

Changing the face
of tomorrow

Report



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E-mail: mail@acilnet.com | Website: www.acilnet.com



Ahluwalia Contracts (India) Limited

Board of Directors

Mr. Bikramjit Ahluwalia
Chairman & Managing Director

Mr. Shobhit Uppal
Deputy Managing Director

Mrs. Sudershan Walia
Whole-time Director

Mr. Vikaas Ahluwalia
Whole-time Director

Mr. Arun K. Gupta
Director

Mr. S.K. Chawla
Director

Mr. V.K. Sachdeva
Director

Mr. Balbir Singh
Director

Compliance Officer

Mr Vipin Kumar Tiwari
DGM (Corporate) & Company Secretary

Auditors

M/s Arun K. Gupta & Associates
Chartered Accountants
D-58, 1st Floor, East of Kailash,
New Delhi-110065

Bankers

Allahabad Bank
Axis Bank Ltd.
Bank of Maharashtra
Canara Bank
Citi Bank N.A.
ICICI Bank Ltd.

IndusInd Bank Ltd.
Kotak Mahindra Bank Ltd.
Punjab & Sind Bank
Standard Chartered Bank
Syndicate Bank
Yes Bank Ltd.

Registered Office

4, Community Centre, Saket,
New Delhi - 110017
Tel.: +91 11 41664016 / 65641898
Fax: +91 11 26852036

Head Office

B-4/205, Safdarjung Enclave,
New Delhi-110029
Tel.: +91 11 46003600

Corporate Office

M-1, Saket, New Delhi - 110017
Tel.: +91 11 40504500
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E-mail: mail@acilnet.com

REGISTRAR & SHARE TRANSFER AGENTS:

Link Intime India Pvt. Ltd.
A-40, 2nd Floor,
Nariana Industrial Area,
Phase-II, New Delhi-110028
Tel.: 91-11-41410592-94
Fax: 91-11-41410591
E-mail: delhi@linkintime.co.in

STOCK EXCHANGES:

BOMBAY STOCK EXCHANGE LTD.
25th Floor, P.J. Towers Dalal Street,
Mumbai – 400001
Fax: 022-22722082
Tel.: 022-22721233/ 34
BSE SCRIP CODE: [532811]

DELHI STOCK EXCHANGE LTD.
DSE House, 3/2, Asaf Ali Road,
New Delhi – 110002
Tel.: 91-1-23292417-418
Fax: 91-11-23292181-2176
DSE CODE: [7526]

JAIPUR STOCK EXCHANGE LTD.
Stock Exchange Building
Jawahar Lal Nehru Marg
Malviya Nagar, Jaipur – 302017
Tel.: 0141-2729100
Fax: 0141-2729082
JSE CODE: [922]

CALCUTTA STOCK EXCHANGE LTD.
7, Lyons Range, Kolkata – 700001
Ph. : 033-22104470-4477
CSE CODE: [011134]

DEMATERIALISATION OF SHARES

ISIN NO.: INE 758C01029

Note : Annual Listing fee for the year 2009-10 has been paid to all the Stock Exchanges.

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Changing the face of tomorrow

Armed with quality hallmarks of global standards...
Equipped with execution capabilities par excellence...
Endowed with project management prowess of the
highest order...

We have charted a new course for the future
A course that will change the face of tomorrow

Through our timely completion of the prestigious
Commonwealth Games projects.
Through our pioneering efforts in making quality housing
affordable for all.
Through our committed focus on green projects aimed at better
environment protection.
Through our core of diverse project portfolios that span the full
gamut of Realty verticals.
Through our planned expansion across the geographic spectrum of
the country.
Through our focused, de-risked planning & innovative efforts to
build a better tomorrow.



Chairman's Speech



"It gives me extreme pride and pleasure to share with you the news that your Company was awarded the Commonwealth Residential Project worth Rs. 62265 Lacs in August 2007. Awarded by Emaar MGF, this 21.66 Lacs sq. ft project is expected to be completed by 31st December, 2009. This is the largest project of its kind to be awarded to ACIL in its history."

Dear Shareholders,

It gives me great pleasure to welcome you all to the 30th Annual General Meeting of your Company.

The year gone by has been an inflection point in Ahluwalia Contracts' journey to success. Not only was your Company awarded projects even more prestigious than before, its order book swelled to Rs. 414330 Lacs as of the year ended 31st March, 2009.

It is, thus, with immense pleasure and a sense of deep satisfaction that I share the results of your Company for the financial year 2008-09, and the Company's strategy going forward.

FINANCIAL EXCELLENCE

The turnover for this fiscal stood at an impressive Rs. 117196 Lacs, representing a 32.19 per cent increase from last year's Rs. 88657 Lacs, with EBITDA registering a growth of 36.01 per cent, going up from Rs. 10952 Lacs in the previous fiscal to Rs. 14896 Lacs. This was reflective of the Company's exemplary project management capabilities. Consequently, the Net profit was up by 11.79 per cent to Rs 5772 Lacs, as against Rs. 5163 Lacs in the previous fiscal.

OPERATIONAL EXCELLENCE

Notwithstanding the recent downturn in the industry, these are exciting times for the Indian construction industry. Coupled with the Union Government's commitment to urban infrastructure, strong economic growth momentum and the FDI inflow into this sector, the industry is poised to take a flight to success.

Your Company is alert to the ever changing dynamics of this sector and, by default of its strong position in this segment, is fully geared to exploit the huge potential to the optimum by exploring new opportunities and consolidating the existing business. Your Company's true strengths in this sector are vindicated by the various new projects that it has secured in the recent past. Here, it is with extreme pride and pleasure that I share with you the news that your Company was awarded the Commonwealth Residential Project worth Rs. 62265 Lacs in August 2007. Awarded by Emaar MGF, this 21.66 lacs sq. ft project is expected to be completed by 31st December, 2009. This is the largest project of its kind to be awarded to ACIL in its history.

Some of the other prestigious projects that your Company has recently

bagged are: Dr. S.P.M. Swimming Pool, Talkatora Stadium, New Delhi project worth Rs. 22900 Lacs from CPWD; Hotel Leela Venture, Chanakyapuri, New Delhi project worth Rs. 8300 Lacs; Vedanta Aluminum, Jharsugoda, Orissa Project worth Rs. 11855 Lacs; NBCC, Kundli, Residential Project worth Rs. 9926 Lacs; Elphinstion Mill, Mumbai project worth Rs. 7300 Lacs and Henkel Switchgear, Mumbai project worth Rs. 13078 Lacs.

EXCELLENT OPPORTUNITIES IN BOT

Looking at the immense infrastructural requirements of the urban cities, the Government of India has launched Public Private Partnership (PPP) schemes, which utilize the technical and managerial expertise of the private sector to develop the much-needed infrastructure at a nominal cost to the exchequer. The private players, in return, gain the operational control of the facility for a long period, usually 40-50 years, typically realizing a commercially accepted return on investment.

By diversifying into Build Operate and Transfer (BOT) projects, we believe we can add a new vertical to our portfolio. ACIL has already been awarded a BOT Project by the Rajasthan Government, and we are in the process of identifying other projects on similar lines, such as multi-level car parking projects, etc.

ON A PARTING NOTE

It is redundant to say that we, at ACIL, always keep our shareholders' interests at the forefront. It is thus that we have proposed a dividend of 35% for the year ended 31st March, 2009.

Now, as we move on to another year of excellent performance, across verticals, I take this opportunity to thank all our clients, business associates, shareholders and members of the Board, as also our employees for their continued support. I am confident that with their cooperation, the Company shall continue to track new paths to better and bigger success in the years to come.

With best wishes,

Bikramjit Ahluwalia
Chairman & Managing Director



Company Profile

AHLUWALIA CONTRACTS (INDIA) LTD. (hereinafter referred to as ACIL) is a company which is driven by strong fundamentals in providing real quality construction and development with the best of amenities. Incorporated in 1979, it is one of the leading construction companies in India that provides turnkey solutions through a single window. The key areas of operation include construction of Commercial Buildings, Hotels, Hospitals, Educational Institutions, Industrial Plants, Residential Projects, Townships, BOOT Projects, Urban Infrastructure, etc.

The Company has a pan India presence and is currently executing approx 70 different projects valued at more than Rs. 410000 Lacs in 14 states across India. Over the last 5 years, ACIL has successfully executed

more than 61 projects, valuing in excess of Rs.300000 Lacs. The Company has net worth of Rs. 17756 Lacs and is listed at the Bombay Stock Exchange, the Delhi Stock Exchange, the Calcutta Stock Exchange & the Jaipur Stock Exchange.

The mantra of ACIL's success lies in its policy, which is geared towards the health and safety of its employees, besides quality and timely delivery of the product to the customer. The Company has a sound quality assurance system, approved under ISO 9001:2000, ISO 14001:2004 and OHSAS 18001:1999 by Det Norske Veritas (DNV). The Company has recognized the need to continuously take steps to develop a comprehensive infrastructure designed to make it not just a company with a safety policy, but a 'safe' company.





Our Credentials

Our business portfolio

An over four-decade old infrastructure development Company, Ahluwalia Contracts (India) Ltd (hereinafter known as ACIL) offers single-window, totally integrated engineering and design turnkey solutions to clients in the public and private sectors across more than a dozen verticals.

Ranked among the Top 500 companies by the Bombay Stock Exchange (BSE), ACIL caters to the construction and infrastructure needs of diverse clientele in more than 50 cities across 16 states in India. The Company's engineering & construction expertise spans a wide spectrum of activities, including Hospitality, Healthcare, Education, Commercial Headquarters & IT Parks, Residential, Retail, Industrial, Automobile, Institutional and Transportation, amongst others.

An ISO 9001, ISO 14001 and OHSAS 18001 certified Company, ACIL's backward integrated portfolio of services comprises strong execution capabilities in Design, Civil Construction, RMC, Electro-mechanical, Plumbing & Fire-fighting, HVAC, Aluminum Facades & Building Glasses.

Our proven track record

ACIL has an excellent track record of providing highly skilled and time-bound services to prestigious clients across the entire bandwidth of the public and private sectors. The Company's project list, among others, consists of:

- ▲ Commonwealth Games projects
- ▲ Greenfield Hypermarkets for Reliance Retail
- ▲ Hotel Gardenia for ITC Hotels, Bangalore
- ▲ Corporate Office for Maruti Udyog Limited
- ▲ Infinity IT Park, Kolkata
- ▲ Renaissance Hotels, Mumbai
- ▲ Four Seasons Hotels, Mumbai
- ▲ Shangri-La Hotel, New Delhi
- ▲ Grand Hyatt, New Delhi
- ▲ Aman Resorts, New Delhi
- ▲ Fortis Super Specialty Hospital, Noida
- ▲ Apollo Gleneagles Hospital, Kolkata
- ▲ Escorts Hospital & Research Centre, Jaipur
- ▲ Max Healthcare, New Delhi
- ▲ DLF Cyber Green, Gurgaon
- ▲ ITC Corporate Office, Gurgaon
- ▲ Coca Cola Corporate Office, New Delhi
- ▲ SBI Head Office, Mumbai
- ▲ SEBI Office Building, Mumbai
- ▲ Indian Embassy Building, Dubai
- ▲ Goa Legislative Assembly, Goa
- ▲ NDMC City Centre, New Delhi
- ▲ Daewoo Car Plant
- ▲ DPS International, New Delhi
-and many more.



Our portfolio of prestigious awards & recognitions

Year

Awards and Recognitions

1982

Appreciation Certificate for valuable services rendered to the Special Organizing Committee, 9th Asian Games, 1982.

1985

Awarded trophy by Hon'ble Finance Minister of India for successful completion of Finance Ministry's building complex, "National Institute of Public Finance and Policy," at New Delhi.

1985

Best Building Award for construction of Indian Institute of Foreign Trade, New Delhi.

1991

Silver Salver Award by Professor J.S Bajaj, Member Planning Commission, for quality construction of National Institute of Immunology, New Delhi.

2009

Life-time Achievement award to Sh. Bikramjit Ahluwalia, Chairman of the Company, by Builders Association of India (BAI).



Financial highlights

(Rs.in Lacs)

Particulars	2008-09	2007-08	2006-07	2005-06	2004-05
Orders in Hand	414330.00	315000.00	162200.00	145200.00	67300.00
Turnover	117196.00	88657.46	67467.73	41968.74	30526.00
Operating Profit (Profit before Int.& Dep.)	14896.02	10952.01	7249.83	4118.76	1646.13
Interest	1457.00	857.61	420.46	223.03	181.24
Depreciation	4642.02	2280.18	1988.77	974.85	472.10
Profit before Tax (PBT)	8797.00	7814.22	4840.60	2920.88	992.79
Provision for Tax	3025.00	2650.71	1721.90	986.08	553.30
Profit after Tax (PAT)	5772.00	5163.51	3118.70	1934.80	439.49
Cash Profit before Tax (OP - Interest)	13439.02	10094.40	6829.37	3895.73	1464.89
Cash Profit (PAT + Depreciation)	10414.02	7443.69	5107.47	2909.65	911.59
Share Capital	1255.25	1255.25	1255.25	1255.25	313.81
Reserves & Surplus	16500.65	11244.66	6713.10	3959.50	3182.51
Net Worth (Share Capital+ Reserves)	17755.90	12499.91	7968.35	5214.75	3496.32
Secured Loans	7623.54	5557.31	5829.19	3944.79	2196.43
Unsecured Loans	0.00	95.00	96.90	0.00	87.00
Capital Employed (Net Worth+Secured Loan)	25379.44	18057.22	13797.54	9159.54	5692.75
Net Block	12107.89	12083.05	7685.74	5515.28	3375.91
Gross Block	23298.20	19158.30	12495.07	8380.63	5293.88
Investment	149.76	424.15	424.44	312.62	287.36
Current Assets (CA)	57919.92	45110.94	28026.14	16560.63	12704.05
Current Liabilities (CL)	46054.86	39846.21	22357.50	13084.43	10341.00
Net Current Assets	11865.06	5264.73	5668.64	3476.20	2363.05
EPS (in Rs.)*	9.20	8.23	24.85	15.41	14.00
Cash EPS (in Rs.)*	16.59	11.86	40.69	23.18	28.65
Return on Net Worth (%) (PAT/N.W.*100)	32.51	41.31	39.14	37.10	12.57
Return on Capital Employed (%) (PAT/C.E.*100)	22.74	28.60	22.46	0.80	7.72
Book Value per Share (In Rs.)	28.29	19.92	63.48	41.54*	111.41
EBDIT %	12.71	12.35	10.75	9.81	5.39
EBIT %	6.17	6.79	5.25	5.14	2.03
PAT %	4.93	5.82	4.62	4.61	1.44
Amount of Dividend / Dividend Tax	514.01	514.01	363.43	214.69	53.67
Rate of Dividend (%on face value)	35.00	35.00	25.00	15.00	15.00
* After Bonus shares					