

PRESENTATION
Q2 FY 25 RESULTS



AHLUWALIA CONTRACTS (INDIA) LTD.
ENGINEERING DESIGNING CONSTRUCTION

November 2024



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TOTAL INCOME (FY 24)

₹ **38,919** Mn.

EBITDA (FY 24)

₹ **3,885** Mn.

GROSS ORDER BOOK (as at Sep 24)

₹ **248,698** Mn

UNEXECUTED

ORDER BOOK (as at Sep 24)

₹ **161,934** Mn

PRESENCE Pan India

(**55+** Ongoing Projects across **17** States + **1** Overseas)

TOTAL INCOME (Q2 FY 25)

₹ **10,232** Mn.

EBITDA (Q2 FY 25)

₹ **734** Mn.

YTD ORDER INFLOWS

₹ **77,944** Mn (FY 2024-25)



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

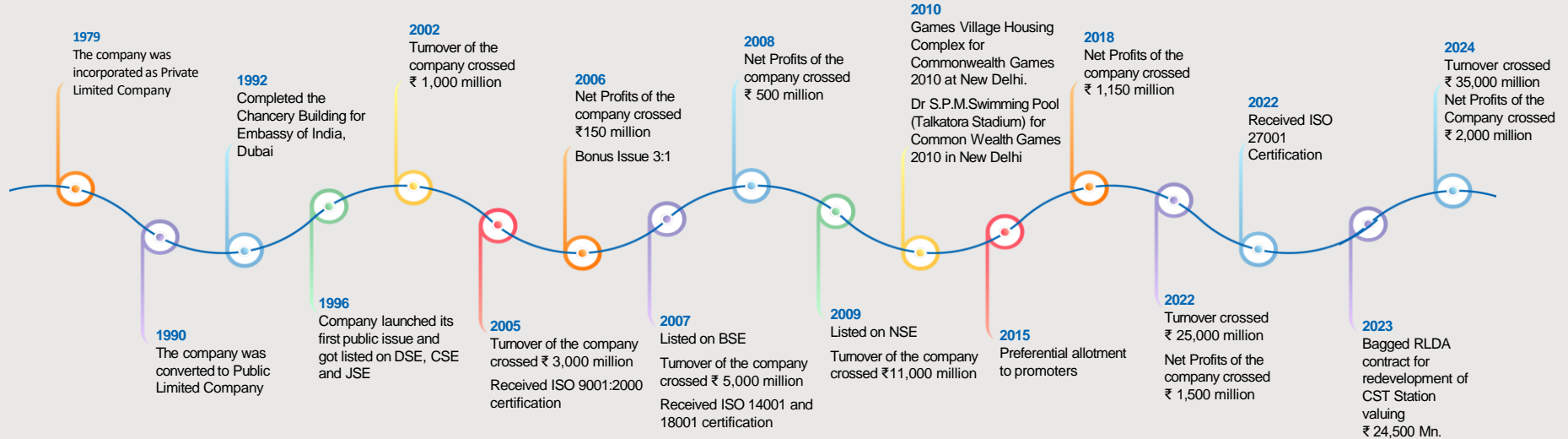
► **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**

► **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 30th September 2024)



Project	Order Value (₹ Millions)	Unexecuted Value (₹ Millions)
Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai	24,500	23,671
India Jewellery Park, Mumbai	21,570	21,570
AllIMS Jammu	13,740	411
Signature Global Business Park	11,440	11,440
Lal Bahadur International Airport, Varanasi	8,935	8,935
Bihar Animal Science University, Patna, Bihar	8,902	5,662
The Arbour Project DLF, Gurugram	7,447	5,616
Tata Memorial Centre, Parel, Mumbai	7,233	6,391
Mandale Depot, Mumbai	7,104	669
Medical College, Koriyawas, Haryana	6,443	449



ONGOING PROJECTS



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

Number of projects in brackets



KEY CLIENTS





FINANCIAL HIGHLIGHTS

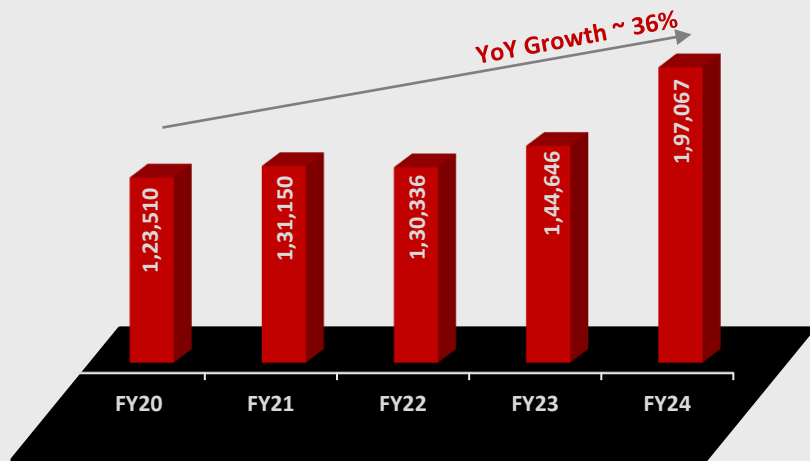


ORDER BOOK

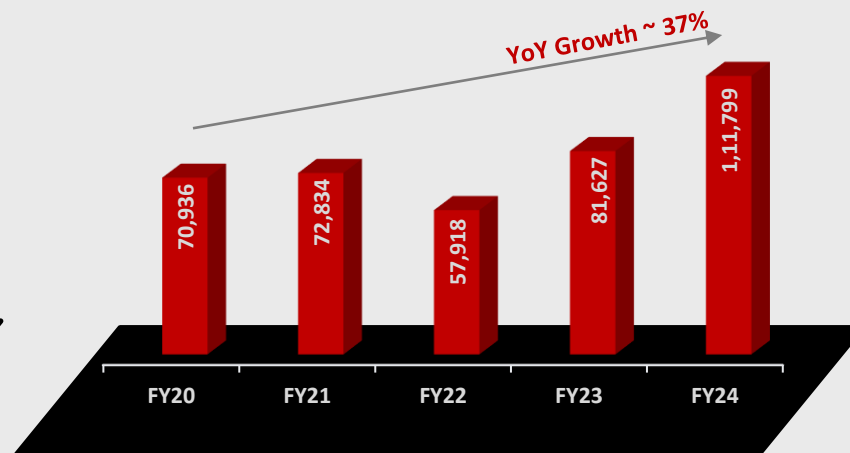
(₹ Mn.)

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.)



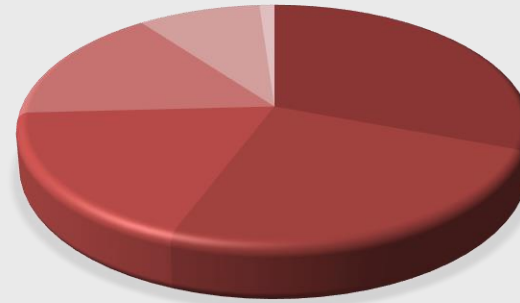


SEGMENT WISE ORDER BOOK CLASSIFICATION (as on September 2024)

Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Infrastructure	49,782	30.7
Residential	40,490	25.0
Commercial	29,828	18.4
Hospital	25,374	15.7
Institutional	14,665	9.1
Hotel	1,795	1.1
Total	161,934	100.0

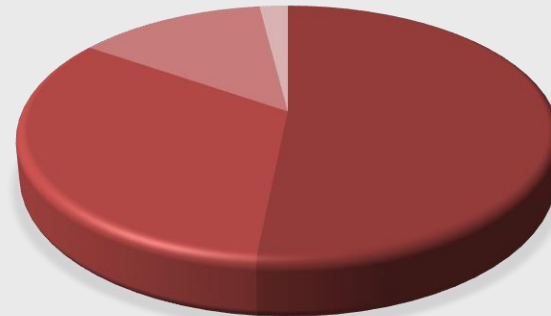
Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Private	83,550	51.5
Central Government (CG)	53,479	33.0
State Government (SG)	21,677	13.4
Overseas – Government	3,228	2.0
Total	161,934	100.0

SEGMENT WISE ORDER BOOK



Infrastructure	30.7 %
Residential	25.0 %
Commercial	18.4 %
Hospital	15.7 %
Institutional	9.1 %
Hotel	1.1 %

SECTOR WISE FOOTPRINTS

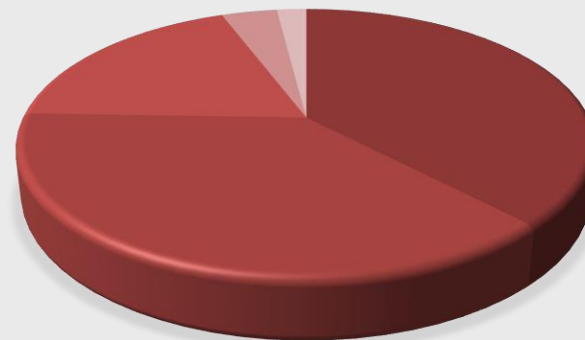


Private	51.5 %
CG	33.0 %
SG	13.4 %
Overseas	2.0 %

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

State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Maharashtra	60,143	37.1
Haryana	36,651	22.6
Bihar	13,782	8.5
Uttar Pradesh	9,905	6.1
Assam	8,354	5.2
Delhi	7,996	4.9
Karnataka	5,758	3.6
Odisha	4,185	2.6
Chhatisgarh	3,504	2.2
Overseas (Nepal)	3,228	2.0
Chandigarh	2,442	1.5
Himachal Pradesh	2,020	1.2
Punjab	1,863	1.2
Goa	872	0.5
Jammu and Kashmir	410	0.3
Telangana	305	0.2
West Bengal	291	0.2
Jharkhand	225	0.1
Total	161,934	100.0

OUR DIVERSIFIED REGIONAL PRESENCE



North	37.8 %
West	37.7 %
East	18.7 %
South	3.8 %
Overseas	2.0 %

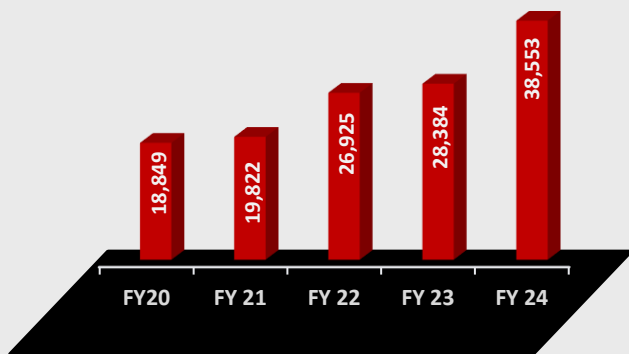
Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
North	61,288	37.8
West	61,015	37.7
East	30,340	18.7
South	6,063	3.8
Overseas (Nepal)	3,228	2.0
Total	161,934	100.0

FINANCIAL HIGHLIGHTS (Standalone)

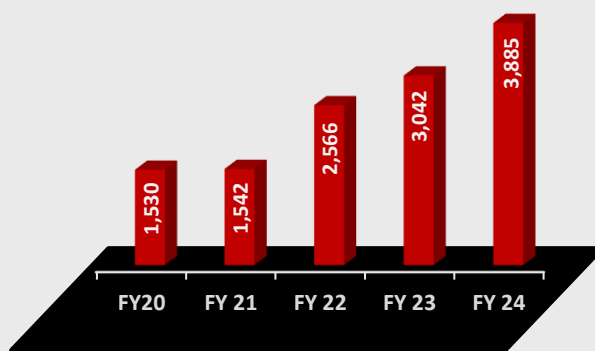
(₹ Mn.)



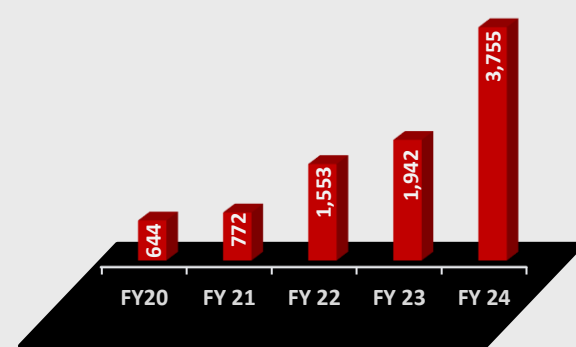
Parameters	FYE20	FYE21	FYE22	FYE23	FYE24
Income From Operations	18,849	19,822	26,925	28,384	38,553
Growth (%)	8%	5%	36%	5%	36%
Other Income	104	223	291	295	366
EBITDA	1,530	1,542	2,566	3,042	3,885
EBITDA margin (%)	8.1%	7.8%	9.5%	10.7%	10.1%
Profit Before Exceptional Gains and Tax	966	1,035	2,084	2,618	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



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



EBITDA (₹ Mn)
CAGR (3 yrs) ~ 36%

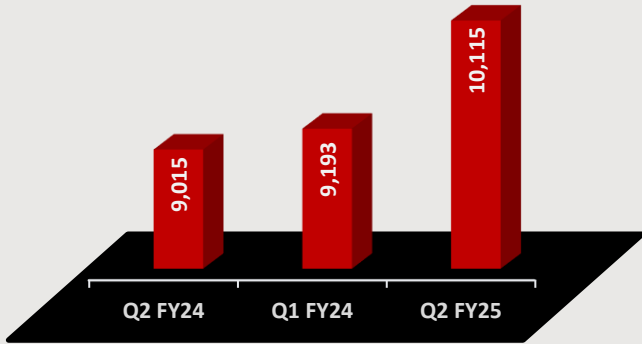


PAT (₹ Mn)
CAGR (3 yrs) ~ 69%

FINANCIAL HIGHLIGHTS (Standalone) (Q2 FY 25)

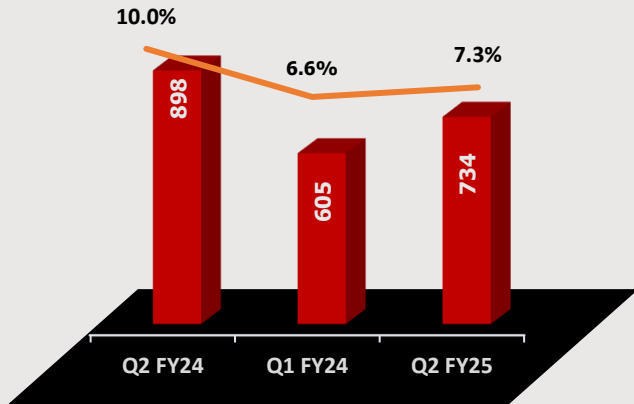


Income from Operations (₹ Mn)

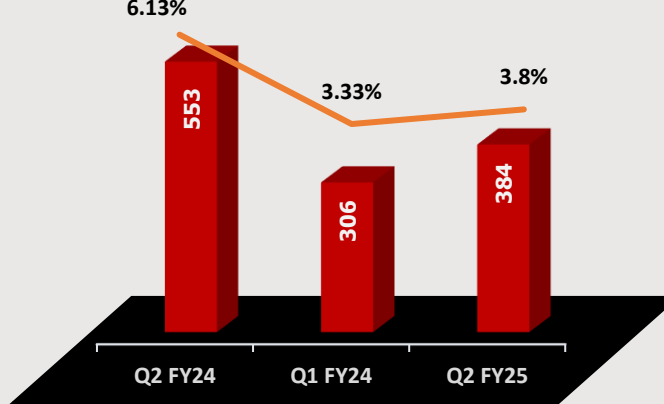


₹ Millions	Q2 FY 25	Q1 FY 24	Q2 FY 24
Income from Operations	10,115	9,193	9,015
EBITDA	734	605	898
<i>EBITDA Margin</i>	<i>7.3%</i>	<i>6.6%</i>	<i>10.0%</i>
Depreciation	166	150	126
Finance Cost	160	148	115
Net Profit after Tax	384	306	553
<i>Net Profit Margin (%)</i>	<i>3.8%</i>	<i>3.3%</i>	<i>6.1%</i>

EBITDA (₹ Mn) & MARGIN (%)



PAT* (₹ Mn) & MARGIN (%)



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



THANK YOU



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REGIONAL OFFICES – MUMBAI | KOLKATA | BENGALURU



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