar



Kolkata Metro Station

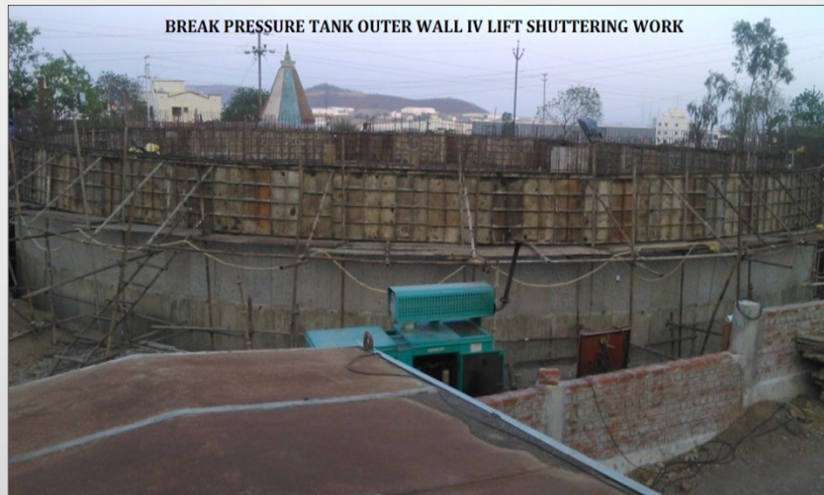
Water and Waste Water: Increasing Focus

- ▶ **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.
- ▶ **Order Book:** Outstanding order book of INR 333 million as on June 30, 2019

Water and Waste Water: Increasing Focus



Bhama Askhed Water Supply Project



Break pressure tank work in progress, Bhama, Pune



Agartala WTP project

Way Forward

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

- Focus on core competency of the Company – Marine, MRTS & specialized projects
- Focus on Infrastructure opportunities in EPC /Item rate contracts in complex Bridges, High Speed Bullet Train, Underground Tunnelling, Water segment under the Jalashakti initiatives of the Government
- Focus Bidding for larger & 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 and next three years our aspiration is to be amongst the top companies in the country

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 by our recent introduction of SAP

Improved Shareholder Return

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

THANK YOU

