



ITD Cementation Business & Operations Overview September 2017



Agenda

Corporate Vision

Company Profile

Parent Profile

Financial Performance

Order Book Analysis

Operations & Management

Way Forward

Corporate Vision

Corporate Vision

Our Mission

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

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.

Our Aim

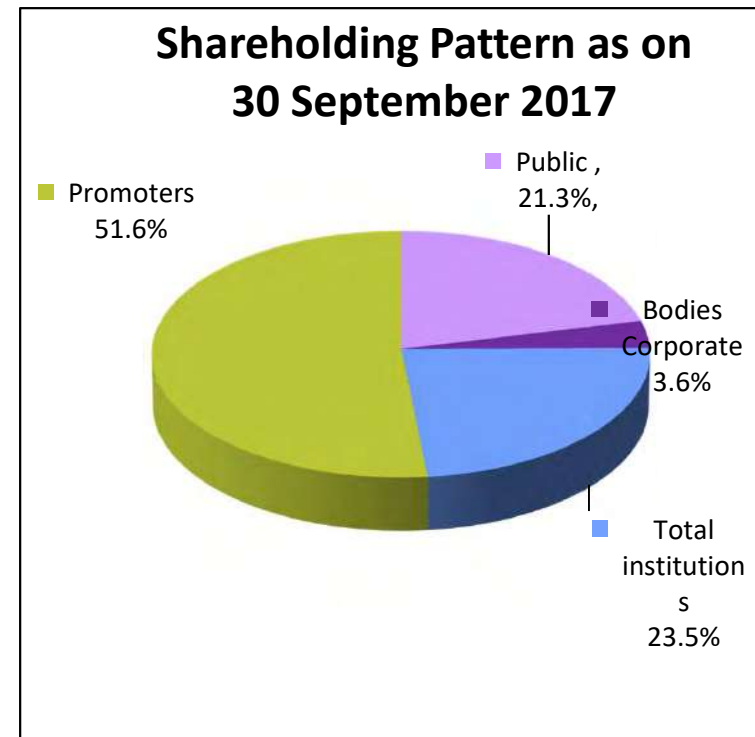
- ▶ Our aim is a satisfied client, a strong and proactive workforce and a quality product finished on time and to budget.
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Company Profile

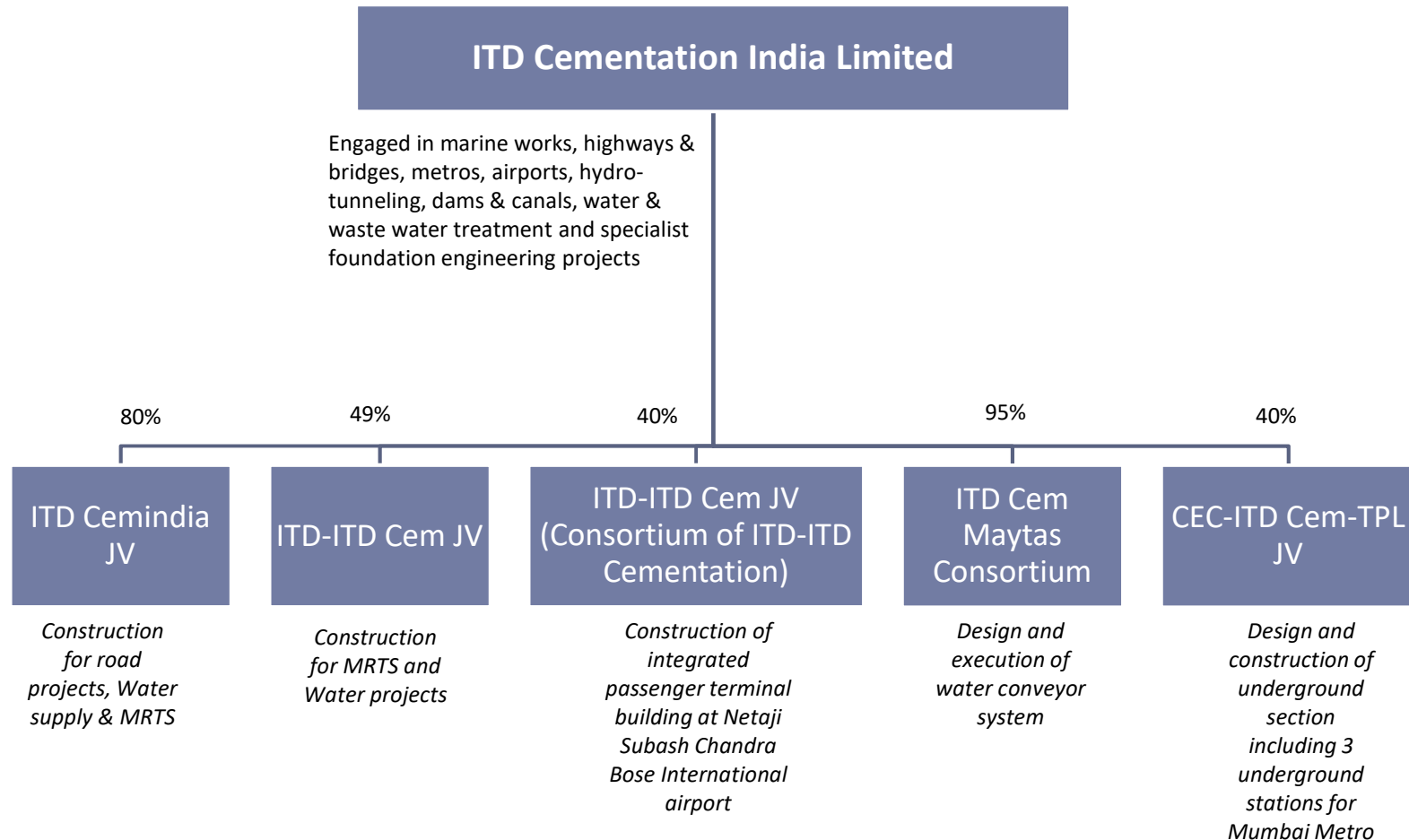
Company Profile

- ▶ 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. 81,308* mn as on September 30, 2017 executable over a period of 30 months.
- ▶ One of the few construction company with a sustained presence in India with MNC parentage
- ▶ Strong management systems and recall among clients
- ▶ Employee strength 1,950 people
- ▶ Listed on Indian stock exchanges with a market capitalization of Rs. 30,256 mn (Nov. 8, 2017)
- ▶ **Ownership Details:** ITD acquired 80.4% from Skanska AB in 2004 and currently holds nearly 52% in ITD Cem

*Includes our share in JV's order book



Corporate Structure

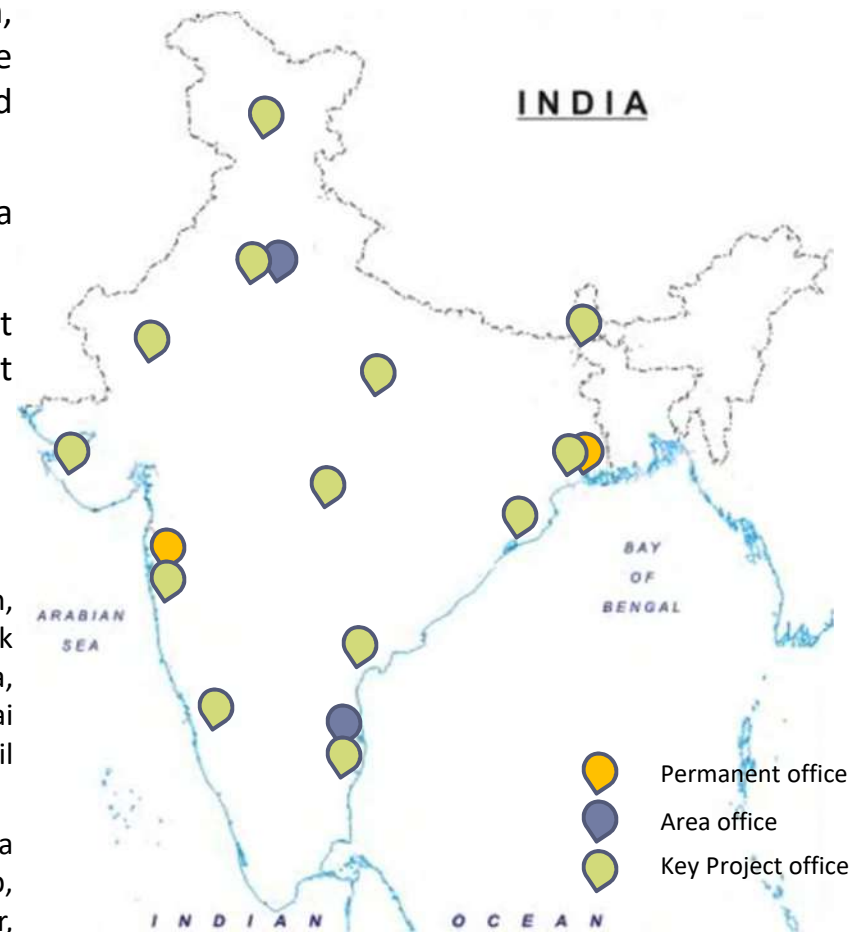


Joint Ventures

	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	➤Supply and installation of track work for Bangalore Metro ➤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	➤Construction of integrated passenger terminal building at Netaji Subas Chandra Bose (International) airport in Kolkata	➤Design and execution of water conveyor system for government of Andhra Pradesh	➤Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.(KEIIP) ➤ 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 mn	➤ Design and construction of underground section including 3 underground stations for Mumbai Metro Rail Corporation Limited
Work in Hand as on Sept 30, 2017 (100%)	9,129 mn	-	5,685 mn	23,403 mn	26,805 mn

Industry Position

- ▶ One of the leading players in marine construction, foundation and specialist works and significant presence in MRTS, Hydro / Dams / Tunnels / Irrigation and transportation segments
- ▶ Won quality and safety awards in the past 15 years - a reflection of ITD Cem's drive towards excellence
- ▶ Conform to ISO standards 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 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*



Parent Profile

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 a registered capital of 2,500 million Baht
- ▶ 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 and Net worth Rs. 24,517 mn as at 31 December 2016
- ▶ Work in hand (Construction & Concession) Rs. 5,31,970 mn (Construction Rs. 2,50,148 mn) as on May 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

* 1 Baht = Rs. 1.89

ITD's Main Area Of Operations

Mass Rapid Transport Systems: Construction of tunnels, underground railway stations and installation of the train system

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

Industrial structures and power plants: Construction of refineries, industrial estates, cement and power plants

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

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

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

ITD's Major Projects



The Mahidol Dentistry Building (Somdetphrapinkhiao Hospital)



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



HDPE Tailing and Decant Piping Installation

ITD's Major Projects – contd..



Bangkok Garden Condominium



Maw Taung Coal Mining, Burma



Delhi Metro – BC24



Thapline for Suvarnabhumi Airport Dedicated Line



Nam Theun 2 Hydroelectric Project Contract CW1 and CW3



Bang Khen Water Treatment Plant , Bangkok

ITD Cementation's Financial Performance Summary

KEY FINANCIALS

STANDALONE

	9M Sept 2017	2016	2015	2014	2013	2012
REVENUE	14,025	29,253	27,361	13,524	12,248	12,805
PBT	857	944	352	(676)	93	267
PBT★	857	944	(888)	280	93	267
PBIDT★	1,908	2,155	512	1,773	1,584	1,662
PAT	516	481	(593)	194	93	220
CASH PROFIT	923	804	(345)	488	428	580
EPS	3.55	3.10	(3.82)	15.14	8.08	19.08
NETWORTH	5,987	5,507	5,082	5,678	4,084	4,005
DEBTS	5,270	3,562	4,883	6,708	6,950	6,873
DIVIDEND %	-	30%	-	-	10%	20%

Rs. mn

CONSOLIDATED

	9M Sept 2017	2016	2015	2014	2013	2012
REVENUE	14,843	30,886	30,687	17,124	15,784	16,338
PBT	862	736	394	(686)	239	311
PBT★	862	736	(846)	269	239	311
PBIDT★	1,932	2,351	898	2,051	1,965	1,975
PAT	516	481	(593)	194	93	220
CASH PROFIT	929	931	(227)	621	535	726
EPS	3.55	3.10	(3.82)	15.14	8.08	19.08
NETWORTH	5,965	5,507	5,082	5,678	4,084	4,005
DEBTS	5,270	4,630	6,007	7,653	7,695	7,837

★ After exceptional items

Company has adopted new accounting standard (Ind AS) from Jan 1, 2017 and therefore our financials for 9M 2017 are as per Ind AS requirements

Order Book Analysis

Order Book: Sector Breakup

Rs. mn

Order book of Rs. 81,308* mn as on September 30, 2017.

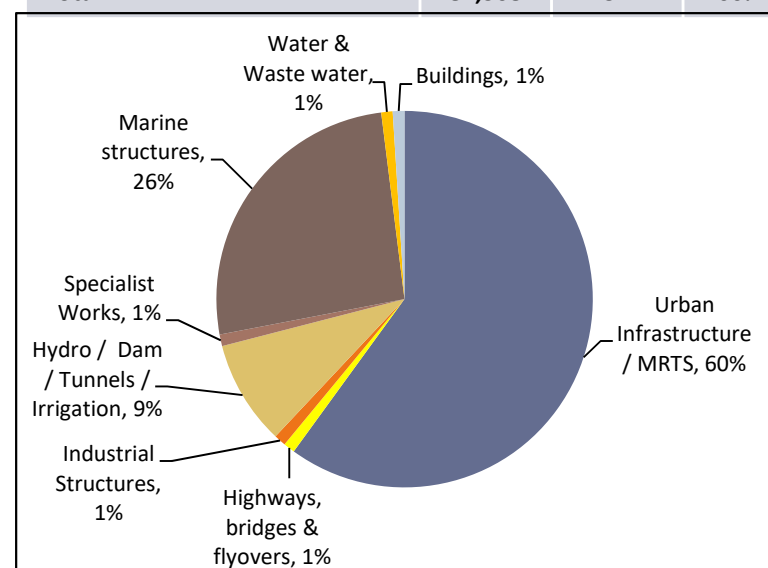
Major recently awarded projects included in order book are :

- Fifth oil berth at Jawahar Dweep at Mumbai Harbour worth 3,205 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%).
- Construction of Multi Modal IWT terminal for Haldia- West Bengal worth 5,174 mn
- Improving the Capacity Utilization of OR-I & OR-II Berths for Visakhapatnam Port Trust 1,677 mn
- Design and Construction of Elevated Viaduct for Nagpur Metro Rail Corporation worth 3,722 mn
- 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 mn
- Underground construction of RCC Box Tunnel in underground Bimanbandar Station Yard using diaphragm wall, H-Pile, plunge pile for Metro railway, Kolkata worth 3,068 mn
- Construction of Eight Nos. Elevated Metro Stations for Nagpur Metro Rail Corporation worth 3,103 mn
- Engineering, Procurement and Construction of Berth & Approach Trestle in Parangipettai Port, TN worth 751 mn

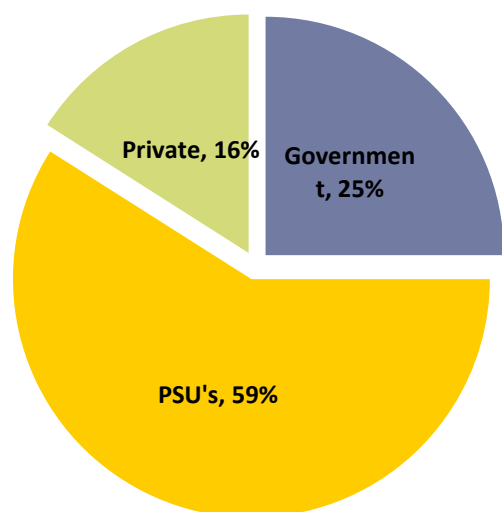
* Includes our share in JV's order book

L1 Projects as on September 30, 2017 worth 20,990 mn and an addition of scope in one of the existing projects by 3,229 mn

As on September 30, 2017	Size	No . (Major)	%
Urban Infrastructure / MRTS	48,598	13	60%
Marine	20,893	11	26%
Hydro / Dam / Tunnels / Irrigation	7,457	6	9%
Specialist Works	1,293	13	1%
Highways, bridges & flyovers	1,122	4	1%
Water & waste water	866	3	1%
Buildings	746	3	1%
Industrial	333	1	1%
Total	81,308	54	100%



Order Book: Sector Breakup – contd..



as of 30 September 2017

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.

Operations & Management

Business Operations

Urban Infrastructure / MRTS

- ▶ **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, Jaipur Metro, Bangalore Metro and Chennai Metro
 - ▶ Construction of Integrated Passenger Terminal Building at NSCBI Airport, Kolkata

- ▶ **Major Projects under Execution:**
 - ▶ Projects of Delhi Metro, Bangalore Metro, Kolkata Metro, Jaipur Metro, Mumbai Metro and Nagpur Metro

- ▶ **Order Book:** Outstanding order book of Rs. 48,598 mn as on September 30, 2017

Urban Infrastructure / MRTS: – contd..



Lowering of TBM, Mumbai Metro L3



Delhi Metro CC26 Project



Delhi Metro CC26 Project



DMRC CC32, Delhi

Business Operations

...(2)

Marine:

- ▶ **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:**
 - ▶ 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
 - ▶ 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
- ▶ **Major Projects under Execution:**
 - ▶ Dredging and reclamation works for development of 4th container terminal in Jawaharlal Nehru Port (JNP)-Phase-I
 - ▶ Marine Facilities at Karanja Creek
 - ▶ Development of West Quay North (WQ 7 & WQ 8) Berth In Inner Harbour of Visakhapatnam Port (Left Over Works)
 - ▶ Development of Multipurpose Terminal in Inner Harbour of Visakhapatnam Port Trust
 - ▶ Civil works for the project of 5th oil berth at Jawahar Dweep in Mumbai Harbour
 - ▶ Construction of Multi Modal IWT terminal for Haldia- West Bengal
 - ▶ Improving the Capacity Utilization of OR-I & OR-II Berths for Visakhapatnam Port Trust 1,677 mn
- ▶ **Order Book:** Outstanding order book of Rs. 20,893 mn as on September 30, 2017

Marine: – contd..



JSW, Jaigad



Ennore Container Terminal, Chennai



MuPT Oil Berth 5



JNPT, Nhava Sheva - BMCT

Business Operations

...(3)

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, Civil and Temporary Construction Facility Works for GIR Project at Dahej, Gujarat
 - ▶ 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
 - ▶ Piling and Associated Works at Panipat Refinery for BS - VI Project of IOCL, Panipat.
 - ▶ Shotcreting to U/s Face, Drilling, Grouting and Deep Pointing on Downstream Face of Linganmakki Dam .
 - ▶ Ground Improvement using Vibro Stone Columns for Proposed Residential Project at Sector-108, Palam Vihar, Gurgaon - Working Columns for Tower A1 to A3, B1 to B4 and C1 to C3
 - ▶ Pilling work for proposed Constrction of Viaduct Corridor from Gyaspur Depot to Shreyas at MEGA for IL & FS Ahemdabad Gujrat
- ▶ **Order Book: Outstanding order book of Rs.1,293 mn as on September 30, 2017**

Special Projects: – contd..



Piling & Civil Works for JSW, Jaigad



Piling & Civil Arctech, Gangtok



Foundation BASF, Dahej



Civil Works Wadala

Business Operations

...(4)

Hydro / Dam/ 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
 - ▶ 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 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. 7,457 mn as on September 30, 2017**

Hydro / Dam / Tunnels / Irrigation - contd..



Umtru Dam



New Umtru H E Project



Trunk Sewer KEIP



VMSS – Micro Tunneling Vadodara

Business Operations

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Highways, bridges & flyovers:

- ▶ **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
 - ▶ Elevated Road, Noida from PWD Delhi
 - ▶ Ghaziabad ROB
- ▶ **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. 1,122 mn as on September 30, 2017

Highways, bridges & flyovers: - contd..



Elevated Road Noida



PWD Delhi



Pune Satara



Elevated Road Noida

Business Operations

...(6)

Industrial

- ▶ **Scope:** Construction of civil structures for refineries, petrochemicals, power, steel and fertilizer plants
- ▶ **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:**
 - ▶ Civil, Structural Fabrication & Erection, Water Supply & Drainage, Plumbing Electric, Lighting and Earthing & HVAC installation works
- ▶ **Order Book:** Outstanding order book of Rs. 333 mn as on September 30, 2017

Industrial – contd..



Paradip Refinery – Industrial Complex



Power House, Umtru



IHI Mundra



Paradip Refinery – Industrial Complex

Business Operations

...(6)

Buildings

- ▶ **Scope:** Construction of civil structures for Academics Institutes, Residential, Complexes etc
- ▶ **Key Project executed:**
 - ▶ Haj Tower, Kolkata
- ▶ **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. 746 mn as on September 30, 2017**

Buildings – contd..



Haj Tower, Kolkata



Bose Institute, Kolkata



IIT, Ropar



DP World

Business Operations

...(7)

Water and Waste Water:

- ▶ **Scope:** Recently diversified into water and waste water segment undertaking projects for water transmission and treatment plants
- ▶ **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:**
 - ▶ Procurement of 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 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 Rs. 866 mn as on September 30, 2017**

Water and Waste Water: - contd..



Bhama Ashed Water Supply Project



Break pressure tank work in progress, Bhama, Pune



Agartala WTP project

Way Forward

Learning & Growth Perspective

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

Customer Perspective

- Focus on on-time completion of the projects.
- 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
- 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

THANK YOU