



# ITD Cementation Business & Operations Overview

June 2016



# Agenda

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**Corporate Vision**

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**Company Profile**

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**Parent Profile**

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**Financial Performance**

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**Order Book Analysis**

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**Operations & Management**

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**Way Forward**

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# Corporate Vision

# Corporate Vision

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## Our Mission

- ▶ To make ITD Cementation India Limited, the country's leading construction Company in customer choice, quality and safety .

## Our Core Principles

- ▶ Customers come first.
- ▶ Employees are our most important asset – working conditions and training must enable them to give their best.
- ▶ Our quality health and safety standards will be second to none.
- ▶ Timely commencement and completion of projects.
- ▶ Good plant and machinery is our wealth. We ensure these are always well maintained and in good working order.
- ▶ Well developed MIS systems and state-of the-art technology is our priority.
- ▶ Environmental awareness and care for the world in which we live will be part of our business philosophy.
- ▶ Our competitive edge is maintained through specialist skills and commitment to both – Training and R&D.

## Our Aim

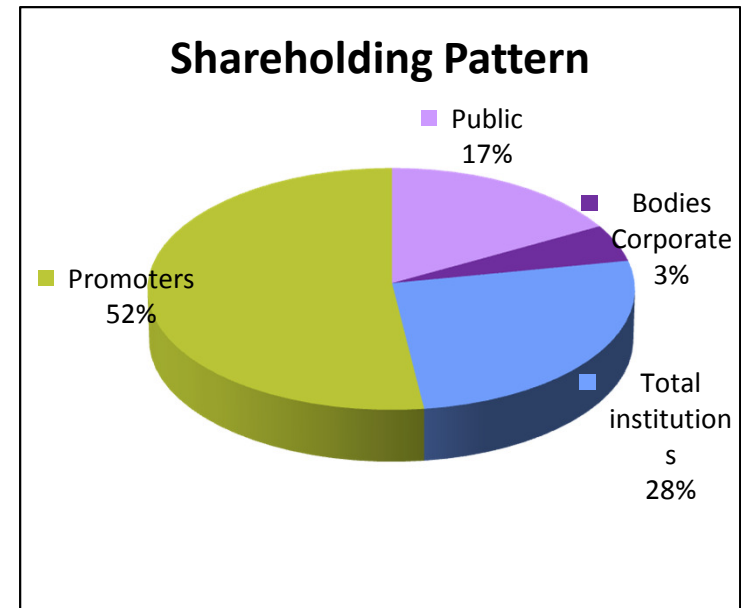
- ▶ Our aim is a satisfied client, a strong and proactive workforce and a quality product finished on time and to budget.
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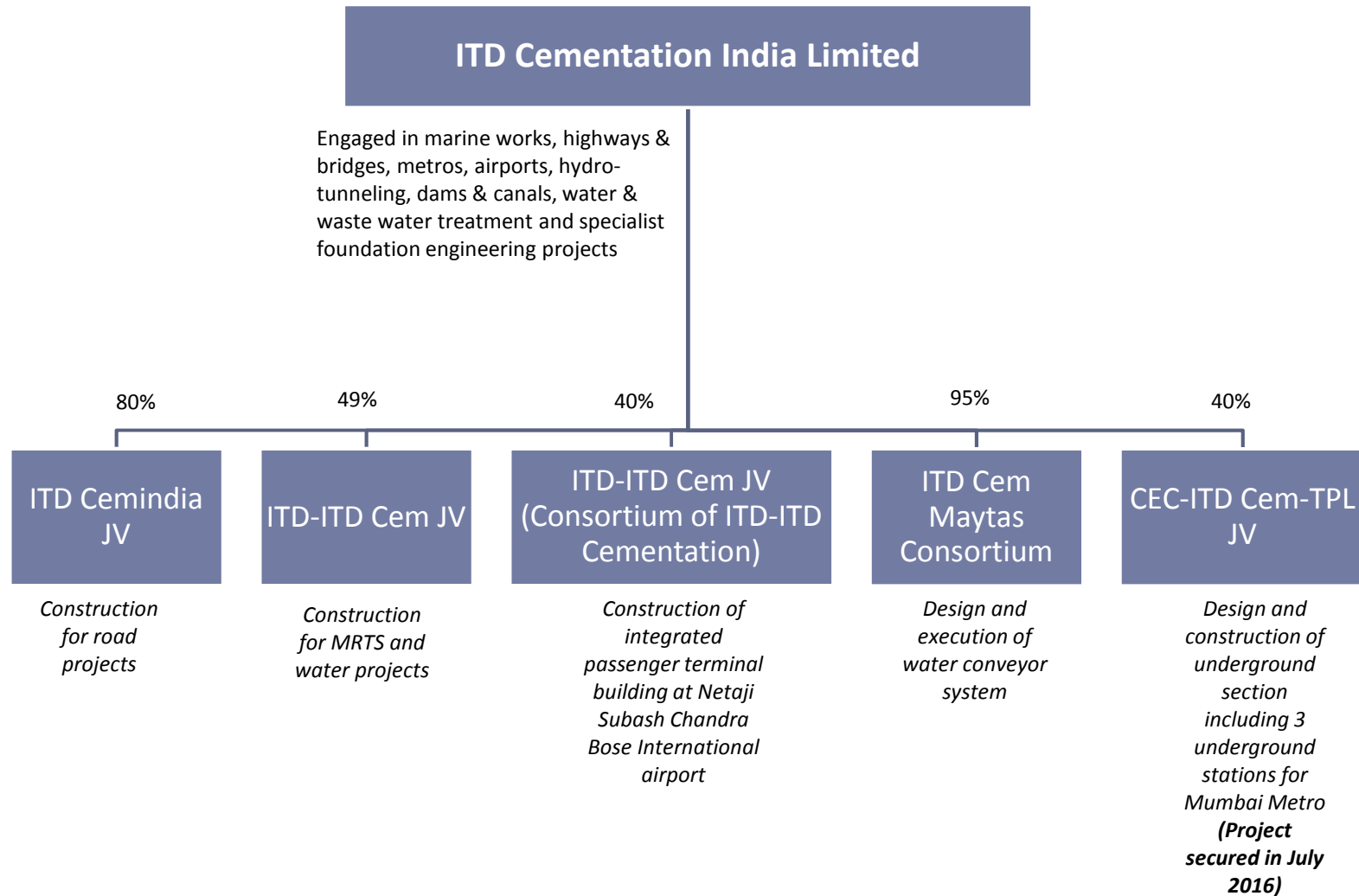
# Company Profile

# Company Profile

- ▶ ITD Cementation India Limited (ITD Cem), is a subsidiary of the Thailand-based Italian-Thai Development Public Company Limited (ITD)
- ▶ Engaged in the construction of marine structures, highways, bridges & flyovers, metros, airports, hydro-tunneling, dams & canals, water & waste water segment, industrial structures, buildings and specialist foundation engineering projects
- ▶ Order book of Rs. 44,352 mn as on June 30, 2016 executable over a period of 20 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 1,856 people
- ▶ Listed on Indian stock exchanges with a market capitalization of Rs. 23,270 mn
- ▶ **Ownership Details:** ITD acquired 80.4% from Skanska AB in 2004 and currently holds nearly 52% in ITD Cem



# Corporate Structure



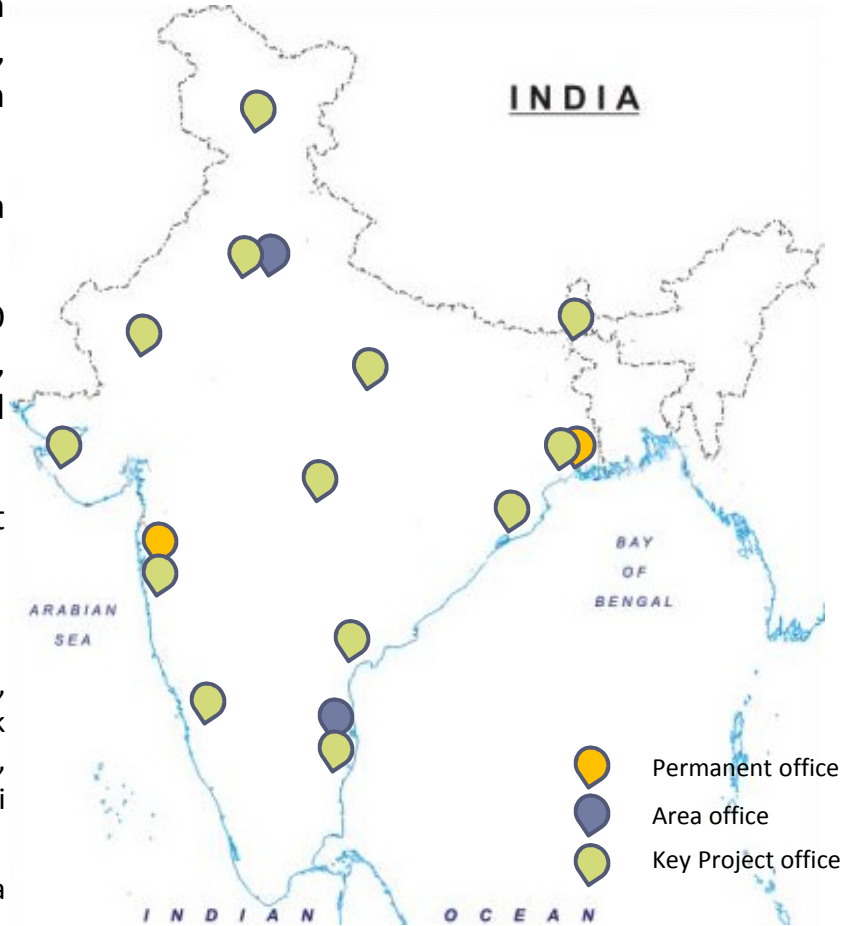
# Joint Ventures

	ITD-ITDCem JV	ITD-ITDCem JV (Consortium of ITD-ITD Cementation)	ITD Cem Maytas Consortium	ITD Cemindia 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%
Key projects	<ul style="list-style-type: none"> <li>➤Supply and installation of track work for Bangalore Metro – work virtually completed</li> <li>➤Construction of 3 under ground stations and tunnels for Kolkata Metro – scope of work increased, new order of enhanced work awaited</li> <li>➤Design and construction of elevated viaduct including entry exit line, ramp to depot, and 8 elevated stations for DMRL (CC26) worth 5,460 mn</li> <li>➤Recently secured contract of Design and Construction of Tunnels by Shield TBM under Delhi MRTS Project for DMRL (CC32) worth 7,520 mn</li> <li>➤Procurement of Ground Water Treatment Plants – Design, Construction, Supply, Installation, Commissioning including Mechanical &amp; Electrical Equipment and Operation in Agartala worth 399 mn</li> <li>➤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 worth 1,459 mn</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>➤Design and execution of water conveyor system for government of Andhra Pradesh</li> </ul>	<ul style="list-style-type: none"> <li>➤RJ-4: construction of bypass on NH-76 at Kota</li> <li>➤Rehabilitation and Refurbishment of Water Works at Palta and Garden Reach.(KEIP)</li> </ul>
Contract value	27,264 mn	19,261 mn	6,632 mn	3,918 mn
Work in Hand as on June 30, 2016	3,324 mn	-	5,683 mn	649 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 for Quality Management Systems, Occupational Health and Safety Management System and Environmental Management System
- ▶ Appreciations from DMRC and Tata Power amongst others for timely completion and quality construction
- ▶ 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 AP, Rites Ltd., CPWD, Noida, Mumbai Port Trust
  - ▶ **Private:** Reliance – ADAG group, IHI Corporation, Nhava Sheva Gateway Terminal, Tata Power, PSA (Singapore), Adani group, Jindal Steel, Samsung, Tata Power, RIL, L&T, Jindal Power, Mundra Port Trust, Ennore Port Ltd., Gangavaram Port Ltd., IIC Ltd. *et al*



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# Parent Profile

# International Parent Strength

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- ▶ Italian-Thai Development Company Limited is the largest construction company in Thailand (25% market share) 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
- ▶ Revenues of Rs. 93,874 mn in FY 2015 (about 40% from international operations), Net worth Rs. 26,501 mn as at 31 December 2015
- ▶ Work in hand (Construction & Concession) Rs. 421,540 mn (Construction Rs. 149,192 mn) as on December 2015
- ▶ Geographic spread includes Bangladesh, Cambodia, Laos, Indonesia, Myanmar, Philippines, Madagascar and Taiwan other than India providing ITD Cem with international exposure
- ▶ Provides its Indian subsidiary with 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. 1.83

# ITD's Main Area Of Operations

**Mass Rapid Transport Systems:** Construction of tunnels, underground railway stations and installation of the train system

**Airports:** Design and construction of runway, hangar, passenger terminal and various utilities at airports

**Industrial structures and power plants:** Construction of refineries, industrial estates, cement and power plants

**Dams and Tunnels:** Construction of earthfill, rockfill and concrete dams, matched with tunnel construction for irrigation, potable water transmission, power generation, highways and railways

**Buildings:** Full service delivery of all types of buildings, from conceptual design to final decoration and fitting ranging from residential buildings to sports stadiums and gymnasiums to industrial structures

**Roads:** Roads, bridges, flyovers and canals

**Marine construction services:** Dredging, silt removal, land reclamation, port and wharf developments, port cargo handling areas, breakwaters and coastal erosion protection

**Pipelines and utility works:** Pipelines for potable water, raw water, waste water, drainage, oil and gas through rural and urban environments

**Steel structures:** Manufacture of complete steel structures and fabricated structural elements required for civil engineering construction works

**Telecommunications:** Installation of public telephone network

**Mining:** Management & operations of Mines

# ITD's Major Projects



Delhi Metro BC-24



BLCP 2 x 700 Mw Coal Fired Power Plant (Civil Works)



Bangkok Mass Transit System Extension Project



Ramindra - At Narong Expressway System



COCO Coal Handling System



Piping works for PTT phenol project



# ITD's Major Projects – contd..



King Power Complex



Maw Taung Coal Mining, Burma



Delhi Metro – BC24



Thapline for Suvarnabhumi Airport Dedicated Line



Nam Theun 2 Hydroelectric Project Contract , Laos



Bang Khen Water Treatment Plant , Bangkok

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# **ITD Cementation's Financial Performance Summary**

# KEY FINANCIALS

## STANDALONE

Rs. mn

	6M Jun'16	3M Mar'16	2015	2014	2013	2012	2011	2010	2009	2008	2007
REVENUE	17,947	9,652	27,361	13,524	12,248	12,805	12,974	10,719	9,797	9,656	7,835
PBT	561	364	352	(676)	93	267	220	122	77	64	129
PBT ★	561	364	(888)	280	93	267	220	122	77	64	129
PBIDT ★	1,197	692	512	1,773	1,584	1,662	1,490	1207	1098	731	673
PAT	282	230	(593)	194	93	220	226	94	54	55	90
CASH PROFIT	441	309	(345)	488	428	580	568	402	360	252	237
EPS	1.82	1.48	(3.82)	15.14	8.08	19.08	19.60	8.15	4.69	4.78	12.55
NETWORTH	5,364	5,312	5,082	5,678	4,084	4,005	3,812	3,613	3,539	3,498	3,463
DEBTS	3,751	4,494	4,883	6,708	6,950	6,873	6,334	5,247	4,966	4,146	819
DIVIDEND %	-	-	-	-	10%	20%	20%	15%	10%	10%	20%

## CONSOLIDATED

	6M Jun'16	3M Mar'16	2015	2014	2013	2012	2011	2010	2009	2008	2007
REVENUE	18,764	10,153	30,687	17,124	15,784	16,338	17,121	14,622	14,746	13,367	8,468
PBT	355	287	394	(686)	239	311	282	207	159	146	149
PBT ★	355	287	(846)	269	239	311	282	207	159	146	149
PBIDT ★	1,183	709	898	2,051	1,965	1,975	1,762	1,544	1492	942	723
PAT	282	230	(593)	194	93	220	226	94	54	55	90
CASH PROFIT	503	340	(227)	621	535	726	646	512	537	295	248
EPS	1.82	1.48	(3.82)	15.14	8.08	19.08	19.60	8.15	4.69	4.77	12.55
NETWORTH	5,364	5,312	5,082	5,678	4,084	4,005	3,812	3,613	3,539	3,498	3,463
DEBTS	4,983	5,715	6,007	7,653	7,695	7,837	6,517	5,468	5,004	4,356	854

★ After exceptional items



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# Order Book Analysis

# Order Book: Sector Breakup

Order book of Rs. 44,352 mn as on June 30, 2016.

Major recently awarded project not included in order book is :

- Design and construction of underground section including 3 underground stations for Mumbai Metro Phase 3 worth 28,301 mn (our share 40% - 11,320 mn)

L1 projects in line worth 16,854 mn

Marine, Hydro / Dams / Tunnels / Irrigation and Urban Infrastructure / MRTS / Airport form around 80% of order book as on June 30, 2016

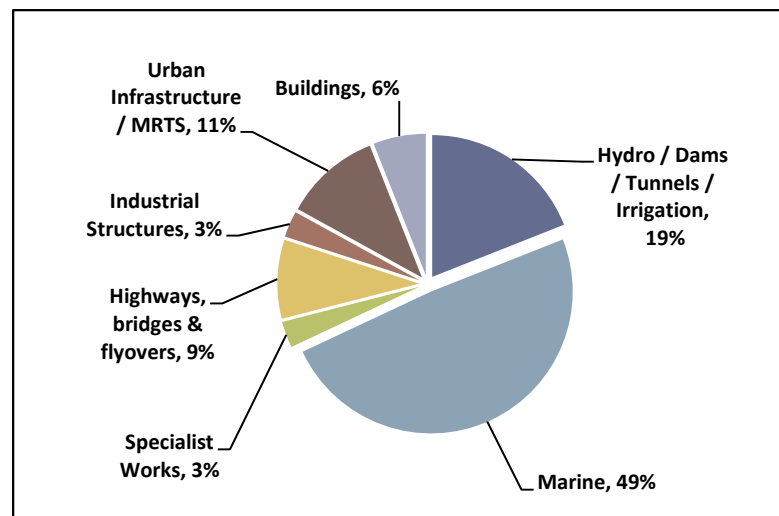
Other sectors include transportation, specialist works and industrial.

Major recently awarded projects included in order book are :

- Development of West Quay North (WQ 7 & WQ 8) Berth In Inner Harbour of Visakhapatnam Port ( Left Over Works) worth 2,423 mn
- Architectural Finishing and other Works For 6 Elevated Stations Including Lighting of Viaduct & Lighting of TSS/ASS of Car Depot and RCC structural Roof Over Platform of Sector-V Station of East West Corridor of Kolkata Metro
- Civil, Structural Fabrication & other works for Rath Chakra Polypropylene project of IOCL at Paradip worth 1,016 mn
- Civil Works of ROB at railways line Bridges from Odha railway Station to Nashik Power Plant and construction of Dharna river bridge at Sinner , Nashik TPP worth 1,297 mn
- Civil works for the project of fifth oil berth at Jawahar Dweep in Mumbai Harbour worth 3,205 mn
- Development of Multipurpose Terminal in Inner Harbour of Visakhapatnam Port Trust worth 1,817 mn.

Rs. mn

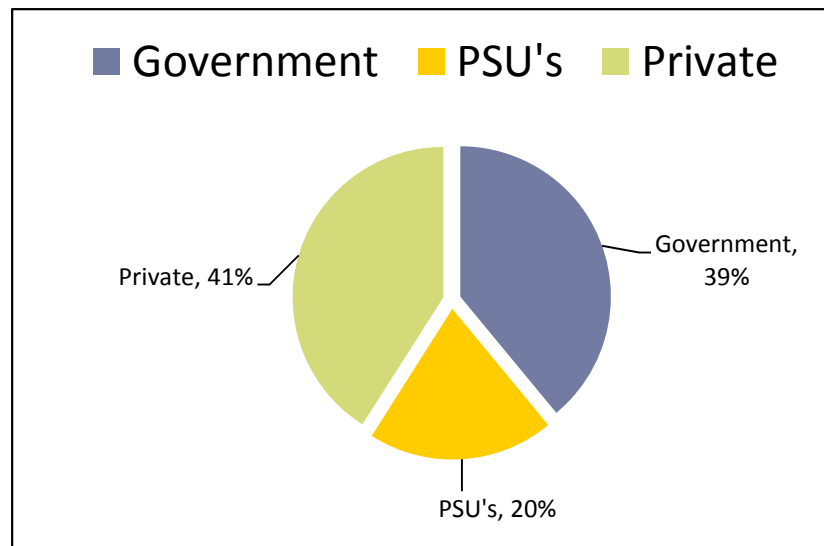
As on June 30, 2016	Size	No . (Major)	%
Hydro / Dams / Tunnels / Irrigation	8,368	7	19%
Urban Infrastructure / MRTS	4,929	9	11%
Marine	21,924	14	49%
Specialist Works	1,247	17	3%
Industrial	1,156	2	3%
Buildings	2,788	3	6%
Highways, bridges & flyovers	3,940	4	9%
<b>Total</b>	<b>44,352</b>	<b>56</b>	



## Order Book: Sector Breakup – contd..

Rs. mn

As on June 30, 2016	Size	No . (Major)	%
Government	17,460	14	39%
Public Sector Undertakings	8,830	15	20%
Private	18,062	27	41%
<b>Total</b>	<b>44,352</b>	<b>56</b>	



Sector	Major Clients
Government	Meghalaya State Electricity Board, Govt. of AP, Indian Railways, PWD, Ghaziabad Development Authority, NOIDA, CPWD, Airport Authority of India, Hooghly River Bridge Commissioners etc.
Public Sector Undertakings	Ennore Port Ltd., Konkan Railway Corp. Ltd., NBCC Ltd., Bridge & Roof, Chennai Metro Rail Corp. Ltd., Chennai Petroleum Corp. Ltd., Delhi Metro rail Corp. Ltd., Bangalore Metro Rail Corp. Ltd., Rail Vikas Nigam Ltd., Rites Ltd., Kolkata Environmental Improvement Investment Program (KEIIP), West Bengal Housing Infrastructure Development Corp. Ltd. etc.
Private	Tuticorin Coal Terminal Pvt. Ltd., Gangavaram Port Limited, Nhava Sheva (India) Gateway Terminal Pvt. Ltd., Karanja Terminals & Logistics Pvt. Ltd., JSW - Jaigarh Port Limited, Adani Port & Special Economic Zone Ltd., Tata Power Co Ltd., SEPCO Electric Power Construction Corporation, Reliance Industries Limited, IHI Corporation, Toyo Engineering India Ltd., Punj Lloyd Ltd., IL&FS Paradip Refinery Water Ltd., Jindal Power Ltd., Bharat Mumbai Container Terminal Pvt. Ltd., PSA, IIC Ltd. etc.

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# Operations & Management

# Business Operations

## Urban Infrastructure / MRTS: Increasing Focus

- ▶ **Scope:** Construction of Mass Rapid Transport Systems and airports (integrated passenger terminals and allied services)
- ▶ **Key Projects Executed:**
  - ▶ 8.3 kms of tunneling for Delhi Metro
  - ▶ 7.1 kms viaduct for Delhi Metro
  - ▶ 21 stations for Delhi Metro
- ▶ **Major Projects under Execution:**
  - ▶ Construction of Delhi Metro, Bangalore Metro, Kolkata Metro and Jaipur Metro
- ▶ **Order Book:** Outstanding order book of Rs. 3,995 mn as on June 30, 2016



DMRC CC32, Delhi



Station building, DMRC CC26, Delhi



Jaipur Metro Rail Project

# Business Operations

...(2)

## Marine: Market Leadership Position

- ▶ **Scope:** EPC services for marine structures including
  - ▶ Construction of jetties, dolphins and service platforms
  - ▶ Construction of quay, berths on concrete and steel piles as well as sold 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:**
  - ▶ Shiplift facility civil works for Indian Navy at Karwar
  - ▶ Liquid chemical jetty at Dahej for Gujarat Chemical and Port Terminal
  - ▶ Dock modernization project at Mazagon docks
  - ▶ Dry dock for Garden Reach Shipbuilders & Engineers at Kolkata
  - ▶ Design and Construction of Wharf Structure at Nhava Sheva (India) Gateway Terminal, JNPT
- ▶ **Major Projects under Execution:**
  - ▶ Dredging and reclamation works for development of 4th container terminal in Jawaharlal Nehru Port (JNP)-Phase-I
  - ▶ Marine Facilities at Karanja Creek
  - ▶ Engineering, Procurement & Construction (EPC) Contract For Container Terminal 5 at Mundra
  - ▶ Development of West Quay North (WQ 7 & WQ 8) Berth In Inner Harbour of Visakhapatnam Port ( Left Over Works)
  - ▶ Civil works for the project of fifth oil berth at Jawahar Dweep in Mumbai Harbour
  - ▶ Development of Multipurpose Terminal in Inner Harbour of Visakhapatnam Port Trust
- ▶ Order Book: Outstanding order book of Rs. 21,924 mn as on June 30, 2016



JSW, Jaigad



Ennore container terminal, Chennai



DP World Jetty, Navi Mumbai



# Business Operations

...(3)

## 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
  - ▶ Diaphragm wall for DMRC
  - ▶ Four subways in Chennai through box pushing
  - ▶ Piling works for Paradip refinery
  - ▶ Piling, Civil and Temporary Construction Facility Works for GIR Project at Dahej, Gujarat
- ▶ **Major Projects under Execution:**
  - ▶ Bored Cast-in-situ RCC Piling Works for OSBL Portion of Rasid Upgradation Project in Manali Refinery of CPCL, Chennai.
  - ▶ Piling Works at Contract Package NC-02 of Greater Noida Metro Project for M/s. CEC.
  - ▶ Construction of Foundation for Stacker Cum Reclaimer Track, Yard Conveyor & Transfer Tower and Drains at Stockyard (JSW Jaigad)
  - ▶ Civil Work For Tank Foundation (including Precast Driven Piles) at H-2 Plot at Haldia , West Bengal.
  - ▶ Piling Works for Polypropylene Plant at Indian Oil Corporation Limited, Paradip Refinery, Odisha
  - ▶ Construction of Diaphragm Wall in Pump House 2 & 3 on Saurashtra Branch Canal at Surendranagar, Gujarat.
- ▶ **Order Book:** Outstanding order book of Rs.1,247 mn as on June 30, 2016



Civil Works Wadala



Piling & Civil Arctech, Gangtok



Foundation BASF, Dahej

# Business Operations

...(4)

## 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
- ▶ **Projects under Execution:**
  - ▶ Tunnel work at Umtru hydro electric power project
  - ▶ Tunnel works at Jammu for KRCL
  - ▶ Investigation, design and execution of water conveyor system consisting of lined cavity canal, tunnels – Pranahita
  - ▶ 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 KEIIP
  - ▶ Providing and laying 1400mm dia / 1800mm dia. rcc np4 class drainage gravity line by micro- tunneling method, Vadodara
- ▶ **Order Book:** Outstanding order book of Rs. 8,368 mn as on June 30, 2016



KRCL Tunnel



New Umtru H E Project



VMSS – Micro Tunneling Vadodara



# Business Operations

...(5)

## Highways, bridges & flyovers: Major Player

- ▶ **Scope:** Construction of roads, bridges and flyovers
- ▶ **Key Projects Executed:**
  - ▶ Completed road projects of over 230 kms in Maharashtra, Madhya Pradesh, Andhra Pradesh and Tamil Nadu for NHAI
- ▶ **Projects under Execution:**
  - ▶ Implementing road projects for NHAI
  - ▶ Two projects from PWD Delhi
  - ▶ Ghaziabad ROB
  - ▶ Elevated road, Noida
  - ▶ Railway bridge, Nashik
- ▶ **Order Book:** Outstanding order book of Rs. 3,941 mn as on June 30, 2016



Ghaziabad ROB



PWD Delhi



Noida elevated works

# Business Operations

...(6)

## 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
- ▶ **Projects under Execution:**
  - ▶ Construction of General Civil Works and Building Utilities For 200 KV GIS Building at Mahalaxmi, Mumbai.
  - ▶ Construction of LNG storage tanks at Mundra
  - ▶ Civil, Structural Fabrication & other works for Rath Chakra Polypropylene project of IOCL at Paradip
- ▶ **Order Book:** Outstanding order book of Rs. 1,156 mn as on June 30, 2016



Kawai Project – Sludge Thickner



Tata Project, Mahalaxmi, Mumbai



IHI Mundra



# Business Operations

...(6)

## Buildings

- ▶ **Scope:** Construction of civil structures for Academics Institutes, Residential, Complexes etc
- ▶ Potential for high growth
- ▶ **Projects under Execution:**
  - ▶ New Haj Tower Complex, Rajarhat, Kolkata
  - ▶ Construction of Super Structure (G+15) for Unified Academic Campus of Bose Institute, Salt Lake, Kolkata, West Bengal.
  - ▶ 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. 2,788 mn as on June 30, 2016



Haj Tower, Kolkata



Bose Institute, Kolkata



IIT, Ropar

# Business Operations

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## Water and Waste Water: Increasing Focus

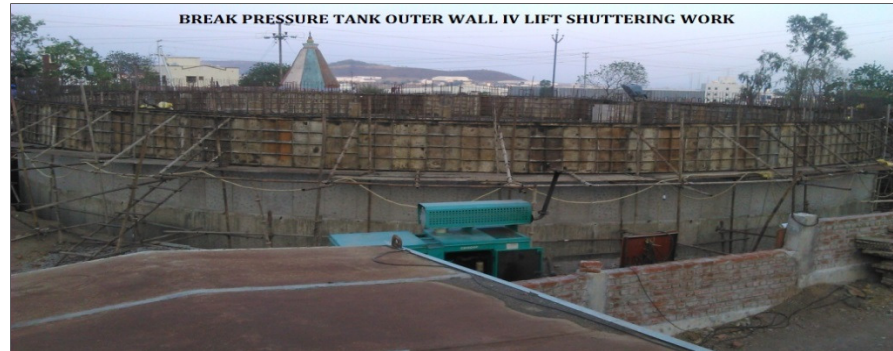
- ▶ **Scope:** Recently diversified into water and waste water segment undertaking projects for water transmission and treatment plants
- ▶ Potential for high growth
- ▶ **Key Projects Executed:** Limited presence in the segment and increasing focus going forward
  - ▶ Water transmission line at Tallah Palta for Kolkata Municipal Corporation in JV with parent, Italian Thai Development Company
- ▶ **Projects under Execution:**
  - ▶ Procurement of Ground Water Treatment Plants - Design, Construction, Supply, Installation, Commissioning including Mechanical & Electrical Equipment and Operation in Agartala
  - ▶ 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
  - ▶ **Order Book:** Outstanding order book of Rs. 934 mn as on June 30, 2016



Intake jetty at Palta WTP, Kolkata



Agartala WTP project



Break pressure tank work in progress, Bhama, Pune

# Equipment and Manpower Base

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► List of major equipments:

Equipments	Number of units
Hydraulic and rotatory rigs	38
Cranes (Crawler)	38
Crane (Tyre)	19
Crane (Truck)	11
Excavators & Backhoe	47
Crushers	3
Batching plants	34
Sensor Pavers	6
Hot Mix Plants	1
Launching segment girder	4
TBM (incl. Micro tunneling machines)	8
Cantilever Gantry	6
Hydraulic RCD Rig	1

- Strong and experienced work force of 1,856 employees
- Additionally around 3,200 labor work force

**Capable manpower and strong equipment base to execute order book**

# Way Forward

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## Learning & Growth Perspective

- Focus on team building to cope with sustainable growth
- Focus on training our key staff to enhance their operational productivity.

## 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

## Business Perspective

- Focus on segments where ITD Cem has strength & capabilities – marine & specialized projects
- Focus on new segments where parent has experience & expertise – airport, MRTS, micro tunnel, low cost housing.
- Focus to grow Industrial segment to contribute 10-15 % of revenue
- Bidding for larger & complex projects in collaboration with international majors

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**THANK YOU**