

## COVER STORY

THE  
CHALLENGERS

Construction

## ITD CEMENTATION INDIA LTD

**"Our focus on value engineering in the Marine Division brought us important projects."**

- **Adun Saraban**, *Managing Director*, ITD CEMENTATION INDIA LTD

A leading construction company in India operating for over eight decades, ITD Cementation India Ltd has established its prowess across multiple lines of business: Airports, mass rapid transit systems, maritime projects, hydroelectric power and irrigation, industrial structures, highways, bridges and flyovers, piling and diaphragm walls, pipe jacking and box pushing, and water and wastewater. In the face of declining growth in infrastructure, slowdowns in project awards and severe price wars, ITD Cem chose to selectively target quality tenders and bids where the competitive intensity was lower rather than spreading itself too thin.

"We aimed to reduce debt and the cost of debt and focus on value engineering in our Marine Division, which brought us important projects," says **Adun Saraban, Managing Director, ITD Cementation India Ltd.** "I also worked closely with divisional heads to drive growth." In fact, each division has been empowered to perform like an independent profit centre. This has enhanced project management, quality, safety and time management. ITD Cem began its new year with a major contract from Port of Singapore Authorities in JNPT. In addition, it is qualified in the Mumbai Underground Metro Programme and other major marine projects. With a well-motivated, professional team, ITD Cem is primed for the growth momentum in 2015-16.

Particulars	Net Sales	PBDIT	Net Profit
*FY15 (₹crore)	1,712.4	205.1	19.4
Growth % over FY14	8.5	4.4	108.5

*\*Consolidated figures*