

PRESENTATION  
Q3 FY 25 RESULTS



**AHLUWALIA CONTRACTS (INDIA) LTD.**  
ENGINEERING DESIGNING CONSTRUCTION

**11<sup>th</sup> February 2025**



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**TOTAL INCOME** (FY 24)

₹ **38,919** Mn.

**EBITDA** (FY 24)

₹ **3,885** Mn.

**GROSS ORDER BOOK** (as on 31 Dec 24)

₹ **251,936** Mn

**UNEXECUTED**

**ORDER BOOK** (as on 31 Dec 24)

₹ **162,584** Mn

**PRESENCE** Pan India

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

**TOTAL INCOME** (Q3 FY 25)

₹ **9,520** Mn.

**EBITDA** (Q3 FY 25)

₹ **844** Mn.

**YTD ORDER INFLOWS**

₹ **77,944** Mn (FY 2024-25)

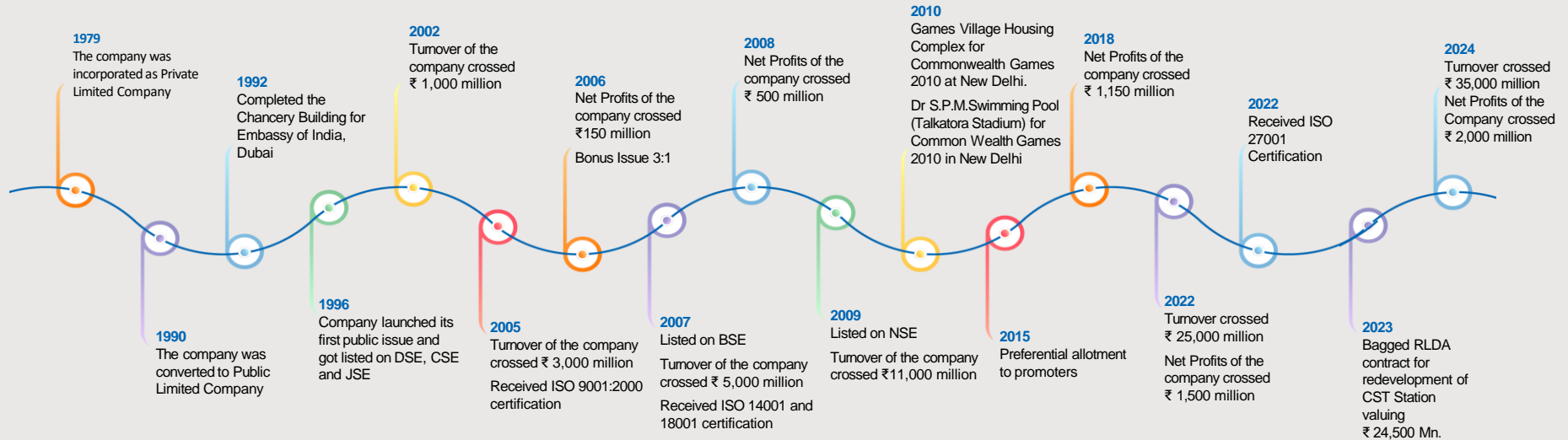


**Ahluwalia Contracts (India) Limited (ACIL) is a well-established integrated construction company with five decades of expertise in infrastructure development.**

- ▶ **Turnkey solutions in Engineering, Design and Construction for Public and Private Sector clients**
- ▶ **Completed landmark projects:**
  - Residential and commercial buildings / complexes
  - Hotels, institutional and hospital buildings
  - 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 31<sup>st</sup> December 2024)

Project	Order Value (₹ Mn)	Unexecuted Value (₹ Mn)
Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai	24,500	23,000
India Jewellery Park, Mumbai	21,570	21,570
Signature Global Business Park	13,070	13,070
DLF City Center – Down Town	10,947	10,947
Lal Bahadur International Airport, Varanasi	8,935	8,730
Bihar Animal Science University, Patna, Bihar	8,902	4,916
The Arbour Project DLF, Gurugram	7,447	5,269
Tata Memorial Centre, Parel, Mumbai	7,233	6,187
Max Super Specialty Hospital, Gurugram	6,169	5,484
The Edition, Sector 66, Gurugram	5,810	5,637

Projects with the unexecuted value below ~ 5% of the Order Value has not been considered above.



# ONGOING PROJECTS



STATE	LOCATION
JAMMU & KASHMIR	Jammu (1)
HIMACHAL PRADESH	Chamba (1)
PUNJAB	Dharamshala (1)
CHANDIGARH	Mohali (1)
DELHI NCR	Chandigarh (1)
HARYANA	Delhi (6)
	Gurgaon (7)
	Rewari (1)
UTTAR PRADESH	Varanasi (1)
	Greater Noida (1)
	Noida (1)
	Jewar (1)
BIHAR	Chapra (1)
	Darbhanga (1)
	Patna (3)
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

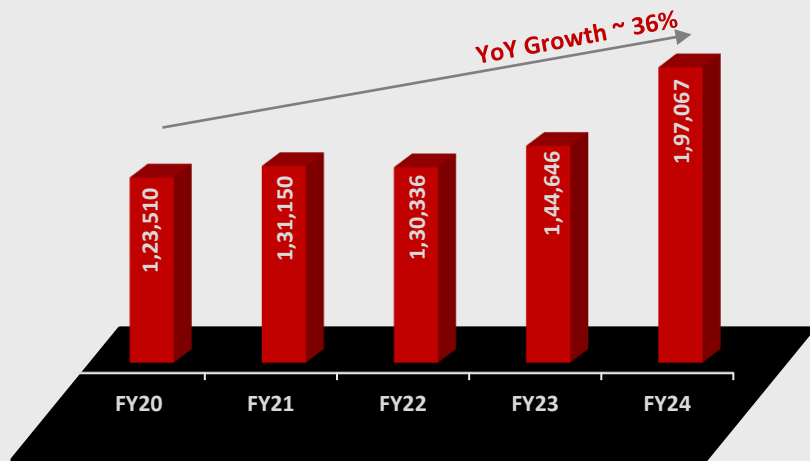


# ORDER BOOK

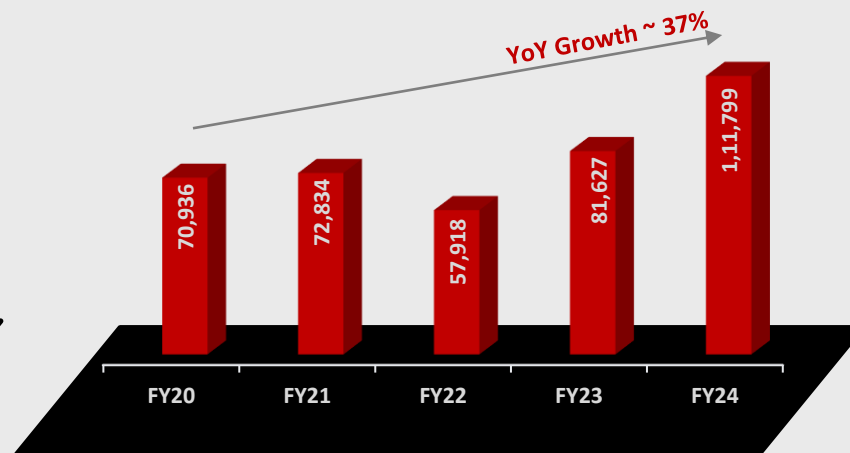
(₹ Mn.)

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.)

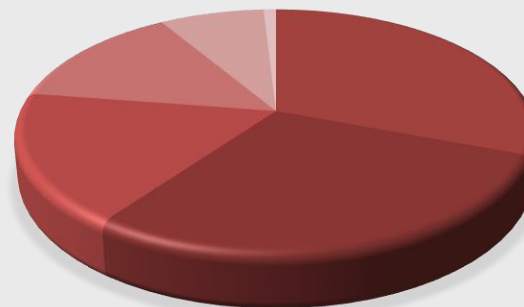




## SEGMENT WISE ORDER BOOK CLASSIFICATION (as on December 2024)

Segment Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Residential	50,016	30.8
Infrastructure	47,634	29.3
Commercial	28,317	17.4
Hospital	22,787	14.0
Institutional	12,340	7.6
Hotel	1,490	0.9
<b>Total</b>	<b>162,584</b>	<b>100.0</b>

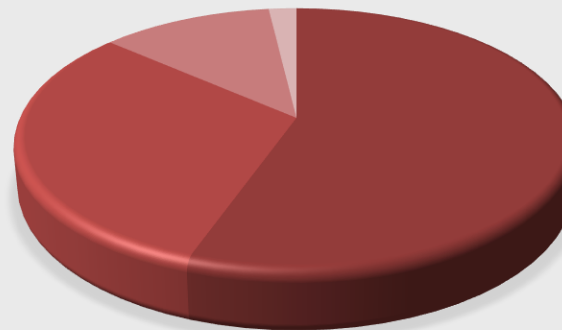
SEGMENT WISE ORDER BOOK



■ Residential	30.8 %
■ Infrastructure	29.3 %
■ Commercial	17.4 %
■ Hospital	14.0 %
■ Institutional	7.6 %
■ Hotel	0.9 %

Sector Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Private	90,161	55.4
Central Government (CG)	50,347	31.0
State Government (SG)	19,024	11.7
Overseas – Government	3,052	1.9
<b>Total</b>	<b>162,584</b>	<b>100.0</b>

SECTOR WISE FOOTPRINTS



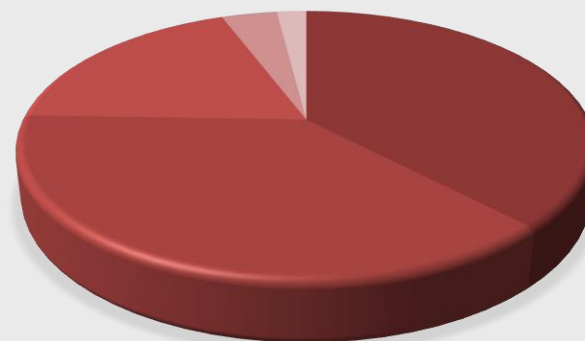
■ Private	55.4 %
■ CG	31.0 %
■ SG	11.7 %
■ Overseas	1.9 %



## STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on December 2024)

State Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
Maharashtra	58,423	35.9
Haryana	46,209	28.4
Bihar	11,943	7.3
Uttar Pradesh	9,460	5.8
Assam	7,697	4.7
Delhi	7,144	4.4
Karnataka	4,815	3.0
Odisha	3,551	2.2
Chhatisgarh	3,504	2.2
Overseas (Nepal)	3,052	1.9
Chandigarh	2,113	1.3
Himachal Pradesh	1,593	1.0
Punjab	1,586	1.0
Goa	820	0.5
West Bengal	294	0.2
Telangana	200	0.1
Jammu and Kashmir	158	0.1
Jharkhand	26	0.0
<b>Total</b>	<b>162,584</b>	<b>100.0</b>

### OUR DIVERSIFIED REGIONAL PRESENCE



North	42.0 %
West	36.4 %
East	16.6 %
South	3.1 %
Overseas	1.9 %

Region Wise Unexecuted Order Book	(₹ Mn.)	Percent (%)
North	68,261	42.0
West	59,242	36.4
East	27,015	16.6
South	5,014	3.1
Overseas (Nepal)	3,052	1.9
<b>Total</b>	<b>162,584</b>	<b>100.0</b>

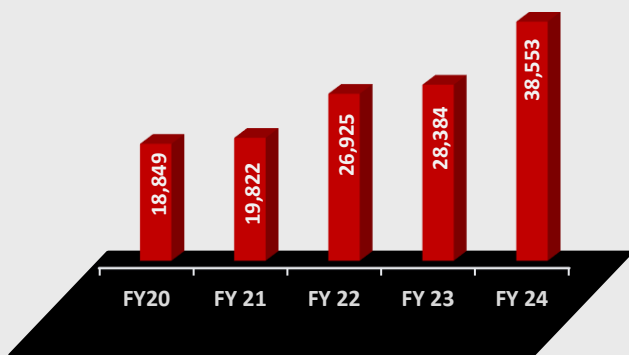
Delhi NCR Region Projects (as on 31 Dec 2024) - ₹ 54,083 Mn. viz. 33.3% of the Unexecuted Order Book

## FINANCIAL HIGHLIGHTS (Standalone)

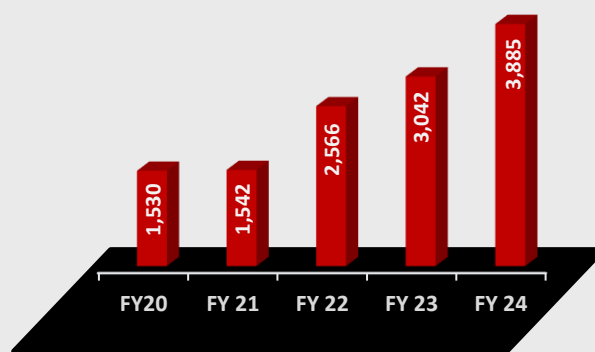
(₹ Mn.)



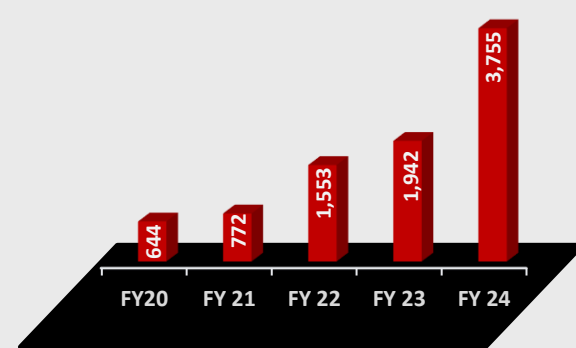
Parameters	FYE20	FYE21	FYE22	FYE23	FYE24
Income From Operations	18,849	19,822	26,925	28,384	38,553
<b>Growth (%)</b>	<b>8%</b>	<b>5%</b>	<b>36%</b>	<b>5%</b>	<b>36%</b>
Other Income	104	223	291	295	366
EBITDA	1,530	1,542	2,566	3,042	3,885
<b>EBITDA margin (%)</b>	<b>8.1%</b>	<b>7.8%</b>	<b>9.5%</b>	<b>10.7%</b>	<b>10.1%</b>
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
<b>PAT Margin (%)</b>	<b>3.4%</b>	<b>3.9%</b>	<b>5.8%</b>	<b>6.8%</b>	<b>9.6%</b>
<b>Net Worth</b>	<b>8,040</b>	<b>8,800</b>	<b>10,365</b>	<b>12,298</b>	<b>16,021</b>



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



EBITDA (₹ Mn)  
CAGR (3 yrs) ~ 36%

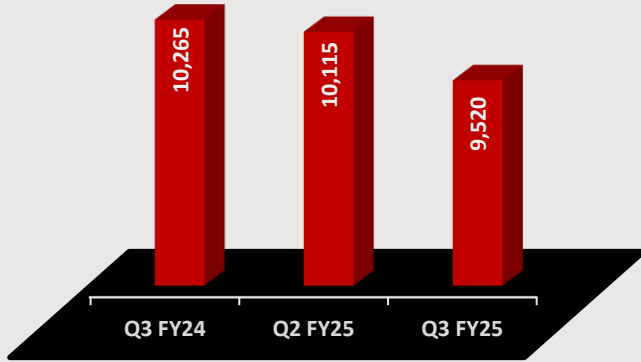


PAT (₹ Mn)  
CAGR (3 yrs) ~ 69%

# FINANCIAL HIGHLIGHTS (Standalone) (Q3 FY 25)

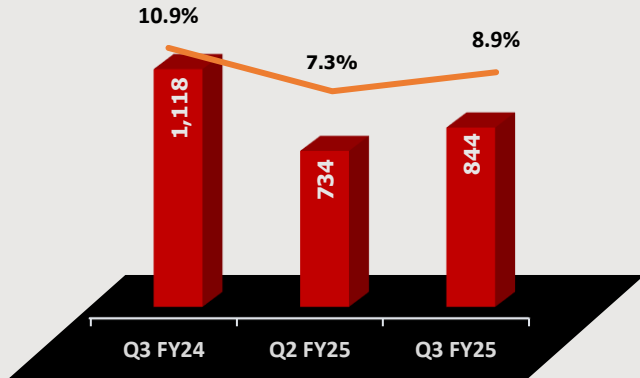


Income from Operations (₹ Mn)

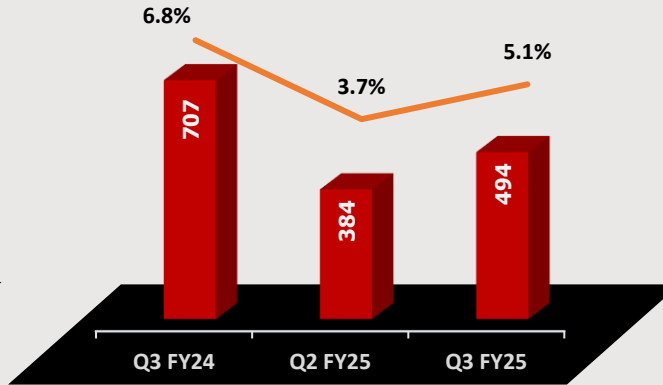


₹ Millions	Q3 FY 25	Q2 FY 25	Q3 FY 24
Income from Operations	9,520	10,115	10,265
Total Income	9,668	10,232	10,355
EBITDA	844	734	1,118
<i>EBITDA Margin (%)</i>	<i>8.9%</i>	<i>7.3%</i>	<i>10.9%</i>
Depreciation	180	166	136
Finance Cost	145	160	123
Net Profit after Tax	494	384	707
<i>Net Profit Margin (%)</i>	<i>5.1%</i>	<i>3.7%</i>	<i>6.8%</i>

EBITDA (₹ Mn) & MARGIN (%)



PAT\* (₹ Mn) & MARGIN (%)



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



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