# Ahluwalia Contracts (India) Limited

**Engineering, Designing & Construction**

Date: 02-06-2025

To,

Compliance Department
BSE Limited.
25th Floor, P.J. Towers
Dalal Street, Mumbai - 400001

Compliance Department
National Stock Exchange of India Ltd.
5th Floor, Exchange Plaza,
Bandra Kurla Complex,
Bandra (East) Mumbai- 400051

Compliance Department
Calcutta Stock Exchange Ltd
7, Lyons Range, Dalhousie,
Murgighata, B B D Bagh,
Kolkata, West Bengal – 700001

Ref: Scrip Code BSE 532811 & Symbol NSE: AHLUCONT

Dear Sir,

Sub: Investor Presentation

This is to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we hereby enclose the Investor Presentation for Q4 FY 2024-25 (31-03-2025).

Kindly take the same on your records.

**For Ahluwalia Contracts (India) Ltd**

VIPIN KUMAR TIWARI

Digitally signed by VIPIN KUMAR TIWARI
Date: 2025.06.02 10:46:30 +05'30'

**(Vipin Kumar Tiwari)**
**Company Secretary**

Encl.: As Above

PRESENTATION
Q4 FY 25 and FYE25 RESULTS




**AHLUWALIA CONTRACTS (INDIA) LTD.**

ENGINEERING DESIGNING CONSTRUCTION

**30th May 2025**

# DISCLAIMER

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care of in this presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries where such distribution or use would be contrary to the applicable laws or regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, etc. may be done at your end. You may also contact us directly for any questions or clarifications.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment.

In addition to statements which are forward looking by reason of context, the words may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential and similar expressions identify forward looking statements.

Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, technology and application, and political, economic, legal and social conditions. It is cautioned that the foregoing list is not exhaustive.

This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision.




**TOTAL INCOME** (FYE 25)
**₹ 41,540** Mn.

**EBITDA** (FYE 25)
**₹ 3,418** Mn.

**GROSS ORDER BOOK** (as on 31 Mar 25)
**₹ 235,390** Mn

**UNEXECUTED ORDER BOOK** (as on 31 Mar 25)
**₹ 157,751** Mn

**TOTAL INCOME** (Q4 FY 25)
**₹ 12,339** Mn.

**EBITDA** (Q4 FY 25)
**₹ 1,236** Mn.

**YTD ORDER INFLOWS**
**₹ 84,367** Mn **(FYE 25)**

**PRESENCE** Pan India
(**47** Ongoing Projects across **16** States and **1** Project Overseas)

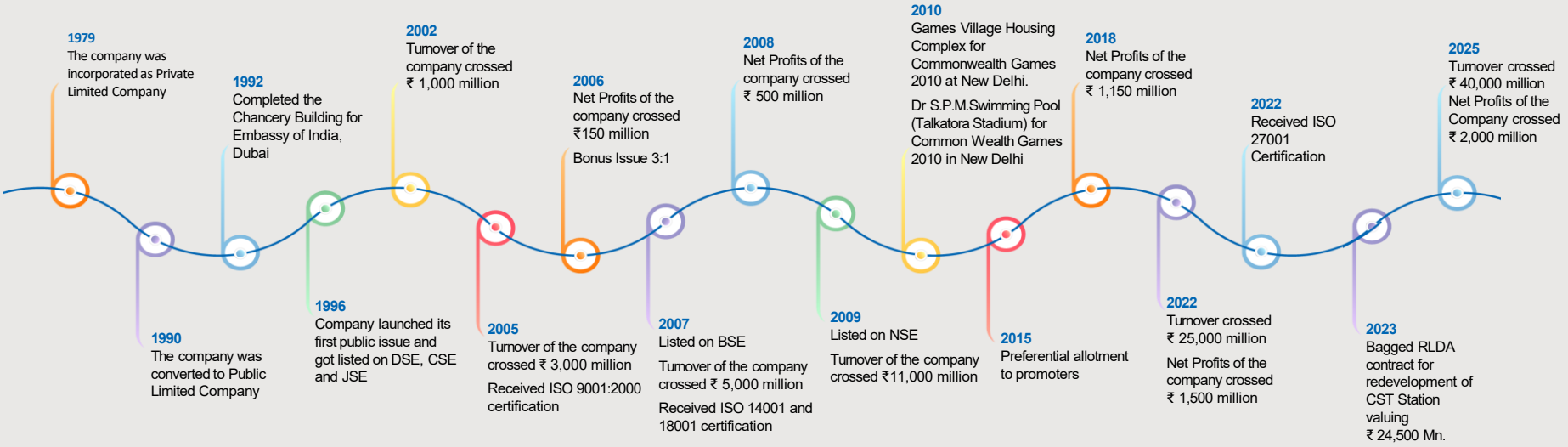



**Ahluwalia Contracts (India) Limited (ACIL) is a well-established integrated construction company with five decades of expertise in infrastructure development.**

- **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
- Data Centres

# JOURNEY


1979
The company was incorporated as Private Limited Company
1990
The company was converted to Public Limited Company
1992
Completed the Chancery Building for Embassy of India, Dubai
1996
Company launched its first public issue and got listed on DSE, CSE and JSE
2002
Turnover of the company crossed ₹ 1,000 million
2005
Turnover of the company crossed ₹ 3,000 million
Received ISO 9001:2000 certification
2006
Net Profits of the company crossed ₹150 million
Bonus Issue 3:1
2007
Listed on BSE
Turnover of the company crossed ₹ 5,000 million
Received ISO 14001 and 18001 certification
2008
Net Profits of the company crossed ₹ 500 million
2009
Listed on NSE
Turnover of the company crossed ₹11,000 million
2010
Games Village Housing Complex for Commonwealth Games 2010 at New Delhi.
Dr S.P.M.Swimming Pool (Talkatora Stadium) for Common Wealth Games 2010 in New Delhi
2015
Preferential allotment to promoters
2018
Net Profits of the company crossed ₹ 1,150 million
2022
Turnover crossed ₹ 25,000 million
Net Profits of the company crossed ₹ 1,500 million
2022
Received ISO 27001 Certification
2023
Bagged RLDA contract for redevelopment of CST Station valuing ₹ 24,500 Mn.
2025
Turnover crossed ₹ 40,000 million
Net Profits of the Company crossed ₹ 2,000 million

# 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.





# 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 ISO 45001 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 31st March 2025)

| Project | Order Value (₹ Mn) | Unexecuted Value (₹ Mn) |
|---|---|---|
| Re-development of Chhatrapati Shivaji Maharaj Terminus (CSMT) at Mumbai | 24,500 | 22,436 |
| India Jewellery Park, Mumbai | 21,570 | 21,570 |
| Signature Global Business Park | 13,070 | 12,789 |
| DLF City Center – Down Town | 10,947 | 10,901 |
| Lal Bahadur International Airport, Varanasi | 8,935 | 7,962 |
| Bihar Animal Science University, Patna, Bihar | 8,902 | 3,791 |
| The Arbour Project DLF, Gurugram | 7,447 | 4,634 |
| Tata Memorial Centre, Parel, Mumbai | 7,233 | 5,908 |
| Medical College and Hospital, Chhapra, Bihar | 6,292 | 1,617 |
| Max Super Specialty Hospital, Gurugram | 6,169 | 5,265 |

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

# ONGOING PROJECTS




| STATE | LOCATION |
|---|---|
| HIMACHAL PRADESH | Dharamshala (1) |
| PUNJAB | Mohali (1) |
| CHANDIGARH | Chandigarh (1) |
| DELHI NCR | Delhi (6) |
| HARYANA | Gurgaon (7) |
| | Rewari (1) |
| UTTAR PRADESH | Varanasi (1) |
| | Jewar (1) |
| BIHAR | Chhapra (1) |
| | Darbhanga (1) |
| | Patna (2) |
| JHARKHAND | Ranchi (1) |
| CHHATISGARH | Korba (1) |
| MAHARASHTRA | Mumbai (7) |
| GOA | Goa (1) |
| WEST BENGAL | Kolkata (2) |
| 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


CPWD
HSCC
AN ISO 9001:2008
Mini Ratna Company
NBCC
A Navratna CPSE
AIRPORTS AUTHORITY OF INDIA
adaniconnex
DATA CENTERS
bharti
Bharti Realty Limited
MINISTRY OF HEALTH AND FAMILY WELFARE
SBI
pnb
Infosys
Bandhan Bank
EIL
Net Zero by 2035
Indiabulls
vedanta
transforming for good
balco
CINDA Engineering & Construction Pvt. Ltd.
CTCI
BIRDGROUP
Municipal Corporation of Greater mumbai
IJP
INDIA JEWELLERY PARK
MUMBAI
Bennett, Coleman & Co. Ltd.
DLF
EMAAR
BRIGADE
MMRDA
ADB
ASIAN DEVELOPMENT BANK
SIGNATURE GLOBAL
MAX Healthcare
metro
apollo TYRES
RITES
THE INFRASTRUCTURE PEOPLE
AMITY UNIVERSITY
ITC Limited
Reliance
Industries Limited
TATA
THE LEELA
BENNETT UNIVERSITY
THE TIMES GROUP
IIM NAGPUR
DMRC
Gillette
HUGHES
COMMUNICATIONS INDIA
A Joint Venture with airtel
HONDA
POWER PRODUCTS
Agile
Technologies
gov.sg

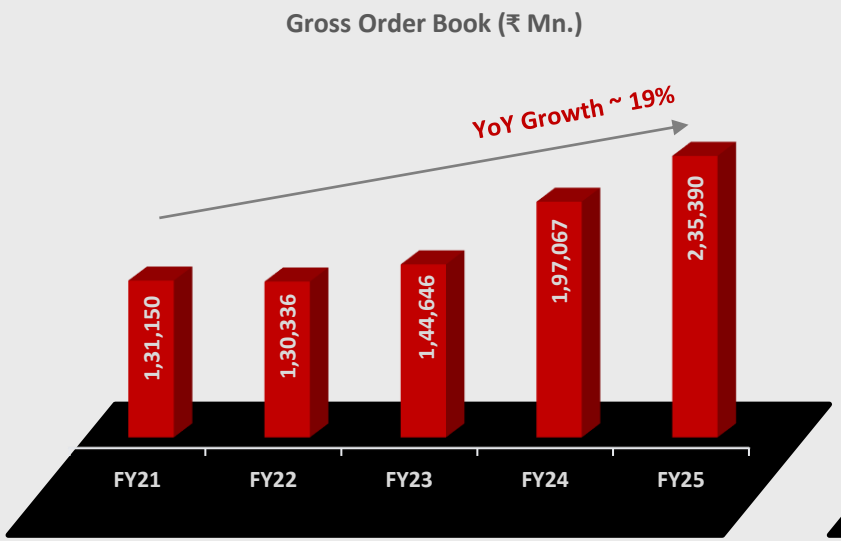
# FINANCIAL HIGHLIGHTS

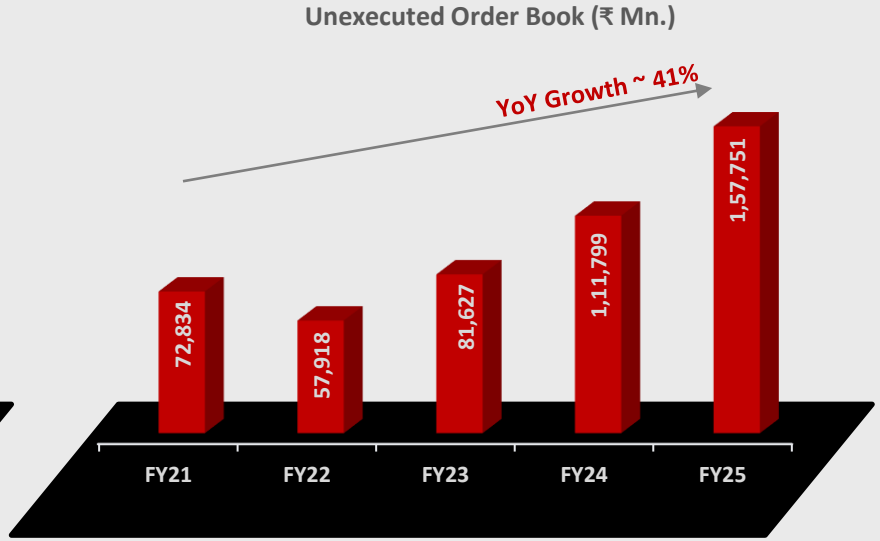


# ORDER BOOK

(₹ Mn.)

| Details | FY21 | FY22 | FY23 | FY24 | FY25 |
|---|---|---|---|---|---|
| Gross Order Book | 131,150 | 130,336 | 144,646 | 197,067 | 235,390 |
| Unexecuted Order Book | 72,834 | 57,918 | 81,627 | 111,799 | 157,751 |



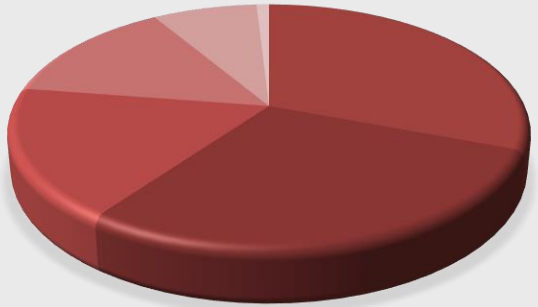



# SEGMENT WISE ORDER BOOK CLASSIFICATION (as on March 2025)

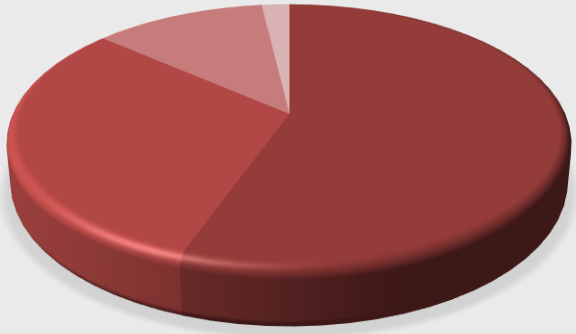
| Segment Wise Unexecuted Order Book | (₹ Mn.) | Percent (%) |
|---|---|---|
| Residential | 52,059 | 33.0 |
| Infrastructure | 44,403 | 28.1 |
| Commercial | 28,637 | 18.2 |
| Hospital | 21,025 | 13.3 |
| Institutional | 10,370 | 6.6 |
| Hotel | 1,257 | 0.8 |
| **Total** | **157,751** | **100.0** |

| Sector Wise Unexecuted Order Book | (₹ Mn.) | Percent (%) |
|---|---|---|
| Private | 92,022 | 58.3 |
| Central Government (CG) | 46,242 | 29.3 |
| State Government (SG) | 16,685 | 10.6 |
| Overseas – Government | 2,802 | 1.8 |
| **Total** | **157,751** | **100.0** |

SEGMENT WISE ORDER BOOK



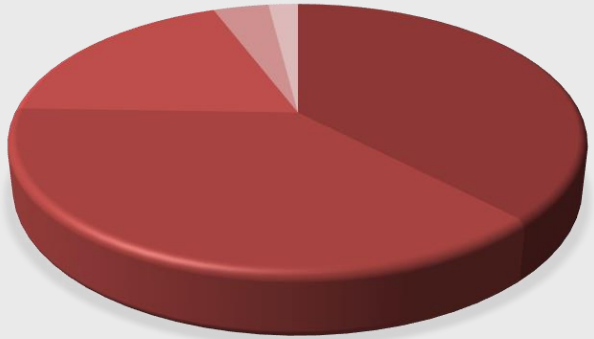

SECTOR WISE FOOTPRINTS



# STATEWISE / REGIONWISE ORDER BOOK CLASSIFICATION (as on March 2025)

| State Wise Unexecuted Order Book | (₹ Mn.) | Percent (%) |
|---|---|---|
| Maharashtra | 56,817 | 36.0 |
| Haryana | 44,283 | 28.1 |
| Bihar | 10,932 | 6.9 |
| Uttar Pradesh | 8,463 | 5.4 |
| West Bengal | 6,269 | 4.0 |
| Assam | 6,262 | 4.0 |
| Delhi | 6,034 | 3.8 |
| Karnataka | 4,105 | 2.6 |
| Chhattisgarh | 3,452 | 2.2 |
| Odisha | 2,787 | 1.7 |
| Chandigarh | 1,867 | 1.2 |
| Punjab | 1,266 | 0.8 |
| Himachal Pradesh | 1,144 | 0.7 |
| Goa | 756 | 0.5 |
| Jharkhand | 380 | 0.2 |
| Telangana | 132 | 0.1 |
| **Total (Domestic)** | **154,949** | **98.2** |
| **Overseas** | **2,802** | **1.8** |
| **Total** | **157,751** | **100.0** |

OUR DIVERSIFIED REGIONAL PRESENCE



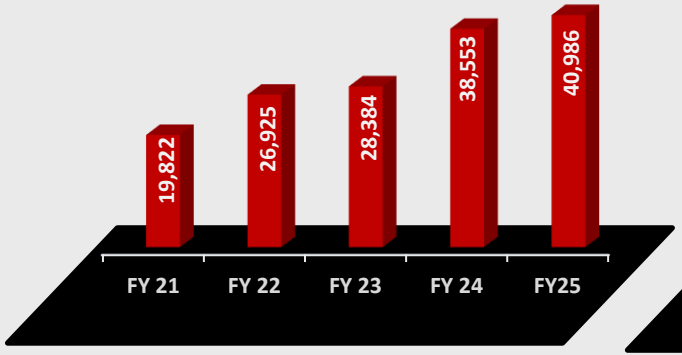

| Region Wise Unexecuted Order Book | (₹ Mn.) | Percent (%) |
|---|---|---|
| North | 63,058 | 39.9 |
| West | 57,573 | 36.5 |
| East | 30,081 | 19.1 |
| South | 4,237 | 2.7 |
| Overseas (Nepal) | 2,802 | 1.8 |
| **Total** | **157,751** | **100.0** |

**Delhi NCR Region Projects (as on 31 Dec 2024) - ₹ 50,818 Mn. viz. 32.2% of the Unexecuted Order Book**

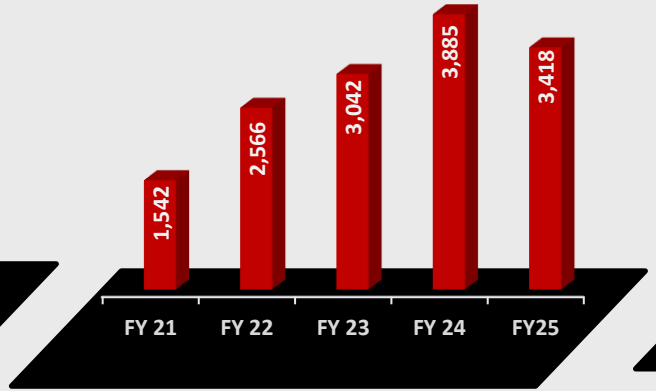
# FINANCIAL HIGHLIGHTS (Standalone)

**(₹ Mn.)**

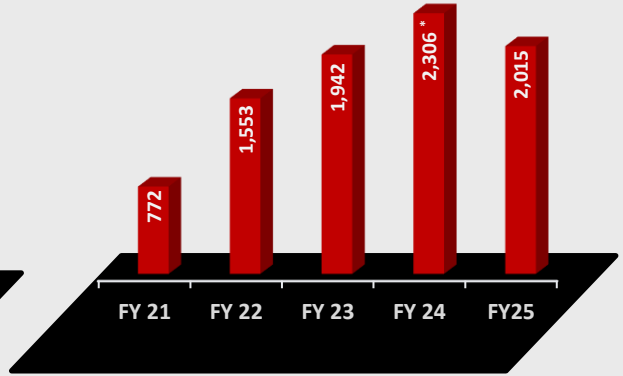
| | FYE21 | FYE22 | FYE23 | FYE24 | FYE25 |
|---|---|---|---|---|---|
| Income From Operations | 19,822 | 26,925 | 28,384 | 38,553 | 40,986 |
| ***Growth (%)*** | ***5%*** | ***36%*** | ***5%*** | ***36%*** | ***6%*** |
| Other Income | 223 | 291 | 295 | 366 | 554 |
| **Total Income** | **20,045** | **27,216** | **28,679** | **38,919** | **41,540** |
| EBITDA | 1,542 | 2,566 | 3,042 | 3,885 | 3,418 |
| ***EBITDA margin (%)*** | ***7.8%*** | ***9.5%*** | ***10.7%*** | ***10.1%*** | ***8.3%*** |
| Profit Before Exceptional Gains and Tax | 1,035 | 2,084 | 2,618 | 3,102 | 2,724 |
| Exceptional Gains | - | - | - | 1,950 | - |
| PAT | 772 | 1,553 | 1,942 | 3,755 | 2,015 |
| ***PAT Margin (%)*** | ***3.9%*** | ***5.8%*** | ***6.8%*** | ***9.6%*** | ***4.9%*** |
| **Net Worth** | **8,800** | **10,365** | **12,298** | **16,021** | **18,001** |




**INCOME FROM OPERATIONS** (₹ Mn)
CAGR (3 yrs) ~ 15%




**EBITDA** (₹ Mn)
CAGR (3 yrs) ~ 10%




**PAT** (₹ Mn)
CAGR (3 yrs) ~ 9%

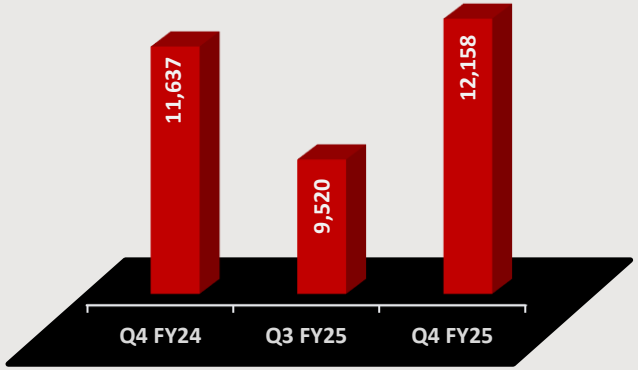
* **Excluding Exceptional Gains of ₹ 1,449 Mn (Net of Tax)**

# FINANCIAL HIGHLIGHTS (Standalone) (Q4 FY 25)

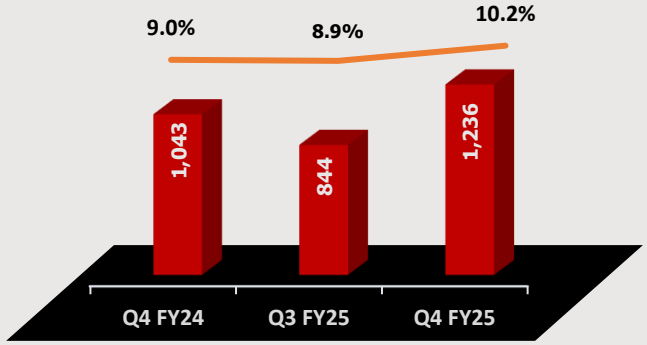
(₹ Mn.)

| | Q4 FY 25 | Q3 FY 25 | Q4 FY 24 |
|---|---|---|---|
| Income from Operations | 12,158 | 9,520 | 11,637 |
| **Total Income** | **12,339** | **9,668** | **11,760** |
| **EBITDA** | **1,236** | **844** | **1,043** |
| ***EBITDA Margin (%)*** | ***10.2%*** | ***8.9%*** | ***9.0%*** |
| Depreciation | 171 | 180 | 289 |
| Finance Cost | 128 | 145 | 135 |
| Exceptional Gains | - | - | 1,950 |
| **Net Profit after Tax** | **832** | **494** | **1,999** |
| ***Net Profit Margin (%)*** | ***6.7%*** | ***5.1%*** | ***17.0%*** |

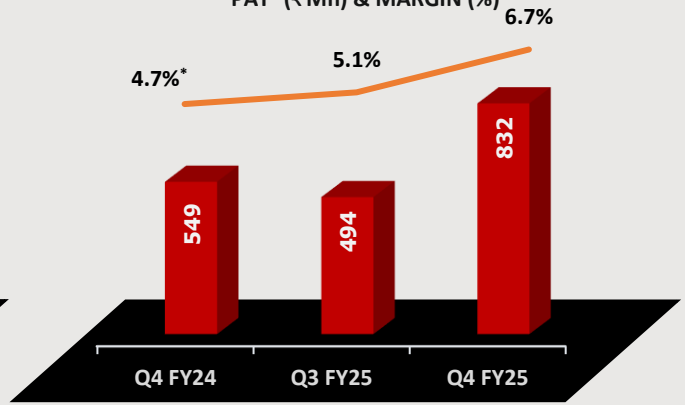
**Income from Operations (₹ Mn)**

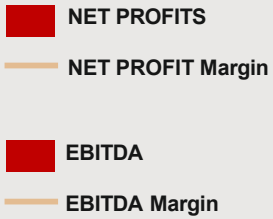



**EBITDA (₹ Mn) & MARGIN (%)**




**PAT* (₹ Mn) & MARGIN (%)**




* Excluding Exceptional Gains of ₹ 1,449 Mn (Net of Tax)

# THANK YOU



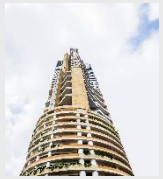




















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REGIONAL OFFICES – MUMBAI | KOLKATA | BENGALURU

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