

PRESENTATION
Q4 FY 24 and FYE24 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

May 2024



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TOTAL INCOME (FY 24)

₹ **38,919** Mn.

EBITDA (FY 24)

₹ **3,885** Mn.

GROSS ORDER BOOK (as at Mar 24)

₹ **197,067** Mn

UNEXECUTED

ORDER BOOK (as at Mar 24)

₹ **111,799** Mn

PRESENCE Pan India

(**50+** Ongoing Projects across **15** States + **1** Overseas)

TOTAL INCOME (Q4 FY 24)

₹ **11,760** Mn.

EBITDA (Q4 FY 24)

₹ **1,043** Mn.

YTD ORDER INFLOWS

₹ **65,368** Mn (FY 2023-24)

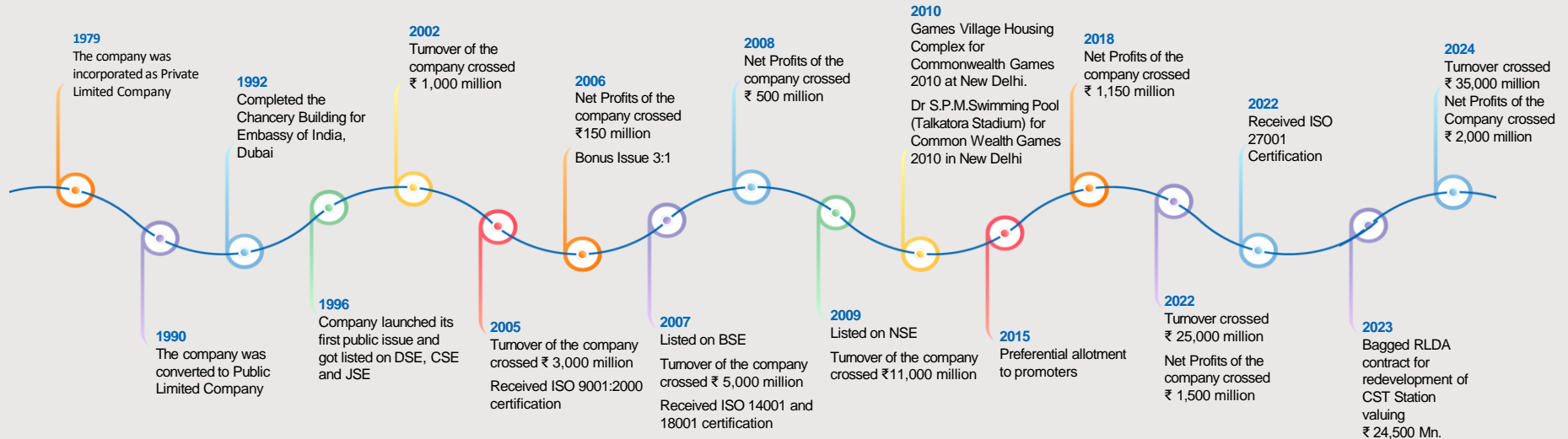


Ahluwalia Contracts (India) Limited (ACIL) is a well-established integrated construction company with five decades of expertise in infrastructure development.

- ▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**
- ▶ **Completed landmark projects:**
 - Residential and commercial complexes
 - Hotels, institutional buildings, hospitals
 - Corporate offices, information technology (IT) parks, industrial complexes
 - Automated car parking lot, townships, BOT projects
 - Metro station and depot
 - Redevelopment / Upgradation of Railway Stations
 - Urban infrastructure



JOURNEY





POWERED BY AN ENDURING VISION, MISSION AND VALUES

Our business is founded on our vision of excellence and steered by our mission of continuous enhancement, as we move towards the next milestone in our journey.



VISION

To be the company of choice for construction of complex buildings by continuously setting higher standards of excellence in different facets of EPC in building Industry.



MISSION

To be the benchmark for clients satisfaction in the building industry, as also for the training and welfare of its workforce.



VALUES THAT DRIVE US

Excellence, Integrity,
Teamwork, Continuous
improvement, Quality



UNIQUE ADVANTAGES

- ▶ State-of-the-art mechanized solutions offered through excellent infrastructure
- ▶ In-house capabilities to ensure high quality standards
- ▶ Wide service portfolio offerings through robust business flow process
- ▶ Timely construction and delivery of projects
- ▶ Experienced Promoters and Strong management bandwidth with sound corporate governance
- ▶ Strong network of channel partners
- ▶ ISO 9001, ISO 14001, ISO 27001 and OHSAS 18001 certification



INDUSTRY / SECTOR OUTLOOK

- The construction Industry in India is expected to reach \$1.4 Tn by 2025. Investments of US\$ 966 Mn. would be required by the infrastructure sector by 2040.
- The construction industry in India is the second largest employer after agriculture, and it is therefore critical to the country's economic stability.
- Construction Industry is contributing 9% share in India's GDP and it currently employs 51 Mn people in India.
- The Construction industry market in India works across 250 sub- sectors with linkages across sectors.
- Indian Real Estate sector is expected to reach a market size of USD 1 Tn by 2030. Its contribution to the country's GDP is expected to be approximately 13% by 2025.
- Increasing demand for commercial space - Construction of office spaces, hotels, retail, entertainment units. The net office space absorption across India's largest 6 cities stood at 31.9 Mn sq.ft. in 2020.
- By 2030, more than 40% of the population is expected to live in urban India (33% today), creating a demand for 25 Mn additional mid-end and affordable units.
- Under National Infrastructure Pipeline (NIP), India has an investment budget of \$1.4 Tn on infrastructure -24% on renewable energy, 18% on roads & highways 17% on urban infrastructure, and 12% on railways.

TOP 10 ONGOING PROJECTS (as on 31st March 2024)



Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai	24,500	24,274
AllMS Jammu	12,540	487
Bihar Animal Science University, Patna, Bihar	8,902	6,795
The Arbour Project DLF, Gurugram	7,447	6,063
Tata Memorial Centre, Parel, Mumbai	7,233	6,837
Mandale Depot, Mumbai	7,104	1,240
Medical College, Koriyawas, Haryana	6,443	1,053
Max Super Specialty Hospital, Gurugram	6,169	6,047
Dharavi Wastewater Treatment facility, Mumbai	5,566	4,674
LTMG Hospital Sion, Mumbai	5,339	4,070



ONGOING PROJECTS



STATE	LOCATION
JAMMU & KASHMIR	Jammu (1)
HIMACHAL PRADESH	Chamba (1) Hamirpur (1) Shimla (1) Dharamshala (1)
PUNJAB	Mohali (2)
CHANDIGARH	Chandigarh (1)
DELHI NCR	Delhi (7)
HARYANA	Gurgaon (4) Rewari (1)
UTTAR PRADESH	Greater Noida (1) Noida (1) Jewar (1)
BIHAR	Bodh Gaya (1) Chappra (1) Nalanda (1) Patna (4)
MAHARASHTRA	Mumbai (6)
WEST BENGAL	Kolkata (5)
ASSAM	Bongaigaon (1) Jorhat (1) Guwahati (2)
ODISHA	Bhubaneswar (3)
KARNATAKA	Bengaluru (3)
TELANGANA	Hyderabad (1)
NEPAL	Kavre (1)

Number of projects in brackets



KEY CLIENTS



Net Zero by 2035⁺



CINDA Engineering & Construction Pvt. Ltd.





FINANCIAL HIGHLIGHTS

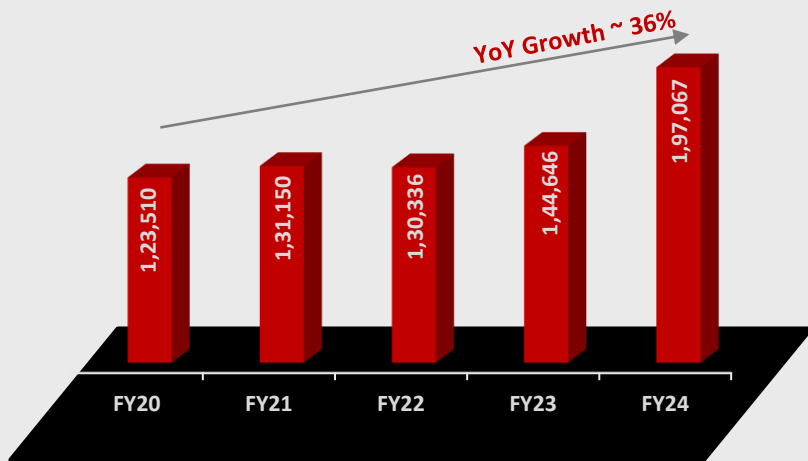


ORDER BOOK

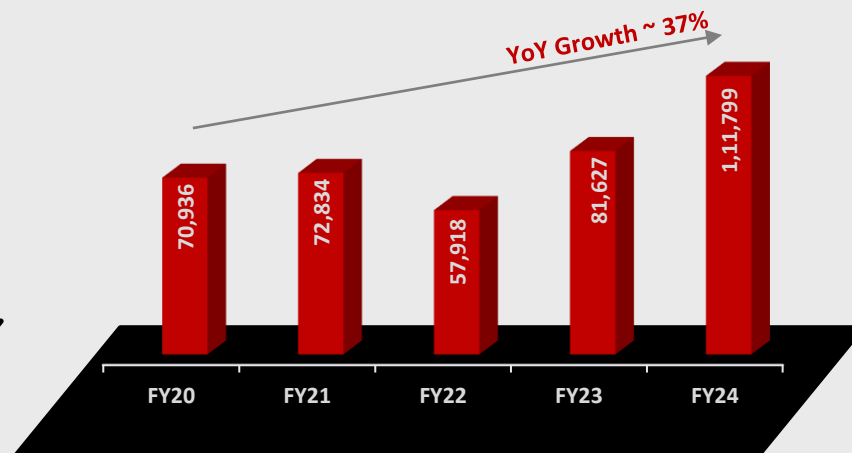
(₹ Mn.)

Details	FY20	FY21	FY22	FY23	FY24
Gross Order Book	123,510	131,150	130,336	144,646	197,067
Unexecuted Order Book	70,936	72,834	57,918	81,627	111,799

Gross Order Book (₹ Mn.)



Unexecuted Order Book (₹ Mn.)



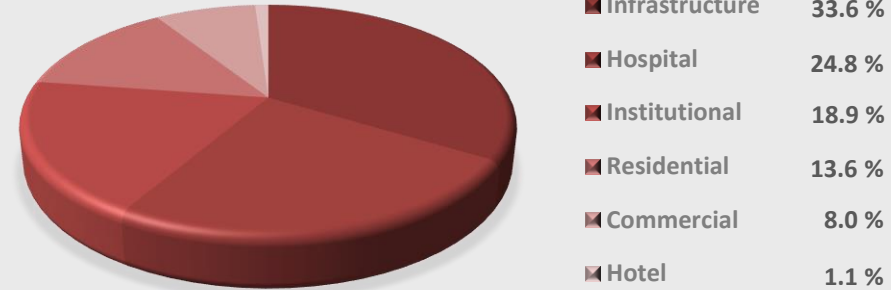


SEGMENT WISE ORDER BOOK CLASSIFICATION (as on March 2024)

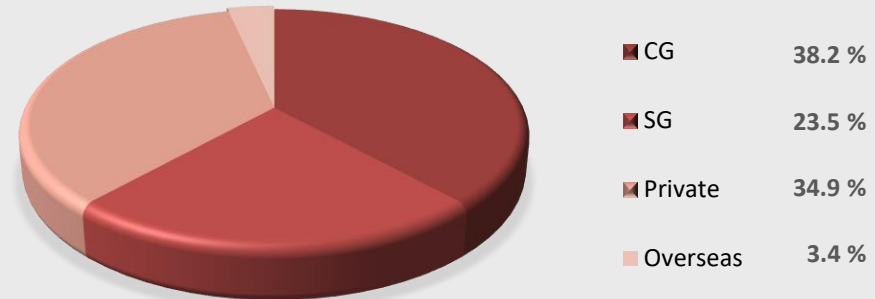
Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Infrastructure	37,613	33.6%
Hospital	27,711	24.8%
Institutional	19,577	17.5%
Residential	15,203	13.6%
Commercial	10,519	9.4%
Hotel	1,176	1.1%
Total	111,799	100%

Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Central Government (CG)	42,681	38.2%
State Government (SG)	26,299	23.5%
Private	38,958	34.9%
Overseas – Government	3,861	3.4%
Total	111,799	100%

SEGMENT WISE ORDER BOOK



SECTOR WISE FOOTPRINTS



STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on March 2024)

State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Maharashtra	41,556	37.2%
Haryana	18,270	16.3%
Bihar	10,510	9.4%
Assam	9,174	8.2%
Delhi	8,430	7.5%
Odisha	4,342	3.9%
Overseas (Nepal)	3,861	3.4%
Himachal Pradesh	3,078	2.8%
Chandigarh	3,023	2.7%
Karnataka	3,028	2.7%
Punjab	2,378	2.1%
Uttar Pradesh	1,740	1.6%
West Bengal	959	0.9%
Jharkhand	750	0.7%
Jammu and Kashmir	487	0.4%
Telangana	213	0.2%
Total	111,799	100%

OUR DIVERSIFIED REGIONAL PRESENCE



West	37.2 %
North	33.5 %
East	23.0 %
South	2.9 %
Overseas	3.4 %

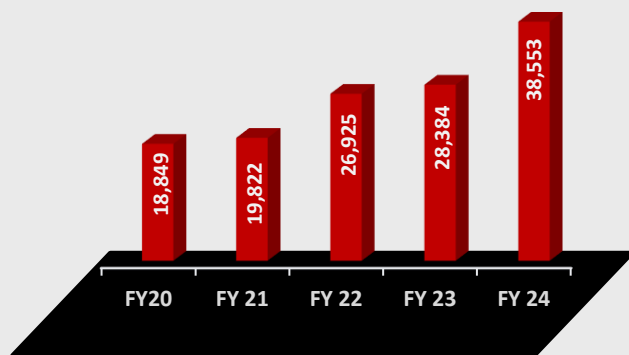
Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
West	41,556	37.2%
North	37,406	33.5%
East	25,735	23.0%
South	3,241	2.9%
Overseas (Nepal)	3,861	3.4%
Total	111,799	100%

FINANCIAL HIGHLIGHTS (Standalone)

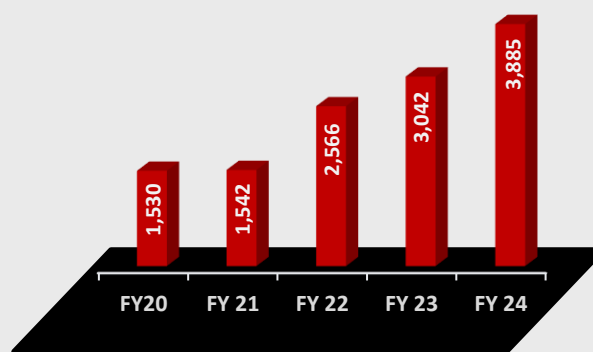


Parameters	(₹ Mn.)				
	FY20	FY21	FY 22	FY 23	FY 24
Income From Operations	18,849	19,822	26,925	28,384	38,553
Growth (%)	8%	5%	36%	5%	36%
Other Income	104	223	291	295	366
EBITDA	1,530	1,542	2,566	3,042	3,885
EBITDA margin (%)	8.1%	7.8%	9.5%	10.7%	10.1%
Profit Before Exceptional Gains and Tax	966	1,035	2,084	2,618	3,102
Exceptional Gains	-	-	-	-	1,950
PAT	644	772	1,553	1,942	3,755
PAT Margin (%)	3.4%	3.9%	5.8%	6.8%	9.6%
Net Worth	8,040	8,800	10,365	12,298	16,021

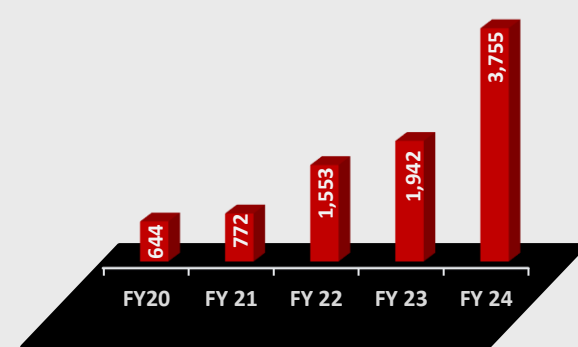
PAT
19%



INCOME FROM OPERATIONS (₹ Mn)
CAGR (3 yrs) ~ 25%



EBITDA (₹ Mn)
CAGR (3 yrs) ~ 36%

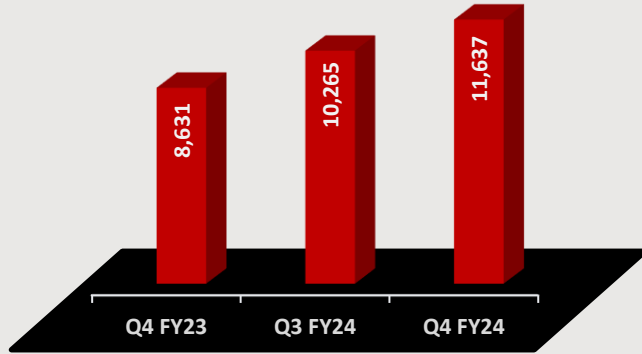


PAT (₹ Mn)
CAGR (3 yrs) ~ 69%

FINANCIAL HIGHLIGHTS (Standalone) (Q4 FY 24)

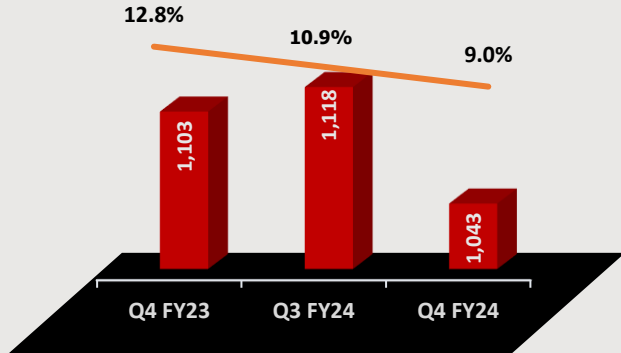


Income from Operations (₹ Mn)

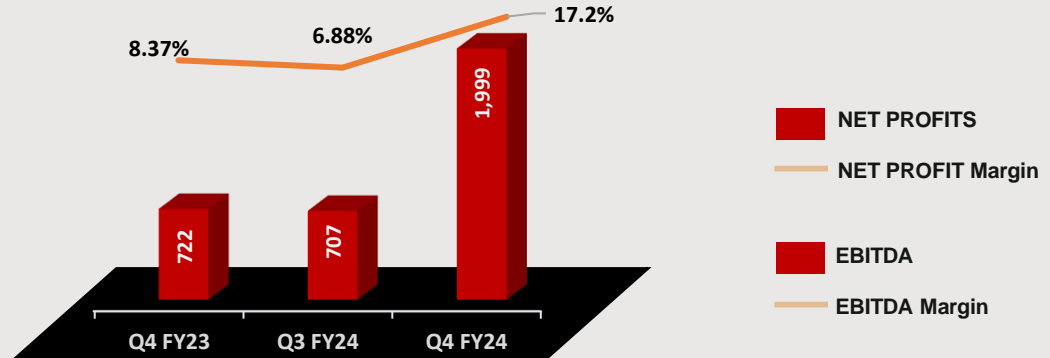


₹ Millions	Q4 FY 24	Q3 FY 23	Q4 FY 23
Income from Operations	11,637	10,265	8,631
EBITDA	1,043	1,118	1,103
EBITDA Margin	9.0%	10.9%	12.8%
Depreciation	289	136	102
Finance Cost	135	123	112
Profit Before Exceptional Gains and Tax	741	950	977
Exceptional Gains	1,950	-	-
Net Profit after Tax	1,999	707	722
Net Profit Margin (%)	17.2%	6.9%	8.4%

EBITDA (₹ Mn) & MARGIN (%)



PAT (₹ Mn) & MARGIN (%)



- NET PROFITS
- NET PROFIT Margin
- EBITDA
- EBITDA Margin



THANK YOU



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