

BSE Limited The Corporate Relationship Dept, 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code - 500185	National Stock Exchange of India Ltd Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai-400 051. Scrip Code - HCC
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Dear Sir,

Sub.: **Analyst / Institutional Investors Meeting**

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find the details of the meeting of Analyst/Institutional Investors held with the Company as under:

Date and Time of the Meeting	Name of Fund / Company	Type of Meeting / interaction	Venue of Meeting
Tuesday, February 09 ,2021 Time: 5:30 pm to 6.30 pm	Analysts and Investors	Meeting	Virtual (via Video Conferencing)

Further, we are enclosing herewith the copy of the presentation made in the above meeting of the Analyst / Institutional Investors held on February 9, 2021.

Thanking you,

Yours faithfully,
For Hindustan Construction Co. Ltd.


Vithal P. Kulkarni
Company Secretary

Enclosed: As above



Hindustan Construction Co Ltd

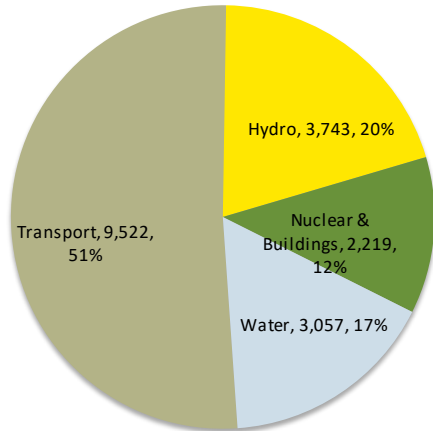
Investor / Analyst Presentation

Q3 FY 2020-21

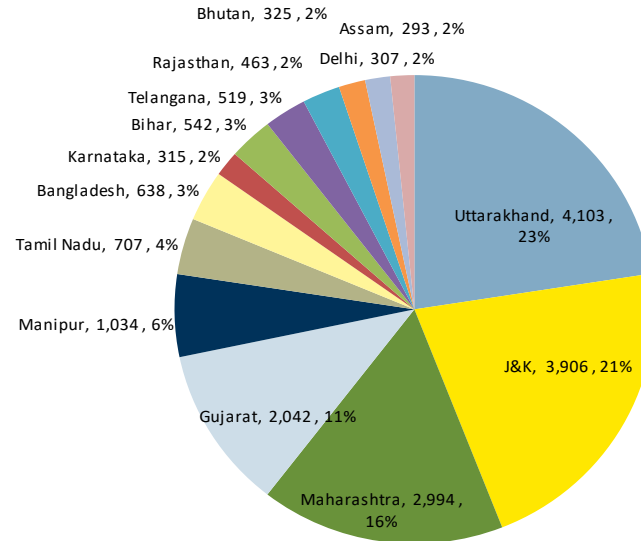
Presentation Flow

- HCC** - **Key Highlights and Financial Results Q3 FY21**
- HCC Infrastructure** - **Updates**
- Steiner AG** - **Updates**

Order Backlog Q3 FY21 – Rs 18,541 Cr



Order Backlog Business Line wise Breakup



Order Backlog - Geographic Breakup

Balanced portfolio having geographical spread across the country

1. 2 orders awarded in Q3 FY21: Rs. 236 Cr, HCC share: Rs. 130 Cr.
 - i. NF Railway-BG Line Bairabi-Sairang 14A, Mizoram : Rs. 156 Cr (55% JV, HCC share: Rs. 86 Cr)
 - ii. NF Railway-BG Line Bairabi-Sairang 15A, Mizoram : Rs. 80 Cr (55% JV, HCC share: Rs. 44 Cr)

2. 2 bids submitted in FY 20-21 under evaluation: Rs. 1,936 Cr (HCC share: Rs. 988 Cr)
 - i. Construction of Elevated Metro Stations & Viaducts, Chennai Metro – Rs. 978 Cr (HCC share: Rs. 499 Cr) **(Likely to be L1)**
 - ii. Construction of New Four lane Bridge (Parallel to the Vikramshila Setu), Bihar (MoRTH) - Rs. 958 Crs (HCC share: Rs. 489 Crs)

HCC continues to deliver projects of national importance

Key Highlights (Projects): Q3 FY21

1. DMRC DC06: Ready for initial drive of TBM

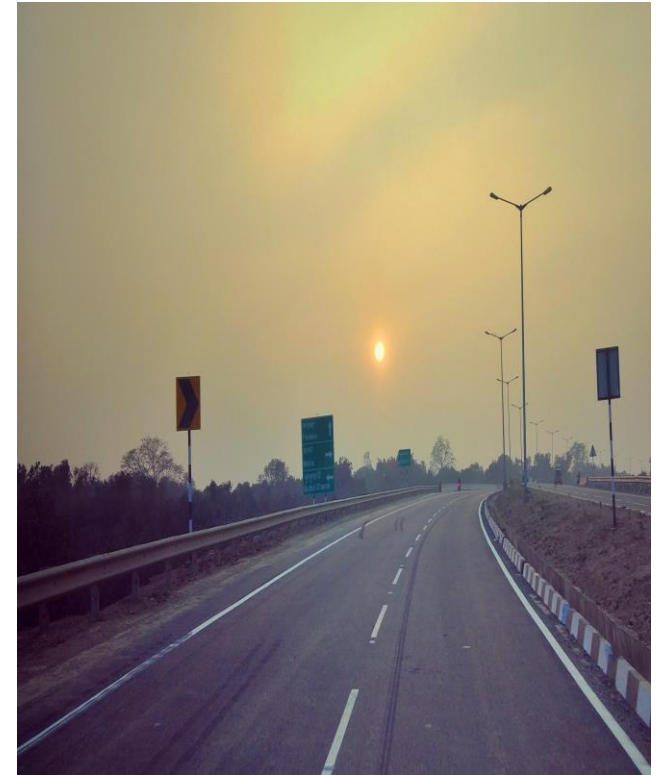
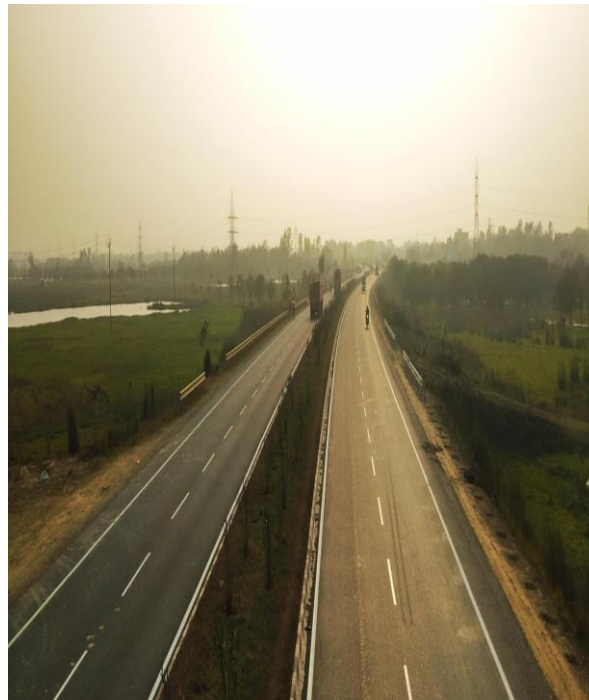


DMRC DC-06 Tunnel Boring Machine 5.8 m dia

HCC continues to deliver projects of national importance **HCC**

Key Highlights (Projects): Q3 FY21

2. **NH34 Pkg 4:** Application submitted for additional tolling for 11.43 Km;
Toll rate enhancement by 50% expected by 28 Feb 2021



Key Highlights (Projects): Q3 FY21

3. Closing Projects: Teesta low dam (160 MW) – Dam site



Key Highlights (Projects): Q3 FY21

Closing Phase: Teesta Low Dam (160 MW) Power House



Key Highlights (Projects): Q3 FY21

4. Closing Phase: Pare (110 MW) – Dam site



Key Highlights (Projects): Q3 FY21

Closing Phase: Pare (110 MW) – Dam site



Key Highlights (Projects): Q3 FY21

Closing Phase: Pare (110 MW) – Power House



Key Highlights: Q3 FY21

1. Turnover: Rs. 822.3 Cr in Q3 FY21 vs. Rs. 955.6 Cr in Q3 FY20
2. EBITDA margin (excluding Other Income): 14.2% in Q3 FY21 vs. 21.2% in Q3 FY20
3. Net Loss of Rs. 79 Cr compared to Net Profit of Rs. 222.2 Cr in Q3 FY20
4. Robust performance of BOT assets & FRHL sale to Cube Highways completed; Conciliations of Awards/Claims for NH34 underway
5. Debt carve-out resolution plan with lenders in advanced stage, lenders supportive of plan, final approval expected in due course

Impact of COVID19 on Operations

1. FY21 Revenue impacted due to COVID19 related factors, however operations largely stabilized
2. Majority of manpower (90%, 4370 nos.) mobilised in all projects to pre COVID levels (Transport, Hydro and Nuclear)
3. All 42 sites resumed operations while adhering to strict safety norms, however
 - a) Progress suboptimal due to lockdown disruptions leading to exit of workmen, supply chain interruptions, working capital cycle disruption and following of safety norms
 - b) Nikachu and Punatsangchu projects impacted by National lockdown in Bhutan from 23 Dec 2020 to 15 Jan 2021. Sites in process of remobilisation.
 - c) Work stopped for 15 days in October 2020 at Tehri Project. Work impacted in Vishnugad Pipalkoti and Tapovan projects due to COVID19.
4. Working with clients for cashflow improvement measures and working capital support for completion of balance works
5. Continuing advocacy by Construction Industry for Government support

Awards status as on Dec 31, 2020

Rs. Cr

Post Arbitration Award Stage			
High Court Single Judge (S/34)	High Court Division Bench (S/37)	Supreme Court (SLP)	Total
4,943	647	844	6,435

Award Status as on Dec 31, 2020	(Rs. Cr)
Total Awards as on Dec 31, 2020	6,435
Less: Collected through Court against BG	1,098
Less: Collected through CCEA mechanism (75%)	1,570
Balance to be Collected	3,767

Debt Resolution Plan in advanced stages of completion – **HCC** with support of lenders

Key terms

1. ~3150 Cr/ 50% exposure (TL + Cash Credit + Overdues) carved out to new Claims Co.
2. Claims Co. to be majority owned by third party investor - 51%, HCC – 49%. Investor for Equity and Debt finalized by consortium of lenders
3. Carved-out Debt restructured as 10-year NCD, payable from 6th year onwards
4. Cover of ~2.24x (0.9x Awards and 1.34x Claims) of debt transferred
5. Monetization proceeds up to Rs. 1250 Cr being prioritised for operations
6. Final approval from respective Bank Boards expected

Financial Performance : Q3 FY 2020-21 (y-o-y & q-o-q)

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

	Q3 FY21	Q3 FY20	y-o-y	Q2 FY21
	Rs. Cr	Rs. Cr	%	Rs. Cr
Total Income	822.3	955.6	(13.9)	466.2
Construction Cost (incl. material) / other exp.	612.2	646.1		340.3
Employee Cost	86.4	101.0		76.5
EBITDA (excluding Other Income)	115.7	201.4	(42.6)	37.3
EBITDA margins (%) (excluding Other Income)	14.2%	21.2%		8.2%
Finance Cost	212.7	171.4		195.1
Depreciation	23.1	27.2		23.9
Exceptional Items – Gain / (Loss)	0	331.4		(84.5)
Profit / (Loss) Before Tax	(112.1)	9.9		(169.7)
Profit / (Loss) Before Tax after Exceptional items	(112.1)	341.3		(254.1)
Tax	(33.2)	119.1		(74.2)
Profit / (Loss) After Tax	(79.0)	222.2		(179.9)
Other comprehensive income after tax	5.0	(0.5)		0.1
Total Comprehensive Income (after Tax)	(74.0)	221.7		(179.8)



HCC Concessions

Business Update (Q3 FY21)

Baharampore-Farakka (NH34 Pkg 3):

1. Revenue Rs. 47.3 Crs in Q3 FY21 vs Rs. 40.5 Crs in Q3 FY20; increase of 16.9% yoy
2. Traffic achieved 100% recovery to Pre-COVID levels

Farakka-Raiganj (NH34 Pkg 4):

1. Closure of sale to Cube Highways achieved
2. Completed construction of Malda Bypass (a greenfield development of 10.3 km by-passing Malda) - ~28% of fully completed highway. Enhancement of toll for bypass section by 50% (Rs. 22 Lacs per day on an average)





Steiner AG

Steiner AG Q3 FY21 Highlights

- 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 Dec 31, 2020: CHF 1.36 billion (Rs. 10,879.2 Cr)
- Order intake during Q3 FY 21 was CHF 222.1 million (Rs. 1776.7 Cr) as against CHF 209.2 million (Rs. 1673.5 Cr) in Q3 FY20; company has further secured orders worth CHF 145 million (Rs. 1159.9 Cr) where contracts are yet to be signed

Key financials

As per IGAAP	Q3 FY 2020-21	Q3 FY 2020-21	Q3 FY 2019-20	Q3 FY 2019-20
	CHF Million	Rs. Cr	CHF Million	Rs. Cr
Turnover	196.2	1,587.5	192.9	1395.6
PAT/ (Loss)	26.1	206.9	4.2	29.8

Steiner AG Projects



Chemin de la Montagne 96-134, Genève

Completed renovation of two buildings of 311 apartments & created space for 88 new apartments with two additional floors.



Care facility EMS Venise Plantaud, Monthey

Residential home and care facility for the elderly comprising 47 beds, 39 sheltered-accommodation units and underground parking. Shell works completed in Dec 2020.



НСС