

HCC/ SEC/ 2019

August 1, 2019

BSE Limited The Corporate Relationship Dept, 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001.	National Stock Exchange of India Ltd Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai-400 051.
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Subject: Analyst / Institutional Investors Meeting

Dear Sirs,

Further to our letter dated July 29, 2019 and pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the copy of the presentation made before the meeting of the Analyst Institutional Investors held on August 1, 2019.

Thanking you,

Yours faithfully

for **Hindustan Construction Company Limited**
Ajay Singh
Company Secretary**Hindustan Construction Co Ltd**

Hincon House,
LBS Marg, Vikhroli (West),
Mumbai - 400 083, India
Tel : +91 22 2575 1000 Fax : +91 22 2577 7568
CIN : L45200MH1926PLC001228

www.hccindia.com



Hindustan Construction Co Ltd

Investor / Analyst Presentation

Q1 FY 2019-20

Presentation Flow

HCC	-	Key Highlights & Financial Results
HCC E&C	-	Updates
HCC Infrastructure	-	Updates
Steiner AG	-	Updates

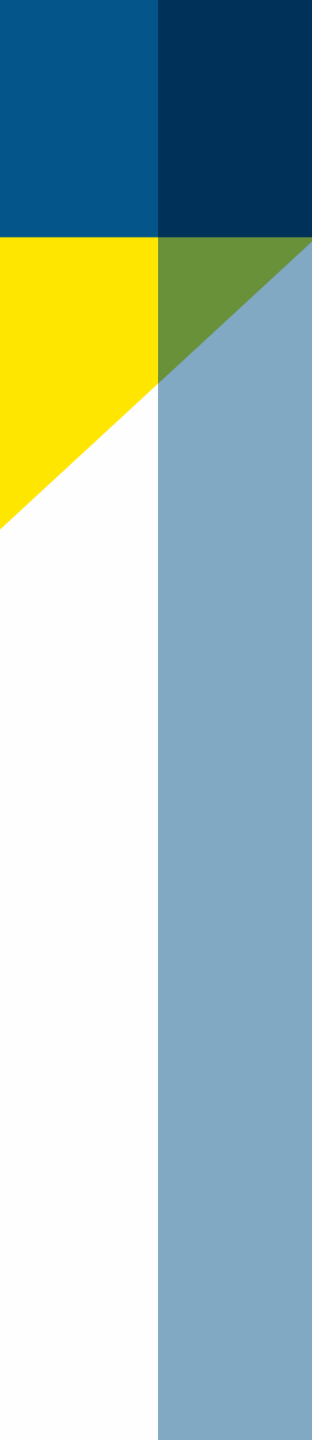
Key Highlights: Q1 FY20

- Turnover was Rs.831 crores in Q1 FY20 vs. Rs.933 crores in Q1 FY19
 - Turnover would have been higher by Rs.136 crores at Rs.967 crores if the monetization transaction had not been signed; i.e. comparable Turnover growth was 4% y-o-y
 - Awards income attributable to the Investor pool have not been booked in P&L in Q1 FY20
- EBITDA margin (excluding Other Income) was 21.5% in Q1 FY20 vs. 11.1% in Q1 FY19
 - EBITDA & PBT would have been Rs.95 crores higher had the monetization transaction not been signed
 - Some large hydro projects, which are lower margin in nature, are expected to see a ramp-up in execution during the coming quarters
- HCC received Rs.213 crores via Execution Petitions in Q1 FY20 (aggregate Rs.553 crores since 2H FY19)
 - Proceeds were primarily used to reduce debt by Rs.134 crores in Q1 FY20
 - Further Rs.195 crores stands deposited in Court awaiting withdrawal
- Performance of key subsidiaries remains robust
- Sale of BOT Asset expected to be completed this quarter; Monetization transaction likely to close in Q2 FY20

Financial Performance : Q1 FY20 (y-o-y & q-o-q)

Results are in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs

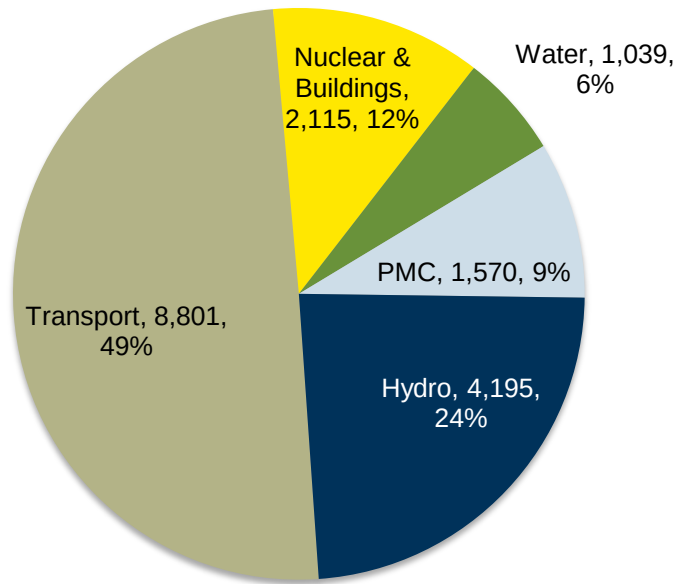
	Q1 FY20	Q1 FY19	y-o-y	Q4 FY19
	Rs. cr	Rs. cr	%	Rs. cr
Total Income	838	1,001	(16%)	1,348
Construction Cost (incl. material) / other exp.	558	730	(24%)	1,194
Employee Cost	95	100	(5%)	98
EBITDA (excluding Other Income)	179	103	74%	30
EBITDA margins (%) (excluding Other Income)	21.5%	11.1%		2.3%
Finance Cost	172	161		209
Depreciation	31	39		32
Exceptional Item	-	-		(389)
Profit / (Loss) Before Tax	(18)	(29)		(185)
Profit / (Loss) Before Tax after Exceptional items	(18)	(29)		(574)
Tax	(3)	(9)		(147)
Profit / (Loss) After Tax	(15)	(20)		(428)
Other comprehensive income after tax	(3)	(8)		(4)
Total Comprehensive Income (after Tax)	(18)	(28)		(431)



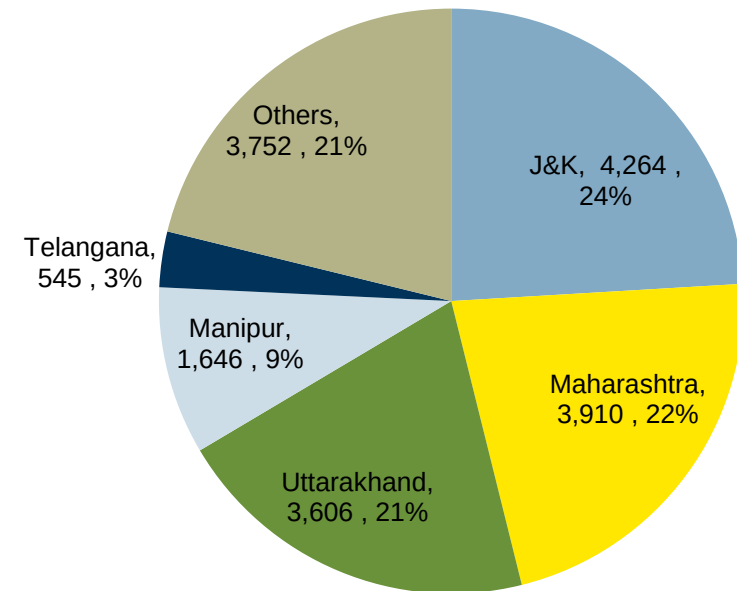
HCC E&C

Order Backlog – Rs.17,721 crores

Order Backlog – Business-line wise Breakup



Order Backlog - Geographic Breakup



Attractive Target Bid Slate over next 6 months

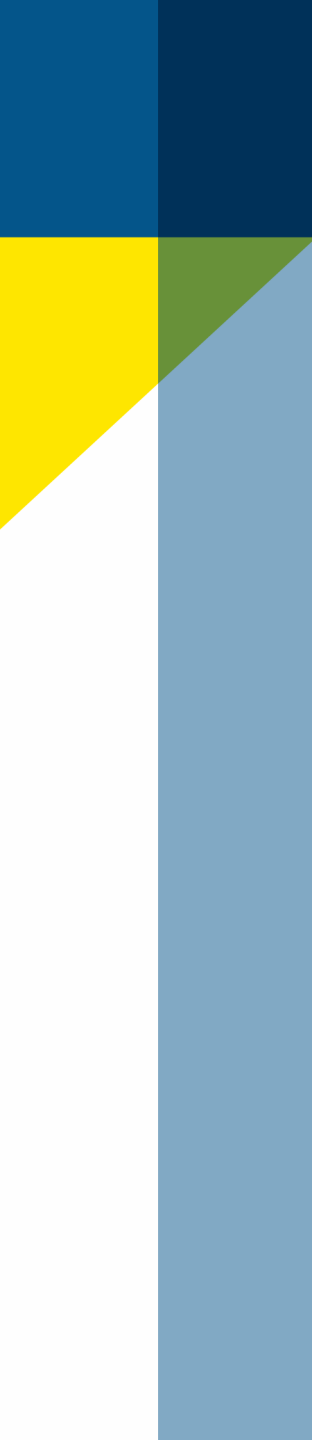
	Value of Active Bid Slate	Value of Target Orders	Target Orders as % of Active Bid Slate
Split by Segment	<i>Rs. Crores</i>	<i>Rs. Crores</i>	
<i>Transport</i>	84,769	53,345	63%
<i>Hydro</i>	8,900	5,700	64%
<i>NSP</i>	9,100	6,100	67%
<i>Water</i>	27,629	6,968	25%
Total	1,30,398	72,113	
Split by Centre / State			
<i>Centre</i>	85,092	65%	
<i>State</i>	45,306	35%	
Total	1,30,398		
Split of State Orders	45,306		
<i>Water</i>	27,629		
<i>Metro Transport</i>	6,377		
<i>Road Transport</i>	7,500		
<i>Hydro</i>	3,800		

Claims & Awards status as on June 30, 2019

Rs Crs

Post Arbitration Award Stage			
High Court Single Judge (S/34)	High Court Division Bench (S/37)	Supreme Court (SLP)	Total
5,151	302	723	6,167

Award Status as on June 30, 2019	(Rs. Crore)
Total Awards as on June 30, 2019	6,167
Less: Collected through Court against BG	952
Less: Collected through CCEA mechanism (75%) against BG	1,531
Balance to be Collected	3,693



HCC Infrastructure / HCC Concessions

■ Baharampore–Farakka–Raiganj (NH-34 Packages 3 & 4)

- Baharampore-Farakka (Pkg 3): Average daily revenue was Rs.37.7 lakh in Q1 FY20 and traffic grew by 2% y-o-y
- Farakka-Raiganj (Pkg 4): Average daily revenue was Rs.42.1 lakh in Q1 FY20 and traffic declined by 4% y-o-y
- Farakka Barrage, the connecting bridge over the Ganges between Pkg 3 and Pkg 4, had been under repair since October 5, 2018, leading to decline in traffic in 3Q & 4Q FY19
 - Bridge repair was completed on April 1, 2019, and traffic has since bounced back
 - *Note: Baharampore-Farakka (Pkg 3): Average daily revenue in Q4 FY19 was Rs.26.7 lakh and traffic had declined 29% y-o-y. Farakka-Raiganj (Pkg 4): Average daily revenue in Q4 FY19 was Rs.20.7 lakh and traffic had declined 51% y-o-y*
- HCC Concessions has signed definitive documents for sale of FRHL to Cube Highways and Infrastructure II Pte. Ltd.
 - Seven out of nine Lenders have given NOC
 - Transaction expected to close by end of Q2 FY20



Farakka Raiganj Highway: Toll Plaza at Km 297



Km 341 (Farakka Raiganj Highway)



Steiner AG

- 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
- Closing order backlog as of June 30, 2019, CHF1.32 billion (Rs.9,356 cr)
- Order intake during Q1 FY20 was CHF169.8 million (Rs.1,184 cr) as against CHF138.2 million (Rs.944 cr) in the same quarter last year; company has further secured orders worth CHF451 million (Rs.3,145 cr) where contracts are yet to be signed
- Revenues and Profits were higher y-o-y on strong operational performance

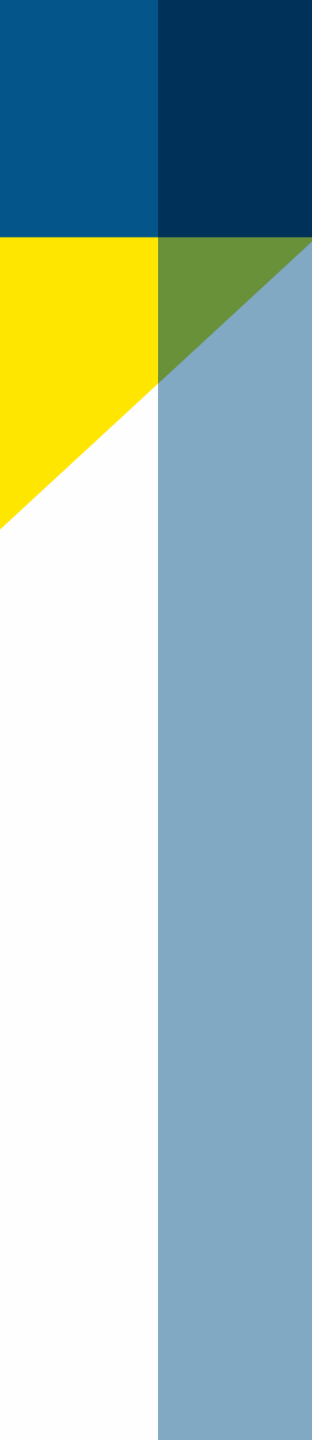
Key financials:

As per IGAAP	Q1 FY20	Q1 FY20	Q1 FY19	Q1 FY19
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	232.5	1,621	199.7	1,364
PAT/ (Loss)	5.0	35	3.8	26

(for P&L: exchange rate of 1 CHF = Rs.69.73 average for Q1 FY20)

(for P&L: exchange rate of 1 CHF = Rs.68.28 average for Q1 FY19)

(for BS: exchange rate of 1 CHF = Rs.71.09 as of June 30, 2019)



НСС