



IWT Terminal, Haldia



Bangalore Metro



# Investors Presentation

## December 2018

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# Executive Summary

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**NAME**

ITD Cementation India Limited (“ITD Cem”)

**INDUSTRY GROUP**

Infrastructure

**BUSINESS AREAS**

Urban Infra/MRTS, Marine structures, Hydro/Tunnels/Irrigation projects, Airports, Highways/Bridges & Flyovers, Water & waste water, Industrial structures/Buildings, Specialist foundation engineering

**AUTHORISED CAPITAL**

750 mn

**AUDITOR**

Walker Chandiok & Co LLP

**SHARE PRICE (1yr)**

Low: 96 INR High: 194 INR

**NUMBER OF SHARES**

171,787,584

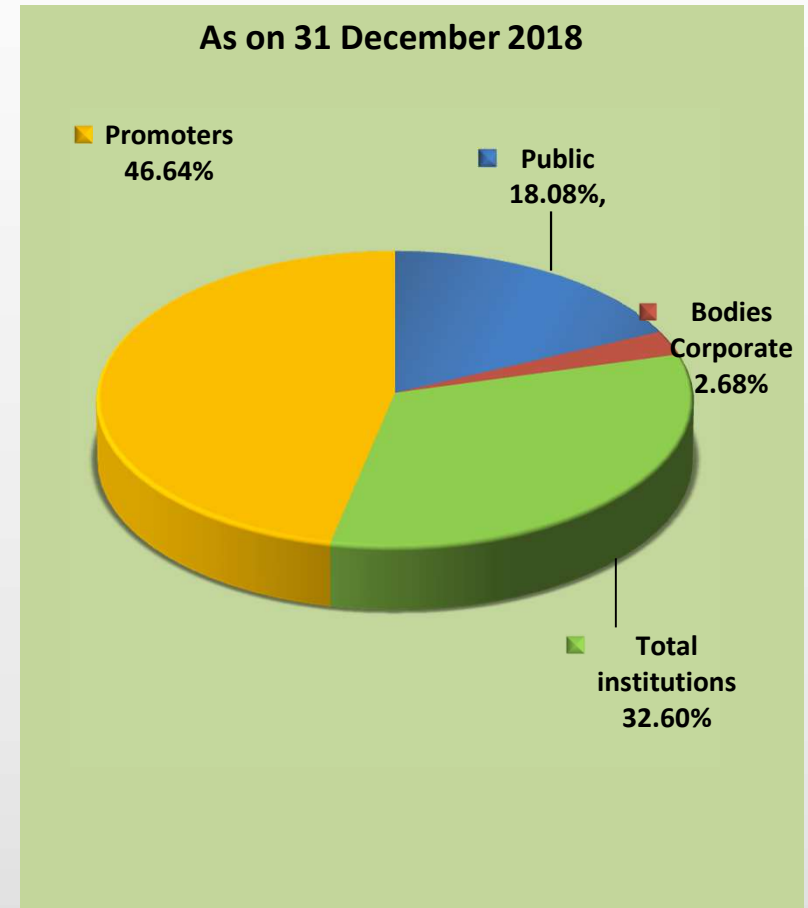
**MARKET CAPITALIZATION**

18,209 mn @106 / share (13<sup>th</sup> February 2019)

# Company Profile & Shareholding Structure

**Ownership Details:** Italian-Thai Development Company Limited (“ITD”) acquired 80.4% from Skanska AB in 2004 and currently holds 46.64% in ITD Cem

- ▶ Engage in the business areas of urban Infra/MRTS, marine structures, hydro/tunnel/irrigation projects, airports, highways/bridges & flyovers, water & wastewater segment, industrial structures/buildings and specialist foundation engineering projects
- ▶ Order book of Rs. 95,917 mn as on December 31, 2018 executable over a period of 30 months.
- ▶ Only construction company with a sustained presence in India with MNC parentage
- ▶ Pedigree of strong management systems and strong recall among clients
- ▶ Employee strength 2,105 people
- ▶ Only MNC control and construction company which is listed on Indian stock exchanges with a market capitalization of Rs. 18,209 mn (13<sup>th</sup> February 2019)



## Vision & Mission

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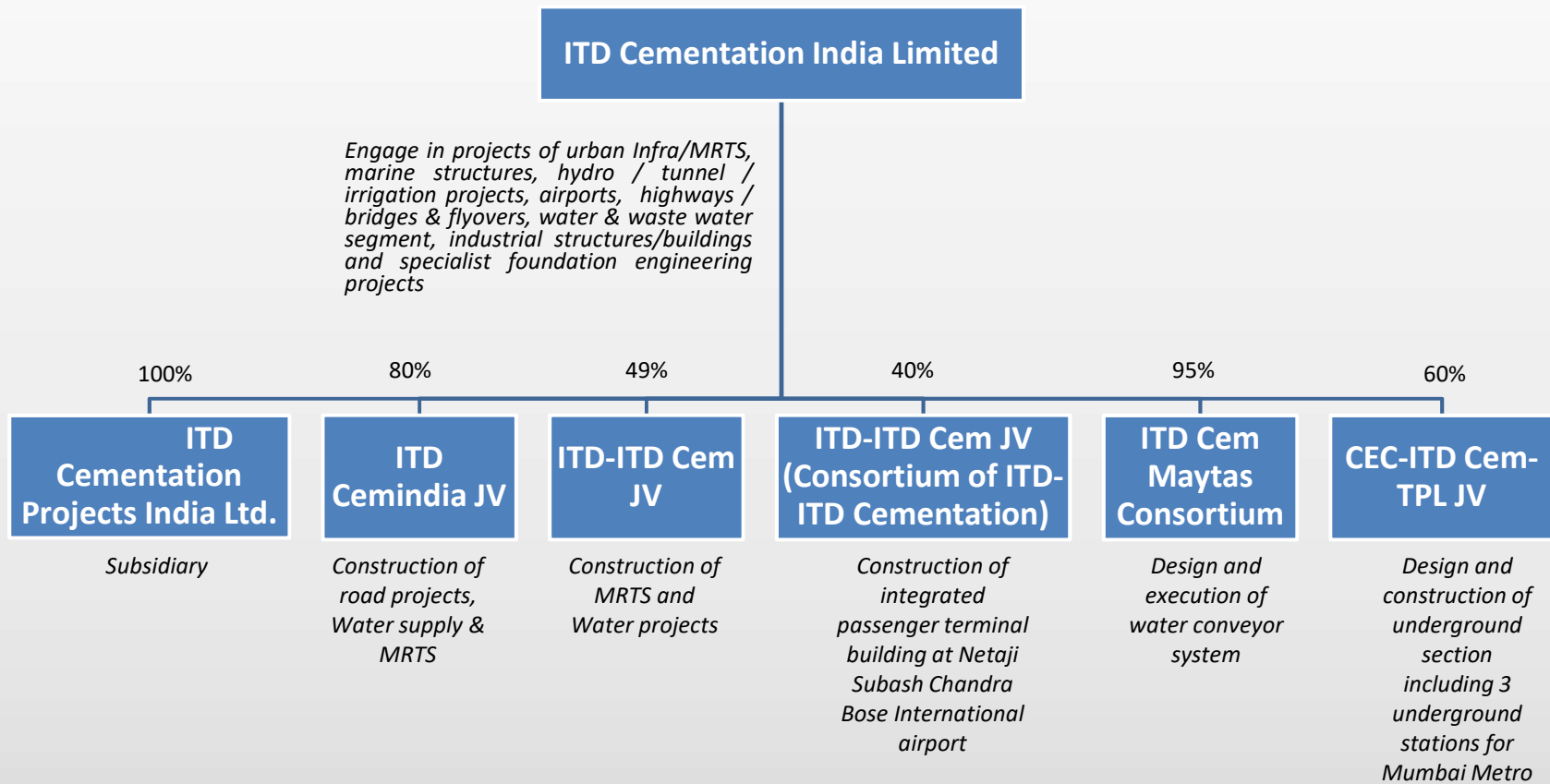
### Vision

- Our aim is satisfied client, a strong and proactive workforce and a quality product finished on time and to budget

### Mission

- To make ITD Cem , the country's leading construction company in customer choice quality and safety

# Corporate Structure

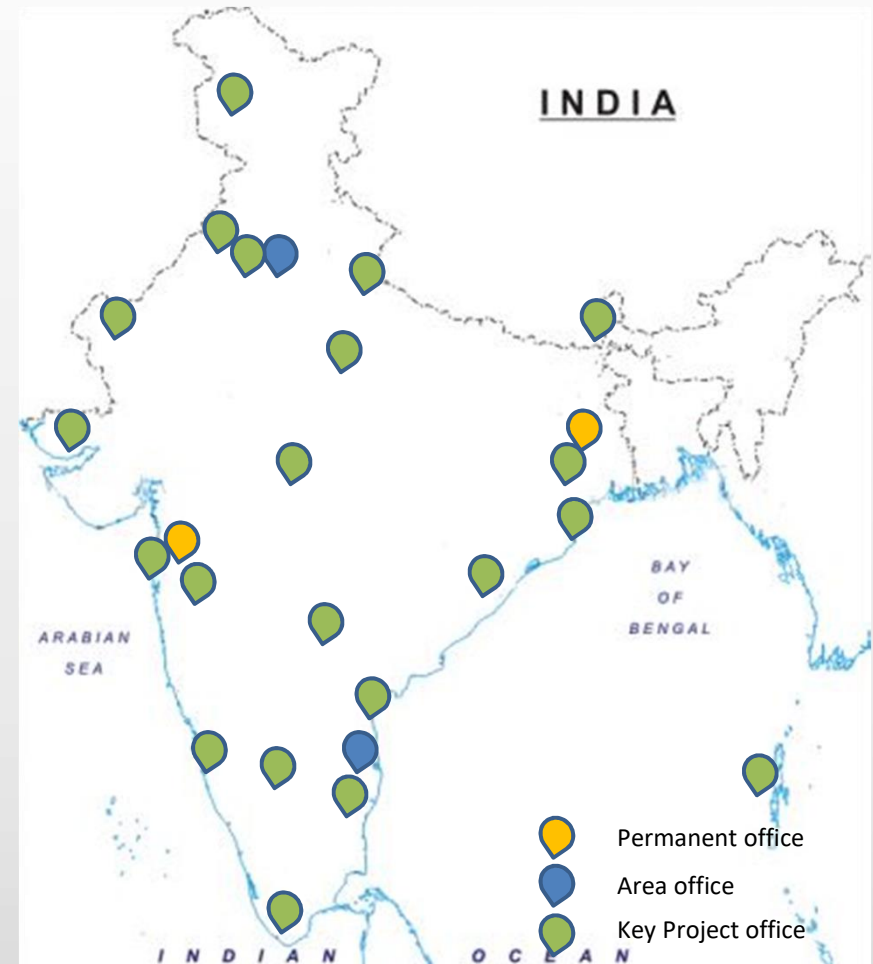


# Joint Ventures

	ITD-ITDCem JV	ITD-ITDCem JV (Consortium of ITD-ITD Cementation)	ITD Cem Maytas Consortium	ITD Cemindia JV	CEC-ITD Cem-TPL JV
Shareholders	ITD Cem – 49% ITD (Thailand) – 51%	ITD Cem – 40% ITD (Thailand) – 60%	ITD Cem – 95% Maytas–5%	ITD Cem – 80% ITD (Thailand) – 20%	CEC – 40% ITD Cem – 40% , TPL - 20%
Key projects	<ul style="list-style-type: none"> <li>➤Supply and installation of track work for Bangalore Metro – work virtually completed</li> <li>➤3 under ground stations and tunnels for Kolkata Metro</li> <li>➤Design and construction of elevated viaduct and 8 elevated stations under Delhi MRTS Project for DMRCL (CC26)</li> <li>➤Design and Construction of Tunnels by Shield TBM under Delhi MRTS Project for DMRCL (CC32)</li> <li>➤Laying of Water Trunk Main and Laying of Sewer Line by Micro tunneling Method for KEIIP, Kolkata</li> <li>➤Laying of Trunk Sewer along James Long Sarani by Micro tunneling Method</li> </ul>	<ul style="list-style-type: none"> <li>➤Construction of integrated passenger terminal building at Netaji Subas Chandra Bose (International) airport in Kolkata</li> </ul>	<ul style="list-style-type: none"> <li>➤Investigation and execution of water conveyor system consisting of lined gravity canal, CM &amp; CD works tunnels with carrying capacity of 87.21 cumecs from Thipparam Reservoir to Gundureddipalli. for government of Andhra Pradesh</li> </ul>	<ul style="list-style-type: none"> <li>➤Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.(KEIIP), Kolkata</li> <li>➤ 4 Nos. projects - Construction of elevated structures (viaduct &amp; stations) for Bangalore Metro Rail Corporation Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>➤ Design and construction of underground section including 3 underground stations for Mumbai Metro Rail Corporation Limited</li> </ul>
Work in Hand as on Dec 31, 2018 (100%)	6,430 mn	Nil	8,690 mn	14,020 mn	20,032 mn

# Industry Position

- ▶ Leadership position in marine construction, foundation and specialist works and significant presence in MRTS, Hydro / Dams / Tunnels / Irrigation and transportation segments
- ▶ Several quality and safety awards in the past 15 years - a reflection of ITD Cem's drive towards excellence
- ▶ One of the few construction companies to conform to ISO standards "ISO 9001:2015, ISO 14001:2015 & OHSAS 18001:2007" for Quality Management Systems, Occupational Health and Safety Management System and Environmental Management System.
- ▶ Key clientele includes:
  - ▶ **Government:** DMRC, RVNL, Kolkata Metro Rail Corporation, SAIL, Bangalore Metro Rail Corporation, NHAI, Mazagaon Dock Ltd., Garden Reach Shipbuilders, Airport Authority of India, Indian Railways, Govt. of Telangana, Rites Ltd., CPWD, Noida, Mumbai Port Trust, Nagpur Metro Rail Corporation, Mumbai Metro Rail Corporation, Ennore Port Ltd, Nuclear Power Corporation, Kolkata High Court, Inland Waterways of India, Tamil Nadu Generation and Distribution Corporation, MMRDA
  - ▶ **Private:** Reliance – ADAG group, IHI Corporation, Nhava Sheva Gateway Terminal, Tata Power, PSA (Singapore), DP World, Adani Group, China Kun Lun Contracting & Engineering Corporation, Jindal Steel, Samsung, Tata Power, RIL, L&T, Jindal Power, Mundra Port Trust, Gangavaram Port Ltd., IIC Ltd. , Tangedco, Howe Engineering *et al*





# International Parent Strength

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- ▶ Italian-Thai Development Company Limited is the largest construction company in Thailand and one of the largest in South East Asia
- ▶ Listed on the stock exchange of Thailand in 1994 with an initial capital base of Baht 2 million
- ▶ In 1985, ITD received the Royal Seal of Garuda, the highest and most honorable achievement for civilian companies in Thailand
- ▶ Net worth Rs. 36,992 mn as at 30 September 2018
- ▶ Work in hand (Construction & Concession) Rs. 6,90,656 mn (Construction Rs. 3,57,624 mn) as on November 2018.
- ▶ Geographic spread includes Bangladesh, Cambodia, Laos, Indonesia, Myanmar, Philippines, Madagascar and Taiwan other than India providing ITD Cem with international exposure
- ▶ Provides ITD Cem access to its technologies and know-how as well skilled personnel
- ▶ Provides the Company with access to international design and engineering organisations

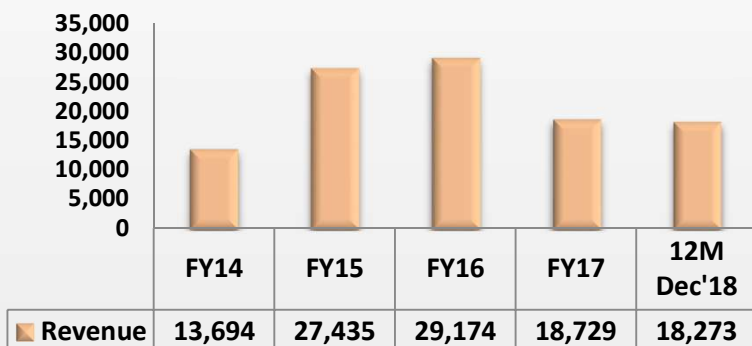
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\* 1 Baht = Rs. 2.25

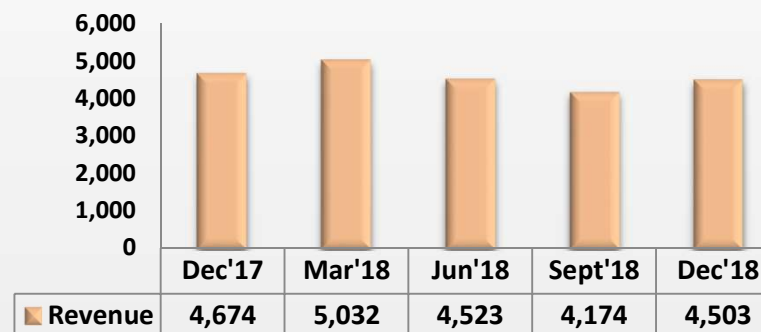
# Standalone Financials

₹ In Millions

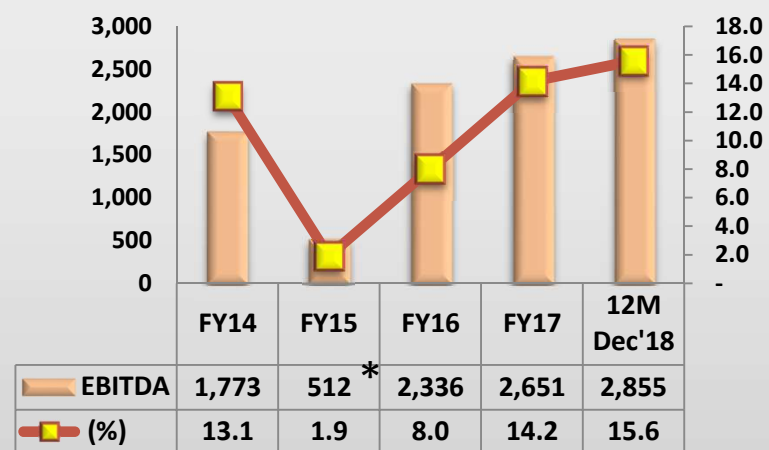
## Yearly Revenue from operation



## Quarterly Revenue from operation

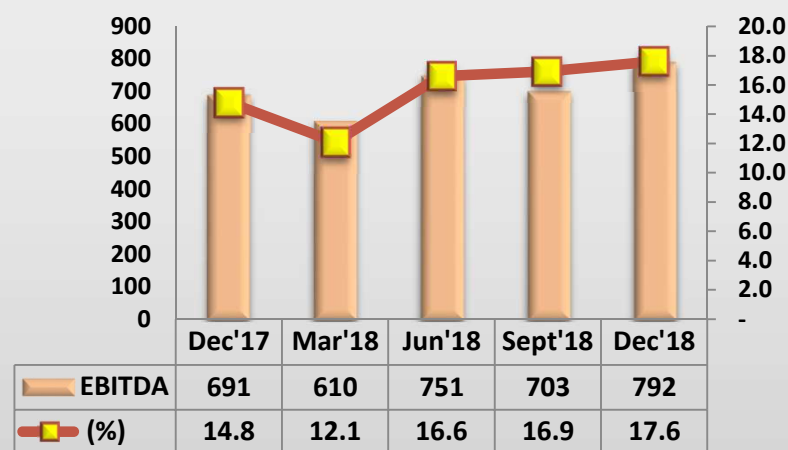


## Yearly EBITDA



\* After exceptional item

## Quarterly EBITDA



# Standalone Financials

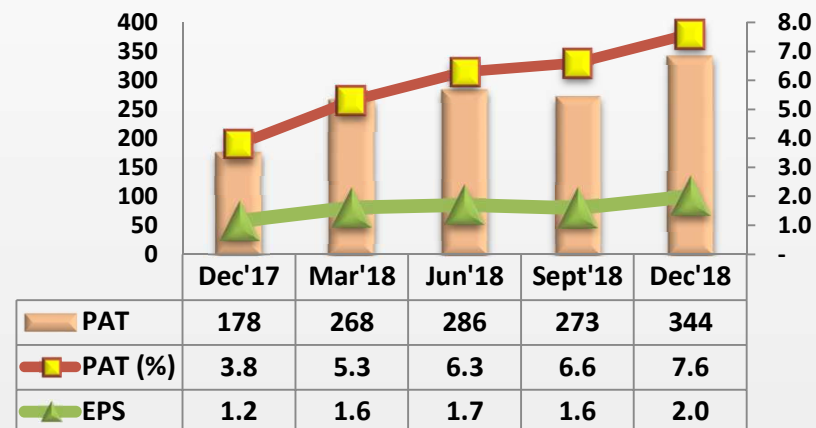
₹ In Millions

## Yearly PAT & EPS

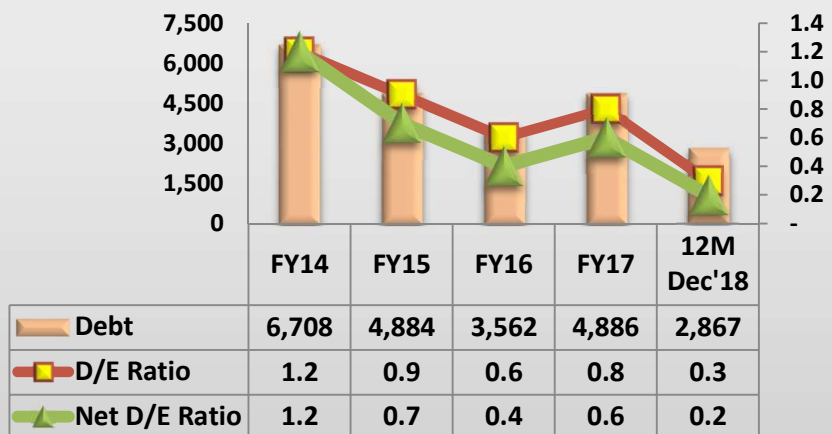


\* After exceptional item

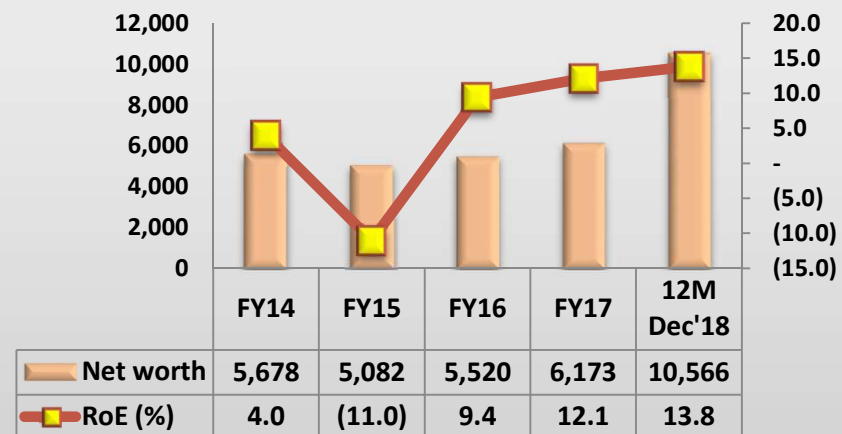
## Quarterly PAT & EPS



## Debt as at year end



## Net Worth as at

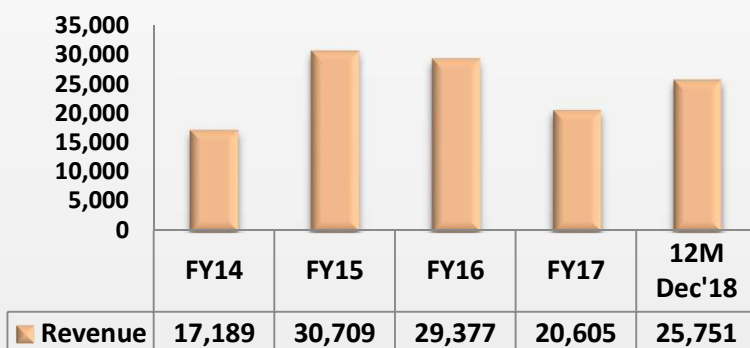


# Consolidated Financials

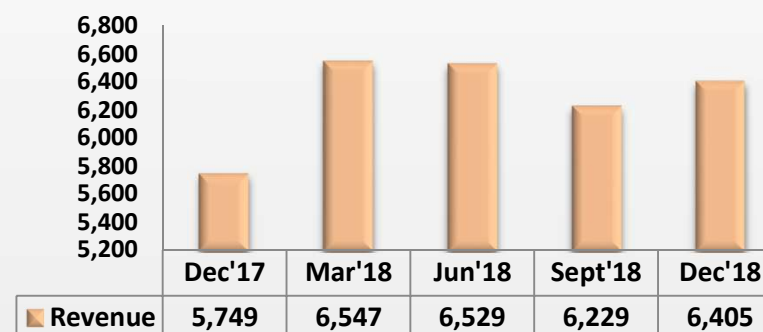
₹ In Millions

(Figures for the years 2014 and 2015 are as per IGAAP and year 2016 onwards are as per Ind AS)

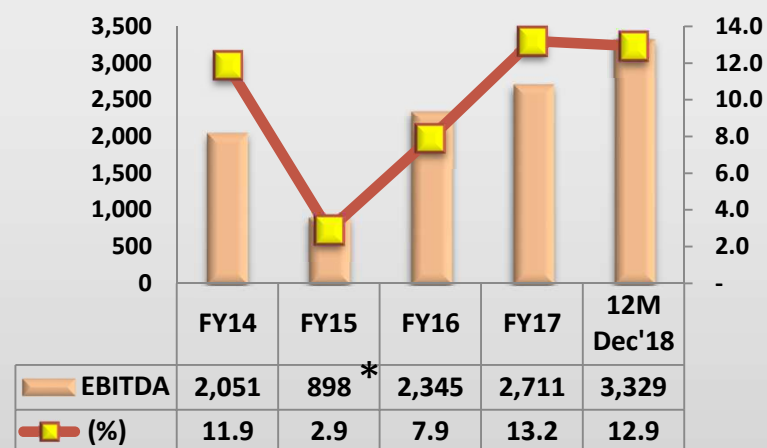
## Yearly Revenue from operation



## Quarterly Revenue from operation

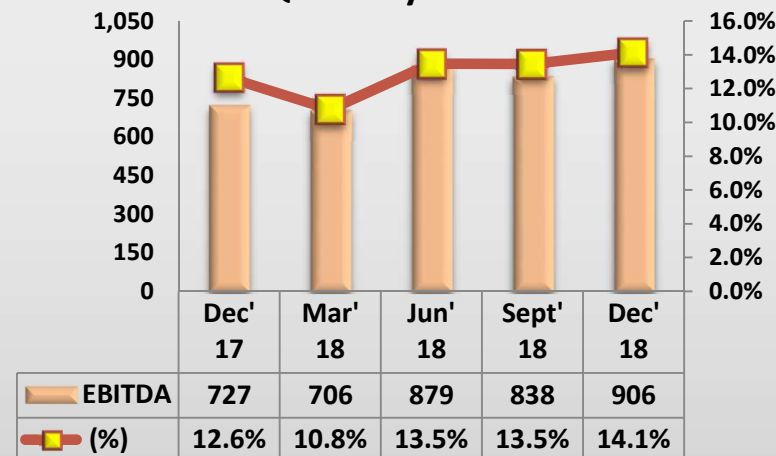


## Yearly EBITDA



\* After exceptional item

## Quarterly EBITDA

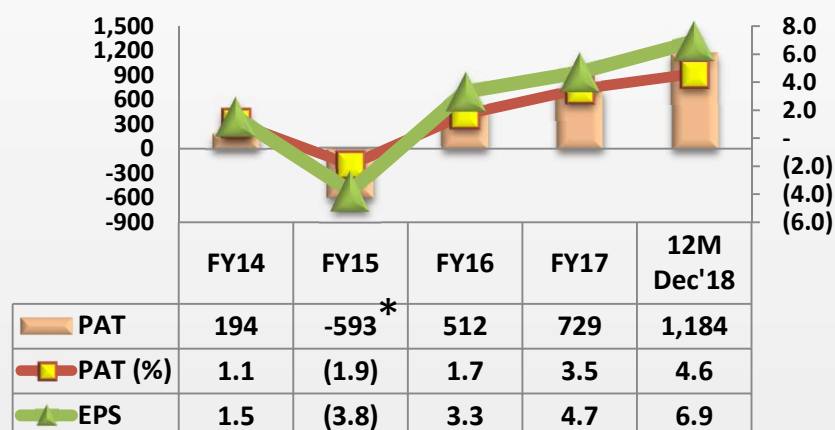


# Consolidated Financials

₹ In Millions

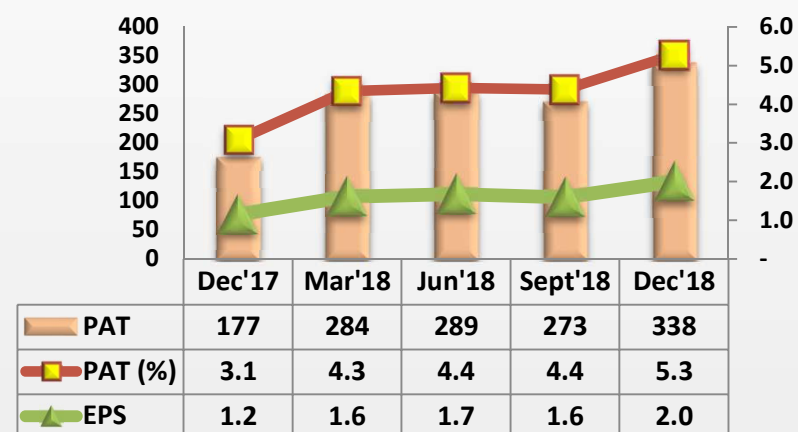
(Figures for the years 2014 and 2015 are as per IGAAP and year 2016 onwards are as per Ind AS)

## Yearly PAT & EPS

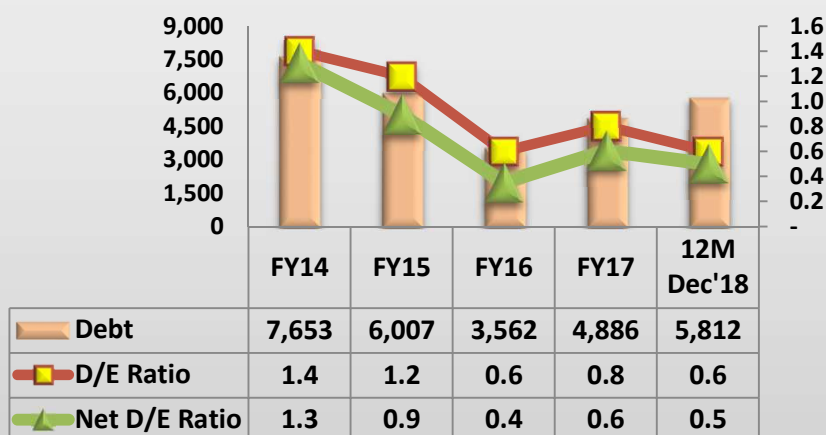


\* After exceptional item

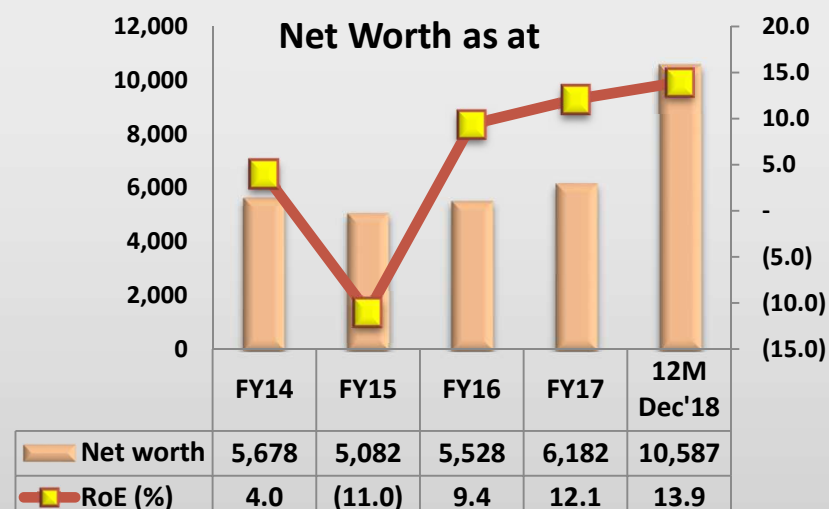
## Quarterly PAT & EPS



## Debt as at year end



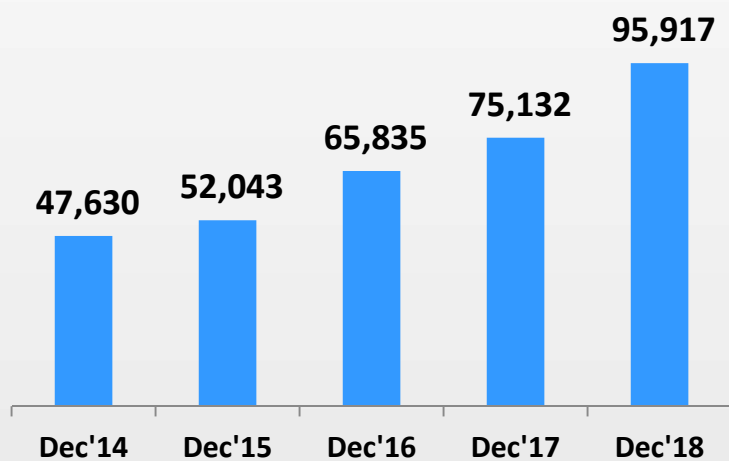
## Net Worth as at



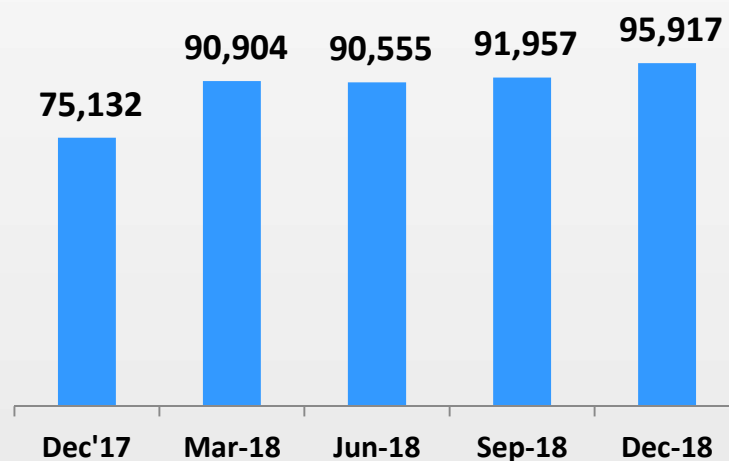
# Consolidated Order Book

₹ In Millions

Order book as at year end



Order book as at quarter end



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# Order Book Analysis

# Order Book: Sector Breakup

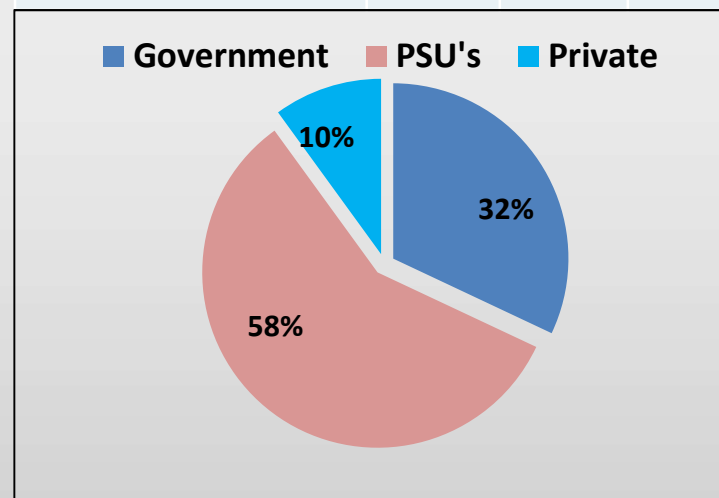
Rs. mn

**Order book of Rs. 95,917 mn as on December 31, 2018.**

**Major ongoing projects included in the order book are :**

- Design and construction of underground section including 3 underground stations for Mumbai Metro worth 28,301 mn (our share 16,981 @ 60%).
- Construction of Multi Modal IWT terminal for Haldia- West Bengal worth 5,174 mn
- Design and Construction of Elevated Viaduct for Nagpur Metro Rail Corporation worth 3,722 mn
- 4 Nos. projects - Construction of elevated structures (viaduct & stations) for Bangalore Metro Rail Corporation Ltd worth 6,895 mn, 6,838 mn, 4,855 mn & 5,114 mn
- Construction of Eight Nos. Elevated Metro Stations for Nagpur Metro Rail Corporation worth 3,103 mn
- Captive Coal Jetty, Breakwater and Conveyor System for Udangudi Supercritical Thermal Power Project for Tamil Nadu Generation and Distribution Corp. Ltd. (TANGEDCO) worth 17,182 mn (net of GST)
- Development of S&D Network in Churial Extension Canal sub basin) including laying of main trunk sewer by micro tunneling method for KEIP worth 2,962 mn (our share 2,370 @ 80%).
- Providing and Laying Sewage Trunk main by Micro Tunnelling Method on Ashram Road from Wadaj Circle to Existing RCC Box on Riverfront of AMC Area worth 1,037 mn
- Up-gradation of Passenger Terminal New Building –Trichy worth 5,648 mn
- Development of Refit Jetty and Allied Facilities at Port Blair worth 2,803 mn
- Construction Of Adits 6 (1131M Long) On Tunnel T-11 , 6A (392M Long) On Tunnel T-12 And Adit 7 (709M Long) On Tunnel 13 between Rishikesh And Karanprayag (125Km) In Uttarakhand, India worth 1,152 mn
- Construction of Breakwater at Vizhinjam Port worth 3,230 mn
- Construction of New Integrated Terminal Building, Reconstruction of Old Terminal Building at Pune Airport worth 3,589 mn
- Design Construction, Manufacturing, Supply, Installation, Testing , Commissioning of Ballastless Trackwork in Main Line for Line-7 Corridor (Andheri (East) – Dahisar (East) of Mumbai Metro Rail Project worth 1,103 mn
- Construction of LNG Jetty at Dhamra for HOWE Engineering worth 900 mn

As on Dec' 31, 2018	Size	No . (Major)	%
Urban Infrastructure / MRTS	36,919	12	38%
Marine	32,231	13	34%
Hydro / Dams / Tunnels / Irrigation	14,685	8	15%
Airport	9,185	2	10%
Specialist Works	1,525	7	1.5%
Highways, bridges & flyovers	861	1	1%
Water & waste water	418	3	0.4%
Buildings	92	2	0.1%
Industrial	1	1	-
<b>Total</b>	<b>95,917</b>	<b>49</b>	





# Order Book: Sector Breakup

Rs. mn

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## Project secured after 31<sup>st</sup> December not included in the order book:

- Execution of Civil Engineering Works for the underground construction of RCC Box Tunnel using diaphragm wall, H-Pile, plunge pile etc. and other allied works in connection with extension of Kolkata Metro Railway from Noapara to Barasat via Bimanbandar worth 4,689 mn mn

## L1 project :

- Liquid Terminal Jetty – JNPT worth 1,815 mn

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# Operations & Management

# Business Operations

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## Urban Infrastructure / MRTS / Airport: Increasing Focus

- ▶ **Scope:** Construction of Mass Rapid Transport Systems and Airports (integrated passenger terminals and allied services)
  
- ▶ **Key Projects Executed:**
  - ▶ Under ground Tunnels, Viaduct, Stations and Track works for Delhi Metro, Kolkata Metro, Jaipur Metro, Bangalore Metro and Chennai Metro
  - ▶ Construction of Integrated Passenger Terminal Building at NSCBI Airport, Kolkata
  
- ▶ **Major Projects under Execution:**
  - ▶ Projects of Bangalore Metro, Kolkata Metro, Mumbai Metro and Nagpur Metro
  - ▶ Up-gradation of Passenger Terminal New Building –Trichy
  - ▶ New Integrated Terminal Building, Reconstruction of Old Terminal Building at Pune Airport
  
- ▶ **Order Book:** Outstanding order book of Rs. 46,104 mn as on December 31, 2018

## Urban Infrastructure / MRTS: Increasing Focus – contd..

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Kolkata Airport



Delhi Metro Elevated Station



Mumbai Underground Metro Project –  
Casting Yard Facilities, Wadala



Bangalore Metro Project

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## Marine: Market Leadership Position

- ▶ **Scope:** EPC services for marine structures including :
  - ▶ Construction of jetties, dolphins and service platforms, quay, berths on concrete and steel piles as well as solid gravity type wharf structures
  - ▶ Construction of ship lift, dry dock, wet basin and inclined berth
  - ▶ Building of jetties for handling liquid and solid cargo, wharfs, berths and quays for handling of containers
- ▶ **Key Projects Executed:**
  - ▶ Liquid chemical jetty at Dahej for Gujarat Chemical and Port Terminal
  - ▶ Dock modernization project at Mazagon docks
  - ▶ Design and Construction of Wharf Structure at Nhava Sheva (India) Gateway Terminal, JNPT
  - ▶ Container Terminal at Ennore Port Wharf, Tamil Nadu
  - ▶ Design and construction of reclamation and container yard with associated facilities at JNPT, Navi Mumbai
  - ▶ Dredging and reclamation works for development of 4th container terminal in Jawaharlal Nehru Port (JNP)-Phase-I
- ▶ **Major Projects under Execution:**
  - ▶ Establishment of Captive Coal Jetty, Breakwater and Conveyor System for Udangudi Supercritical Thermal Power Project for Tamil Nadu Generation and Distribution Corp. Ltd. (TANGEDCO)
  - ▶ Construction of Multi Modal IWT terminal for Haldia- West Bengal
  - ▶ Improving the Capacity Utilization of OR-I & OR-II Berths for Visakhapatnam Port Trust
  - ▶ Development of Refit Jetty and Allied Facilities at Port Blair
  - ▶ Construction of Breakwater at Vizhinjam Port
  - ▶ Construction of LNG Jetty at Dhamra
  - ▶ Construction of LPG Jetty at Dhamra
- ▶ **Order Book:** Outstanding order book of Rs. 32,231 mn as on December 31, 2018

## Marine: Market Leadership Position – contd..

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MbPT Oil berth



LNG Terminal at Jaigarh



Udangudi Power Project – Piling Work



Mumbai Port Trust Project



## Special Projects: Market Leadership Position

- ▶ **Scope:** Foundation and specialist works
  - ▶ Services offered include geotechnical investigations, piling, diaphragm walling, sandwicks / band drains, vibrofloatation stone columns / vibro compaction, drilling and grouting, rock / soil anchors, colcrete, gunite / shotcrete, grouted mattress, repairs, tube heading and box pushing
- ▶ **Key Projects Executed:**
  - ▶ Execution of civil works (piling) for 4 x 600 MW O P Jindal Super Thermal Power Plant at Tamnar, Raigarh, Chattisgarh
  - ▶ Diaphragm wall for Sabarmati
  - ▶ Four subways in Chennai through box pushing
  - ▶ Piling works for Paradip refinery
  - ▶ Piling work of Talwandi 3x660 MW Superficial Thermal Power Plant at Talwandi, Punjab
  - ▶ Piling Works for Polypropylene Plant at Indian Oil Corporation Limited, Paradip Refinery, Odisha
- ▶ **Major Projects under Execution:**
  - ▶ Construction of 2 nos. Subway through track by Box pushing at Shalimar Railway station
  - ▶ Secant Pile wall Works for Mumbai Metro Line -3 Package – 4
  - ▶ Ground Improvement for Existing Foundation on North West Side of Hon'ble High Court Building, Calcutta --- By Micropiling and Grouting with Drucstone (or equivalent Geo Polymers).
  - ▶ Drilling & Curtain Grouting for Foundation of Dam, 2) Drilling & Grouting to the Body of the Dam in Selected Blocks, 3) Upstream Surface Treatment and 4) Drilling of Drainage Holes in Markandeya Dam, Karnataka
  - ▶ Earth Work, Ground Improvement, Dewatering, Confirmatory Sub Soil Investigations & Pile Qualification (Package - I ) for Main Plant Buildings and Structures of Gorakhpur Haryana Anu Vidyut Pariyojana - 1 & 2 Haryana for Nuclear Power Corporation of India Limited.
- ▶ **Order Book:** Outstanding order book of Rs. 1,525 mn as on December 31, 2018.

## Special Projects: Market Leadership Position – contd..

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Secant Piling at Siddhivinayak Station  
for Mumbai Underground Metro Project



Bangalore Metro Piling Work



Ground Stabilisation work for Nuclear Power Corporation



Piling & Civil Works for Gangtok Project



## Hydro / Dams / Tunnels / Irrigation

- ▶ **Scope:** Construction of concrete, earth fill and rock fill dams and tunnels
- ▶ **Key Projects Executed:**
  - ▶ Completed projects like constructing pumping stations, power houses, tunnels, intake structures, headrace tunnels, pressure shafts and penstock pipes (fabrication and laying)
  - ▶ Diversified into construction of hydro projects by undertaking 150 MW pumped storage plant near Mumbai for Tata Power
  - ▶ Laying of Water Trunk Main from Garden Reach Water Works to Taratala Valve Station and Laying of Sewer Line along Diamond Harbour Road by Microtunnelling Method for KEIP
- ▶ **Projects under Execution:**
  - ▶ Investigation Design and execution of water conveyor system consisting of lined gravity canal, CM & CD works tunnels with carrying capacity of 87.21 cumecs from Thipparam Reservoir to Gundureddipalli.
  - ▶ Providing and laying 1400mm dia / 1800mm dia. rcc np4 class drainage gravity line by micro- tunneling method, Vadodara
  - ▶ Laying of Trunk Sewer along James Long Sarani by Microtunneling Method , Kolkata
  - ▶ Development of S&D Network in Churial Extension Canal sub basin) including laying of main trunk sewer by micro tunneling method and construction of Churial Extension Pumping Station for KEIP.
  - ▶ Providing and Laying Sewage Trunk main by Micro Tunnelling Method on Ashram Road from Wadaj Circle to Existing RCC Box on Riverfront of AMC Area for Ahmedabad Municipal Corporation
  - ▶ Construction Of Adits 6 in Connection With New Single Broad Gauge Rail Link Between Rishikesh And Karanprayag (125Km) - Uttarakhand

**Order Book:** Outstanding order book of Rs. 14,685 mn as on December 31, 2018.

## Hydro / Dams / Tunnels / Irrigation - contd..

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Underground Kolkata Metro Project



New Umtru H E Project



New Hydro Dam Umtru



Micro Tunneling at Kolkata

## Highways, bridges & flyovers: Major Player

- ▶ **Scope:** Construction of roads, bridges and flyovers
- ▶ **Key Projects Executed:**
  - ▶ Completed road projects in Maharashtra, Madhya Pradesh, Andhra Pradesh and Tamil Nadu for NHAI
  - ▶ Elevated Road for Noida and PWD Delhi
  - ▶ Ghaziabad ROB
  - ▶ Railway bridge, Nashik
- ▶ **Projects under Execution:**
  - ▶ Construction of 6 Laning of Pune Satara Road (NH 4) - Package 1
- ▶ **Order Book:** Outstanding order book of Rs. 861 mn as on December 31, 2018.



## Highways, bridges & flyovers: Major Player



Elevated Road Noida



PWD Delhi



Pune Satara Road Project



Elevated Road Noida

## Industrial

- ▶ **Scope:** Construction of civil structures for refineries, petrochemicals, power, steel and fertilizer plants
- ▶ Potential for high growth
- ▶ **Key Projects Executed:**
  - ▶ Plant building and offsite facilities at Unchahar for NTPC
  - ▶ Piling and civil works for IFFCO at Aonla and Phulpur
  - ▶ Civil works for water supply package at Bakreswar thermal power project
  - ▶ General civil works at Sasan for Reliance
  - ▶ Kawai Power project
  - ▶ Construction of General Civil Works and Building Utilities For 200 KV GIS Building at Mahalaxmi, Mumbai.
  - ▶ Construction of LNG storage tanks at Mundra
- ▶ **Projects under Execution:**
  - ▶ Civil, Structural Fabrication & Erection, Water Supply & Drainage, Plumbing Electric, Lighting and Earthing & HVAC installation works for Rath Chakra Polypropylene project of IOCL at Paradip, Orissa
- ▶ **Order Book:** Outstanding order book of Rs. 1 mn as on December 31 ,2018.

# Industrial

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Paradip Refinery – Industrial Complex



IIT Ropar, Industrial Building



IHI Mundra



Paradip Refinery – Industrial Complex

## Buildings

- ▶ **Scope:** Construction of civil structures for Academics Institutes, Residential, Complexes etc
- ▶ Potential for high growth
- ▶ **Key Project executed:**
  - ▶ Haj Tower, Kolkata
  - ▶ Construction of Super Structure (G+15) for Unified Academic Campus of Bose Institute, Salt Lake, Kolkata, West Bengal.
- ▶ **Projects under Execution:**
  - ▶ Construction of Different Buildings under phase-I for IIT Ropar at Ropar, Punjab Including Water Supply, Sanitary Installations, Internal Electrical Installation, Roads, Drainage & Sewerage.
  - ▶ Architectural Finishing, Plumbing, Tubewell, VAC, Electrical, Fire Fighting Works For 6 Elevated Stations for Kolkata Metro
- ▶ **Order Book:** Outstanding order book of Rs. 92 mn as on December 31, 2018.



## Buildings

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Haj Tower, Kolkata



Delhi Metro Station, Magenta Line



Bose Research Institute, Kolkata



DP World



## Water and Waste Water: Increasing Focus

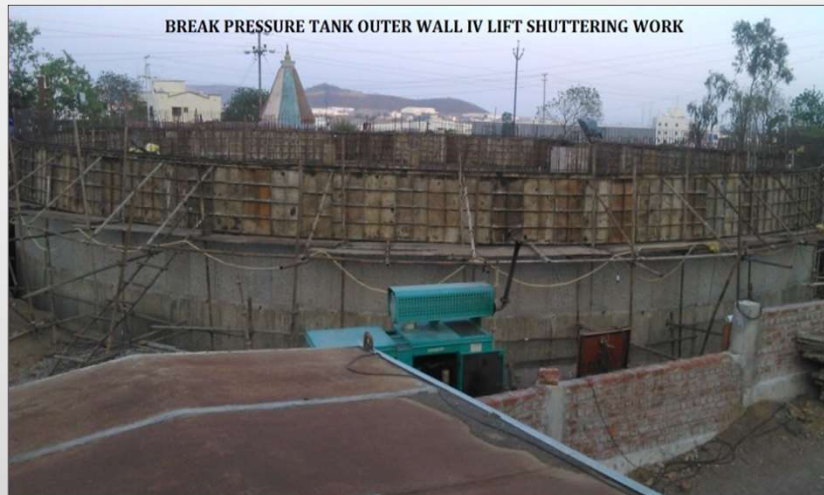
- ▶ **Scope:** Recently diversified into water and waste water segment undertaking projects for water transmission and treatment plants
- ▶ Potential for high growth
- ▶ **Key Projects Executed:** Limited presence in the segment and increasing focus going forward
  - ▶ Water transmission line at Tallah Palta for Kolkata Municipal Corporation in JV with parent, Italian Thai Development Company
  - ▶ Procurement of Ground Water Treatment Plants - Design, Construction, Supply, Installation, Commissioning including Mechanical & Electrical Equipment and Operation in Agartala
- ▶ **Projects under Execution:**
  - ▶ Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.
  - ▶ Designing, Providing, Constructing, Erecting, Testing & Commissioning of Intake Channel, Jackwell, Pump House, Break Pressure Tank and other related works for Bhama Askhed Water Supply Scheme, Pune
  - ▶ Drainage System of Agartala Municipal Area / SH: Construction of RCC covered drain in Central zone / Balance work.
  - ▶ **Order Book:** Outstanding order book of Rs. 418 mn as on December 31, 2018.

## Water and Waste Water: Increasing Focus

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Bhama Ashed Water Supply Project



Break pressure tank work in progress, Bhama, Pune



Agartala WTP project

# Recent Corporate Recognitions



"Best Metro Construction Project" for DMRC CC-32 from Construction Times



JSW Appreciation of Port Construction



National Safety Council of India – Safety Award



# Way Forward

## Improved Shareholder Return

- Focus on reducing interest costs
- Improve on credit rating
- Exercise capital expenditure control

## Customer Perspective

- Focus on on-time completion of the projects
- Endeavour toward an injury free environment
- Continue to improve our quality and environment standard

## Internal Perspective

- Focus on cash positive and margin accretive projects
- Focus on claim realization
- Focus on an innovation for efficiency increase and cost reduction
- Focus on Standard Operating Procedures including latest System Integration for better project management through Enterprise Resource Planning

## Business Perspective / Learning & Growth

- Focus on segments where ITD Cem has strength & capabilities – Marine, MRTS & specialized projects
- Focus on new segments where parent has experience & expertise – airport, MRTS, HAM selective road projects under Bharatmala, high speed bullet train projects, Waste to Energy projects
- Focus Bidding for larger & complex projects in collaboration with international majors
- Focus on unique partnership driven approach with strong subcontract and vendor management
- Focus on team building to cope with sustainable growth and next three years our aspiration is to be amongst the top companies in the country



THANK YOU

