

Investor Presentation

November 2015



KNR CONSTRUCTIONS LIMITED

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A Well Established Name in Roads & Highway Constructions

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Business Overview

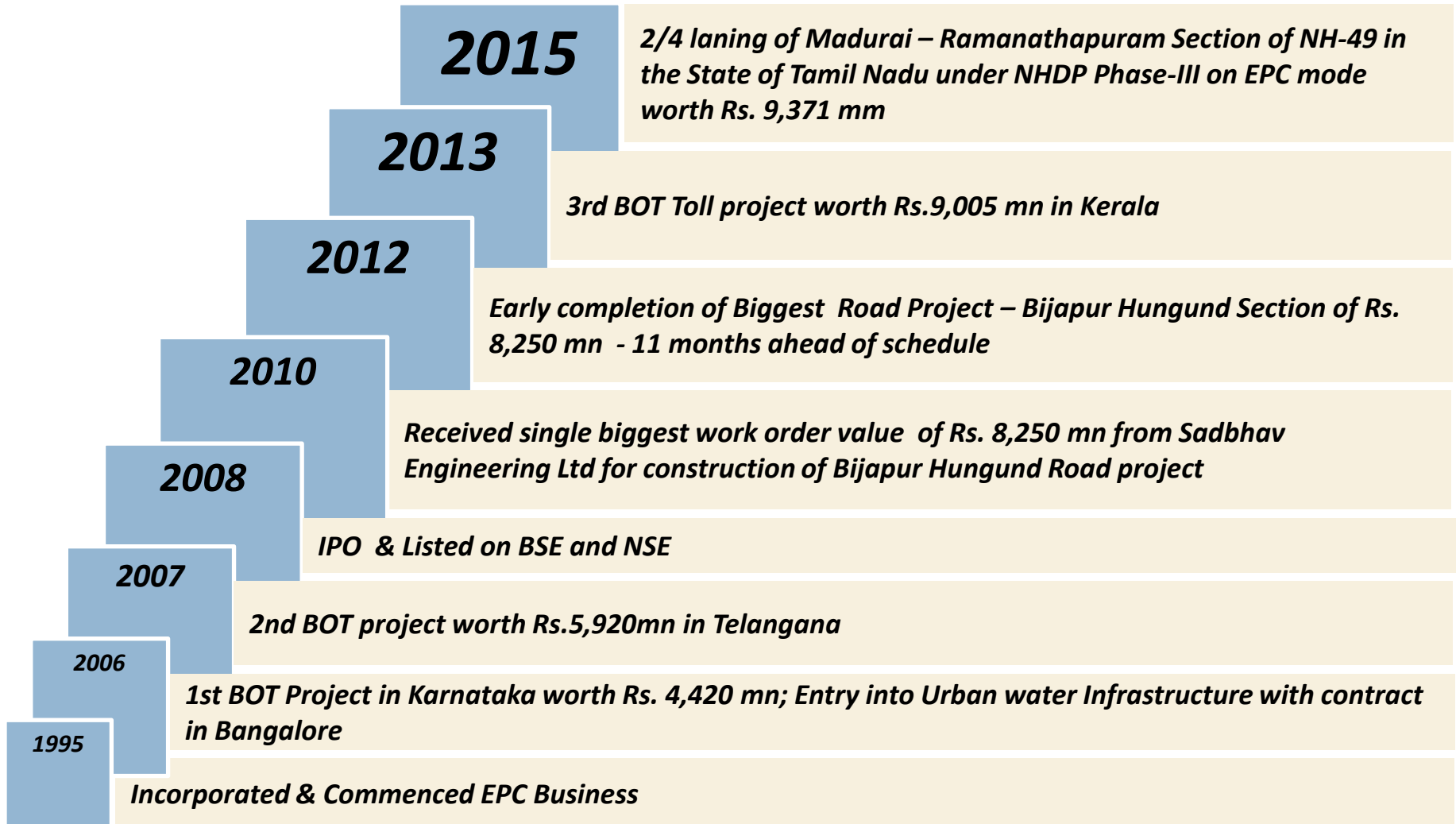
Business Overview

- ❖ **One of the leading companies providing Engineering, Procurement and Construction (EPC) services**
 - ✓ Major Projects in Roads & Highways – one of the fast growing sector
 - ✓ Established presence in Irrigation and Urban Water Infrastructure Management
- ❖ **20 years of experience of project execution**
 - ✓ Successfully executed ~5,888 lane km Road Projects
 - ✓ Projects executed across 12 states in India
- ❖ **Portfolio of 4 BOT Projects**
 - ✓ 778 lane Kms Projects in the state of Telangana, Karnataka, Kerala & Bihar
 - ✓ 2 Annuity based Projects & 1 Toll based project completed
 - ✓ 1 Toll based Project under construction
- ❖ **Strong EPC Order-book**
 - ✓ Rs. 36,647 mn as on 30th September, 2015 comprising of Rs. 36,051 mn in Roads sector and Rs. 596 mn in Irrigation

- ✓ **To develop KNRCL as a Centre of excellence in the field of Infrastructure.**
- ✓ **To add more business verticals to the organization in the fields of construction of Elevated Metro Rail and Railway Projects**

Vision

Transformation



Management...

Mr. K.Narasimha Reddy – Founder Promoter & Managing Director



- ❖ Over 46 years of experience in the Highway sector
- ❖ Started career in 1968 and engaged in the business of undertaking civil and mechanical contracts
- ❖ Extensive knowledge and experience in multi project planning Scheduling, cost controls in addition to overall construction and multi project management & driving force in taking the company towards greater heights

Mr. K. Jalandhar Reddy – Promoter & Executive Director



- ❖ Over 18 years of experience in the Highway and infrastructure sector
- ❖ Started his career with the organisation as a project Manager and was elevated to Executive Director on April 1, 1997
- ❖ Heads the tendering and bidding activities and is in charge of most of the projects in Southern India

Supported by Professional Team

Mr. T.L. Verma (Vice President - Projects)

- ❖ A Bachelor of Engineering (BE) from MITS Gwalior (MP) with Over 35 years of total experience with ~20 years of experience in Highway sector
- ❖ Working with the company since 2006 on various projects i.e. Bridges and Highways, including construction of Concrete Roads

Mr. D. Tirupathi Reddy (GM – Projects)

- ❖ Over 24 years of rich experience in various fields of Civil Engineering
- ❖ Working with the company since 14 years as contract specialist and tendering & procurement expert

Mr. G Sravana Kumar (GM - Finance & Accounts)

- ❖ A Fellow Member of the Institute of Chartered Accountants of India with 18 years of experience in the areas of finance, accountancy and taxation
- ❖ Working with the company since 2006 and has the overall responsibility for the finalization of corporate accounts, taxation, finance and related jobs

Mr. M.V. Venkata Rao (Company Secretary)

- ❖ A Fellow Member of the Institute of Company Secretaries of India
- ❖ Working with the company since 2007 and has the overall responsibility towards compliance of Rules & Regulations laid down by various authorities

Key Business Strengths

1. Project execution

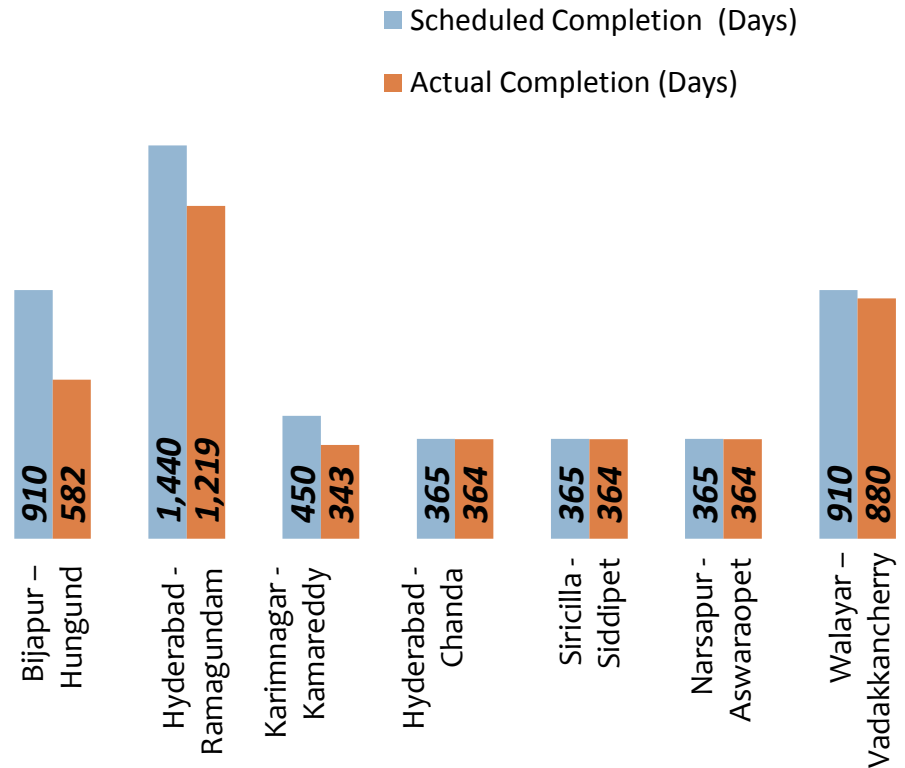
Significant experience and Strong track record in timely execution of Projects

❖ **Top management’s active involvement at all stages of Project execution**

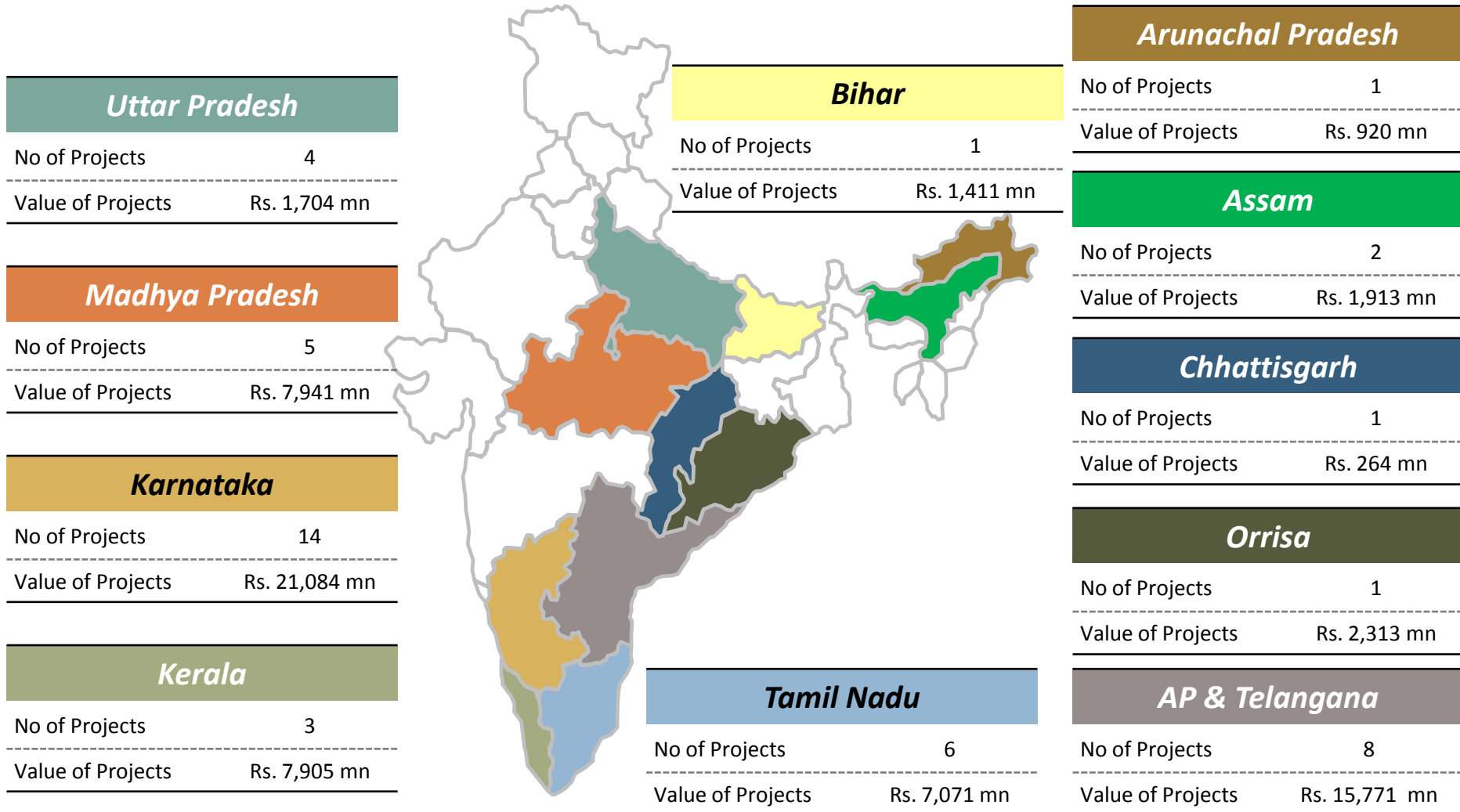
- ✓ Selection of Major Raw Material
- ✓ Selection of construction Camp location

❖ **Faster Decision making to ensure project completion on schedule**

❖ **Received Bonus for completion of construction ahead of schedule**



Pan India Project Execution* Capability



Map not to scale
Does not depict political boundaries

* Projects executed in last 5 years **10**

Project Execution Highlights

❖ Cement Concrete Road

- ✓ Completed Widening to 4/6 lanes and Strengthening of Existing two lane carriageway of NH – 5 in the State of Orissa for a length of 56.0 Kms with total contract value of work is Rs 2,310 mn
- ✓ Existing road was widened & strengthened with flexible pavement but, new 2- lane road was constructed with concrete (PQC)
- ✓ Concrete road was paved for a width of 8.75m with G&Z slip form paver having automatic device for placement of tie bars and dowel bars at fixed interval
- ✓ Concreted Batching Plant was installed with a capacity compatible with the paving capacity of G&Z paver for better quality control of PQC Road

❖ Hard Rock Excavation

- ✓ 2.6 Millions Cubic Meters deep hard rock excavation was done in the work of four laning of Islam Nagar (KM 230.00) to Kadtal (KM 278.00) of Nagpur –Hyderabad Section on NH-7 in the State of Telangana

2. In-house Construction Equipment

World Class Construction Equipments Use of Right tools for right work

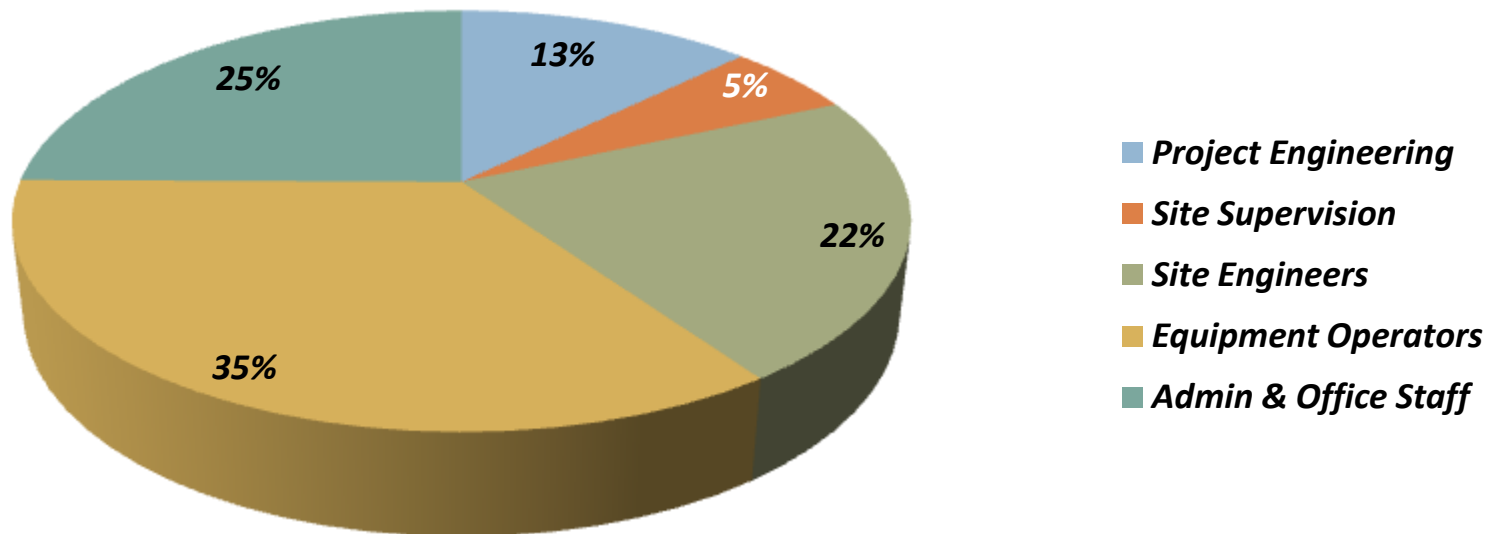
Sl. No.	Name Of The Machinery	Qty
1	Tipplers	566
2	Excavators	141
3	Compactors	63
4	Concrete Mixers And Pumps	45
5	Loaders	40
6	Pavers	33
7	Crushers	15
8	Graders	31
9	Tractors	26
10	Cranes	33
11	Tankers	7
12	Transit Mixers	32
13	Rollers	18
14	Batching & Mixing	24
15	Breakers	13
16	Hot Mix Plant	11
17	Drillers	12
18	Dozers	9
19	Wet Mix Plant	9
20	Drum Mix Plant	7
21	Loaders Cum Excavators	6
22	Generators & Others	173
	Gross Block of Plant & Machinery *	Rs.4,723mn













* as at 30.09.2015

3. In-house Execution Team

**In-house team of 700 Qualified and experienced employees
led by proven management team**



4. Reputed Clientele

	<p><i>National Highways Authority of India (NHA)</i></p>		<p><i>Andhra Pradesh Road Development Corporation (APRDC)</i></p>
	<p><i>Ministry of Road Transport & Highways (MoRTH)</i></p>		<p><i>Hyderabad Growth Corridor Limited (HGCL)</i></p>
	<p><i>Karnataka State Highway Improvement Project (KSHIP)</i></p>		<p><i>Karnataka Road Development Corporation (KRDCL)</i></p>
	<p><i>Madhya Pradesh Road Development Corporation Limited (MPRDCL)</i></p>		<p><i>Bruhat Bangalore Mahanagara Palike (BBMP)</i></p>
	<p><i>Uttar Pradesh State Highways Authority (UPSHA)</i></p>		<p><i>NMDC Limited</i></p>

4. Reputed Clientele (cont.)

	<i>A.P. Irrigation (Government of Andhra Pradesh)</i>		<i>GMR Projects Private Limited</i>
	<i>Engineers India Limited (Government of India Undertaking)</i>		<i>Sadbhav Engineering Limited</i>
	<i>Public Works Department (Government of Arunachal Pradesh)</i>		<i>Oriental Structural Engineers Pvt. Ltd.</i>

BOT Portfolio

BOT Portfolio – Completed Projects

	<i>Particulars</i>	<i>Patel KNR Infrastructures limited (PKIL)</i>	<i>Patel KNR Heavy Infrastructures Limited (PKHIL)</i>
Project Details	<i>Stake</i>	40 %	40 %
	<i>Project Type</i>	Road-Annuity	Road-Annuity
	<i>State</i>	Karnataka	Telangana
	<i>JV Partner</i>	PEL	PEIL
	<i>Client</i>	NHAI	NHAI
	<i>Length(KM)</i>	60.00	53.00
Terms	<i>Concession Start Date</i>	26 th March 2007	2 nd March 2008
	<i>Concession Period</i>	20 Years	20 Years
	<i>COD</i>	21 st December 2009	11 th June 2010
Financials	<i>Project Cost</i>	Rs. 4,420.0 mn	Rs. 5,920.0 mn
	<i>Equity (30.09.2015)</i>	Rs. 370.0 mn	Rs. 496.7 mn
	<i>Debt (30.09.2015)</i>	Rs. 3,248.4 mn	Rs. 4,772.52 mn
	<i>Securitized</i>	Yes*	Yes**
	<i>Semi-Annuity - 36 Instalments</i>	Rs. 329.4 mn	Rs. 443.7 mn

* PKIL securitized its project loan through issuance of non-convertible debentures to LIC of India & raised Rs. 4090 mn in April 2010. The said proceeds were used to retire the existing high cost project loan and unsecured loans of promoters and to meet the issue expenses.

**PKHIL securitized its project loan through issuance of non-convertible debentures to L&T Infrastructures Finance Company Limited and raised Rs 4000 mn in Sept. 2013. The said proceeds were used to retire the existing high cost project loans (Other than the ECB of USD 25 Millions availed from the Standard Chartered Bank , London) and unsecured loans of promoters and to meet the issue expenses.

BOT Portfolio – Completed Projects

	<i>Particulars</i>	<i>KNR Walayar Tollways Private Limited</i>
Project Detail	<i>Stake</i>	100%
	<i>Project Type</i>	Road-Toll
	<i>State</i>	Kerala
	<i>JV Partner</i>	-
	<i>Client</i>	NHAI
	<i>No of Lanes</i>	Two to Four
	<i>Length(KM)</i>	54.00
Terms	<i>Concession Start Date</i>	18 th May 2013
	<i>Concession Period</i>	20 Years
	<i>Scheduled COD</i>	15 th Nov.2015
	<i>Revised Scheduled COD</i>	-
	<i>Revenue Sharing</i>	Grant
Financials	<i>Project Cost</i>	Rs. 9,005.1 mn
	<i>Equity (30.09.2015)</i>	Rs. 4,005.1 mn*
	<i>Debt (30.09.2015)</i>	Rs. 4,598.2 mn
	<i>Status</i>	Provisional Completion Certificate for 100% of Project length has been issued for the project on 16th October 2015
	<i>Toll Revenue Expected</i>	Rs. 259.6 mn in 1st year and Rs. 783.3 mn in 2nd Year

* incl. grant of Rs. 2,645.99 mn

BOT Portfolio – Under Construction

	<i>Particulars</i>	<i>KNR Muzaffarpur Barauni Tollway Private Limited</i>
Project Detail	<i>Stake</i>	51%
	<i>Project Type</i>	Road-Toll
	<i>State</i>	Bihar
	<i>JV Partner</i>	JKM Infra Project Ltd
	<i>Client</i>	NHAI
	<i>No of Lanes</i>	Two
	<i>Length(KM)</i>	108
Terms	<i>Concession Start Date</i>	8th July 2012
	<i>Concession Period</i>	21 Years
	<i>Scheduled COD</i>	9th July 2014
	<i>Revised Scheduled COD</i>	31st Dec 2015
	<i>Revenue Sharing</i>	Premium
Financials	<i>Project Cost</i>	Rs. 3,596.8 mn
	<i>Equity (30.09.2015)</i>	Rs. 1,094.15 mn
	<i>Debt (30.09.2015)</i>	Rs. 2,494.50mn
	<i>Status (30.09.2015)</i>	~89.24% of Work Completed
	<i>Toll Revenue Expected</i>	Rs. 1.2 mn per day

Walayar –Vadakkancherry Project

- ❖ KNR Walayar Tollways Private Limited is a wholly owned subsidiary of KNR Constructions Limited, incorporated as an SPV for execution of Walayar Road Project
- ❖ Provisional Completion Certificate for 100% of Project length has been issued for the project on 16th October 2015
- ❖ Caters to commercial traffic towards Kochi Port and Kochi International Container Transshipment Terminal
- ❖ The project road serves as an arterial link to most of the important southern cities such as Salem, Erode, Coimbatore, Trissur, Palakkad, Kochi, Alappuzha, Kollam, Thiruvananthapuram and Nagercoil
- ❖ Major industries like Wise Park, HP Gas Plant, ITI, BPL, UB, Instrumentation Limited, Percot Meridan, BEML etc. are located in this section

The work is completed one month ahead of scheduled date of completion

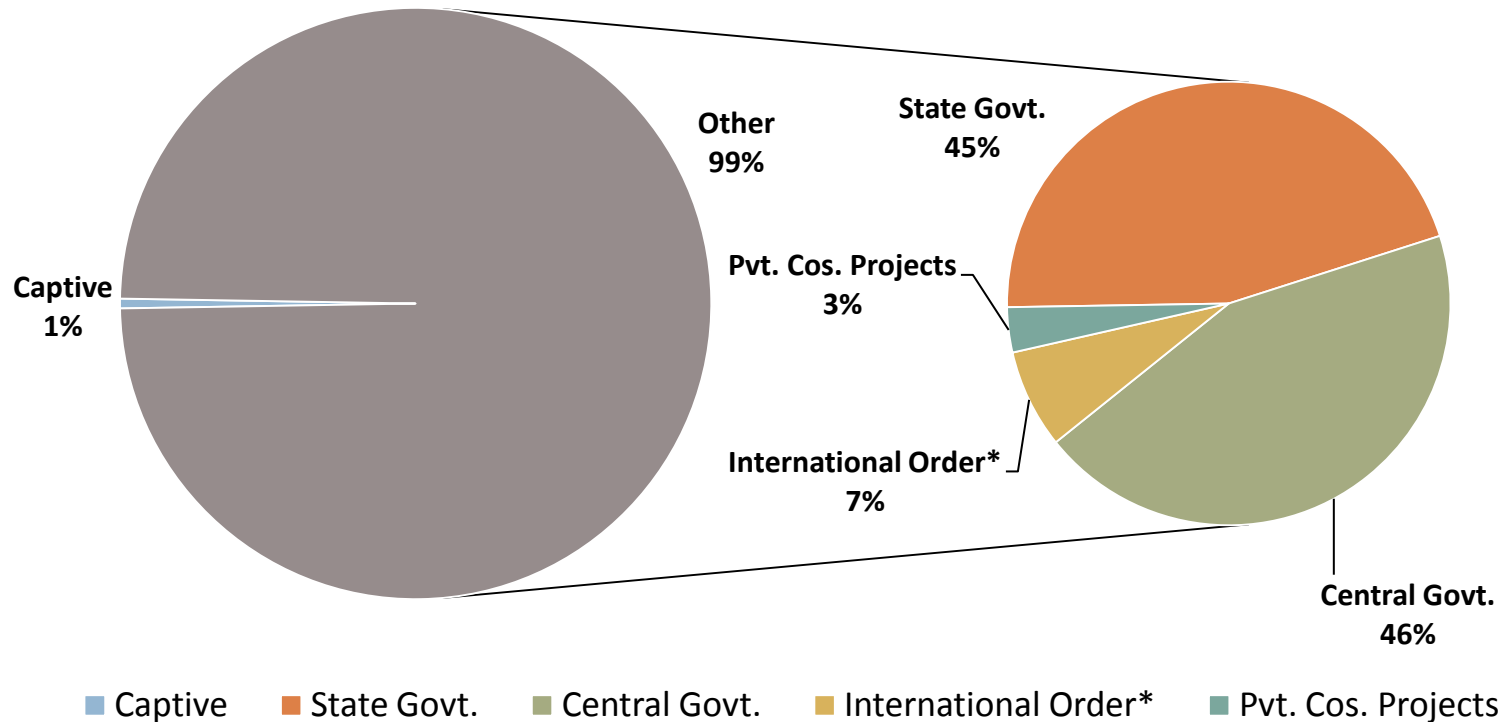
Muzaffarpur - Barauni Project

- ❖ KNR Muzaffarpur Barauni Tollway Private Limited is a Step down subsidiary of KNR Constructions Limited, incorporated as an SPV for execution of Muzaffarpur -Barauni Road project on BOT (Toll) basis
- ❖ Overall Progress as on 30th September 2015
 - ✓ Physical Progress: 89.24% against 100% planned
 - ✓ Financial progress: 97.24% against 100% planned
- ❖ Project starts at Muzaffarpur and ends at Barauni. The project corridor is located in the state of Bihar and passes through three districts namely Muzaffarpur, Samastipur and Begusarai
- ❖ Muzaffarpur is an important place for wholesale cloth trade and the largest city of northern Bihar while Barauni city is situated on holy river Ganga and also an important industrial city of Bihar having major industrial units such as IOC refinery, Barauni Thermal Power Plant, Hindustan Fertilizers Corporation and Barauni Dairy

Order Book & Business Strategy

Order-book Break-up

Order book of Rs. 36,647 million as on 30th September 2015

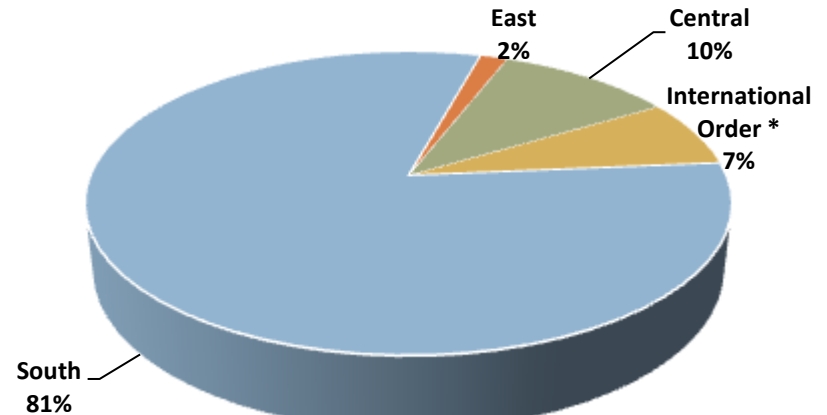
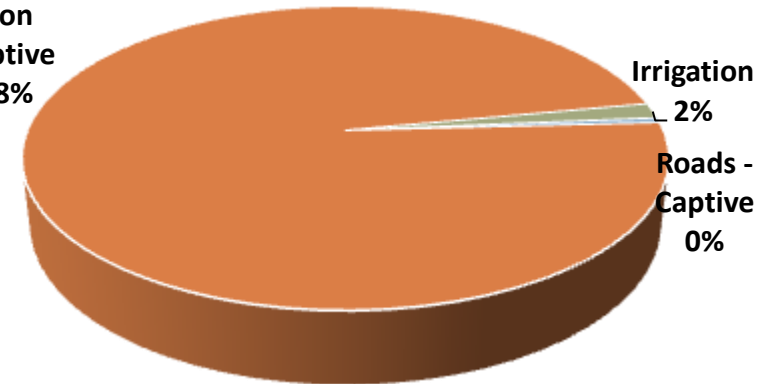


* - Government of People's Republic Of Bangladesh

Order-book Highlights

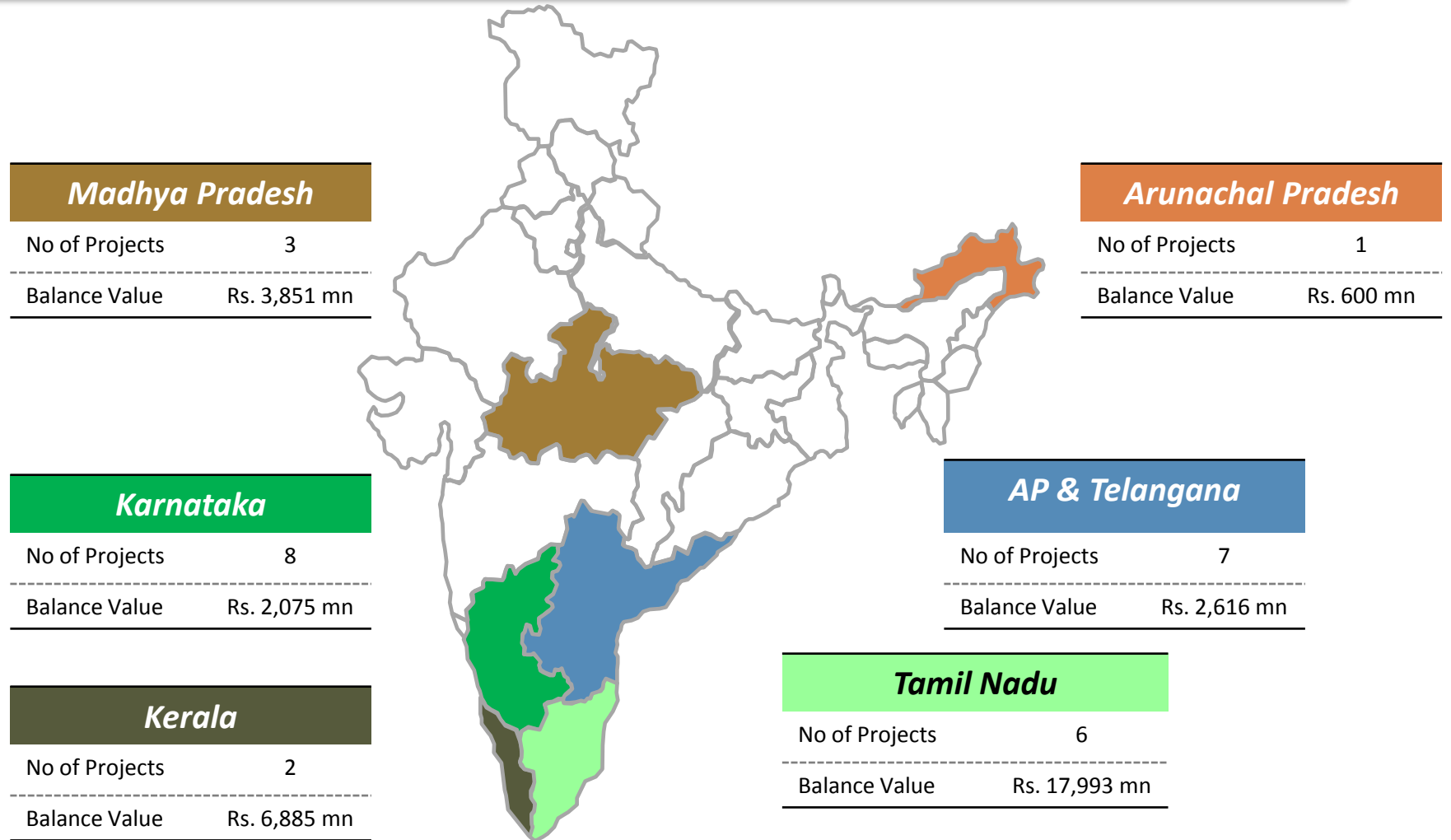
Key Projects	Rs. mln
Madurai –Ramanathapuram Project	9,412
Thiruvananthapuram Bypass from Kazhakkootam (Thiruvananthapuram) to Mukkola Junction	6,691
Upgrading Arcot Villupuram Road	3,200
Chittagong City outer Ring Road,Bangladesh	2,628
Widening and reconstruction of Mohanpur Behat Mau & Behat Mau, Maurar Chitore & Gatha Amayan , Mohana Pohri Roads, Paxkage - L under Madya Pradesh District	2,556
Top 5 Road Projects	24,487
Other Road Projects	11,564
Irrigation Projects	596
Total	36,647
Order Completion	39%

Roads - Non Captive 98%



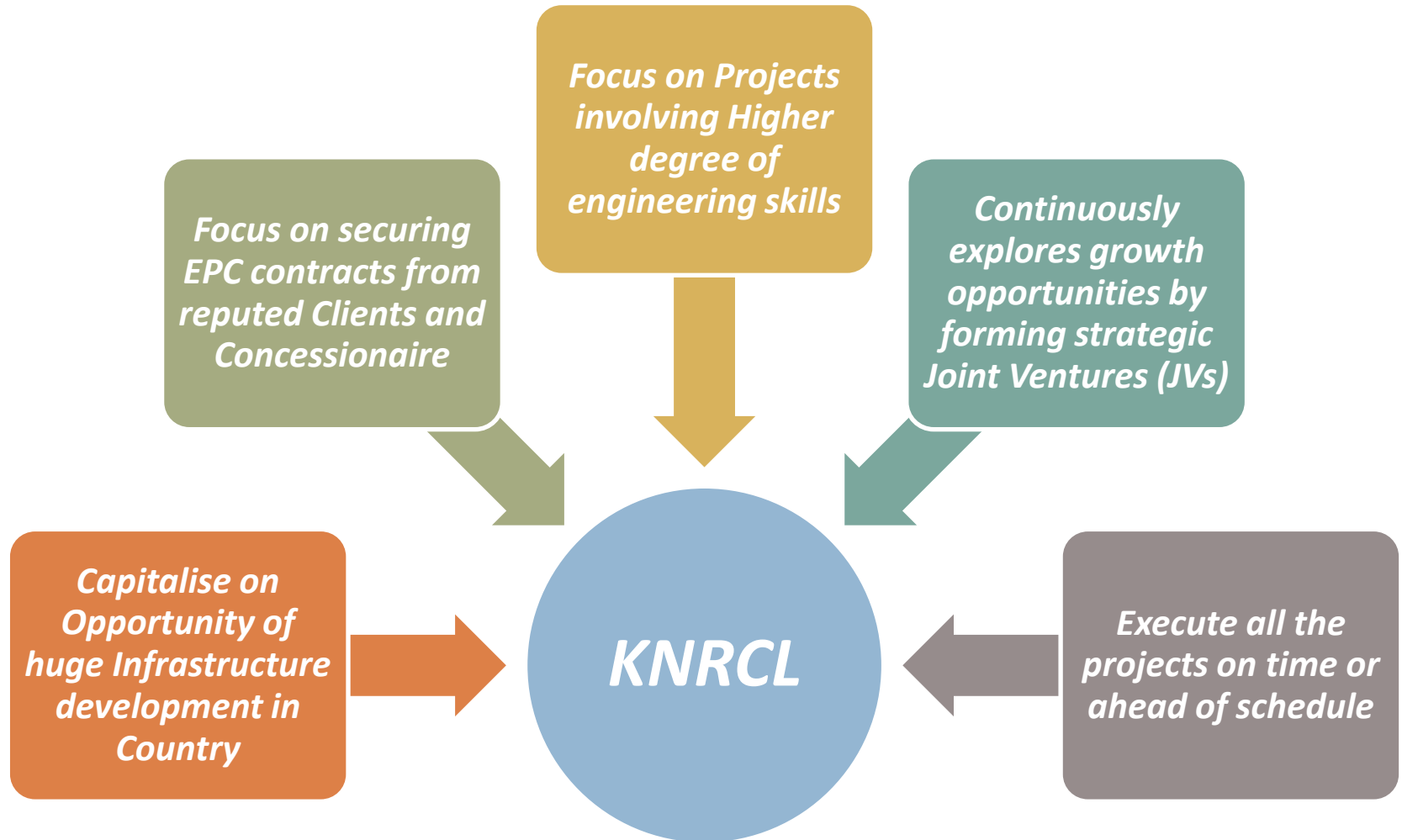
* - Government of People's Republic Of Bangladesh

Order-book: State-wise



Map not to scale
Does not depict political boundaries

Business Strategy



Financial Highlights

Standalone Financial Results

Rs. Million	Q2 FY16	Q2 FY15	YoY	H1 FY16	H1 FY15	YoY
Total Revenue	2,169.4	1,704.2	27%	3,881.5	4,069.0	-5%
Operating Expenses	1,441.0	1,128.2		2,623.3	2,855.5	
Employees Expenses	115.4	88.9		213.8	174.2	
Other Expenditure	221.5	183.5		407.3	425.2	
EBITDA	391.4	303.6	29%	637.1	614.2	4%
EBITDA margin	18.0%	17.8%		16.4%	15.1%	
Other Income	79.0	22.0		134.9	50.5	
Depreciation	107.8	132.3		213.3	285.9	
Interest	34.5	32.3		59.8	62.1	
PBT	328.1	160.9	104%	498.9	316.6	58%
Tax						
Current Tax	47.6	19.2		79.4	41.3	
Prior Period Tax	-255.4	11.9		-255.4	11.9	
Deferred Tax	-17.7	-9.6		-28.8	-74.0	
Profit After Tax	553.6	139.5	297%	703.7	337.4	109%
PAT margin	25.5%	8.2%		18.1%	8.3%	

Standalone Financial Results

Rs. Million	FY15	FY14	YoY
Total Revenue	8,761.3	8,347.9	5%
Operating Expenses	5,965.5	5,727.1	
Employees Expenses	380.8	349.5	
Other Expenditure	1,153.6	1,013.5	
EBITDA	1,261.4	1,258.0	0%
EBITDA margin	14.4%	15.1%	
Other Income	124.6	155.2	
Depreciation	540.6	572.3	
Interest	122.4	171.9	
PBT	723.0	668.8	8%
Tax *	(7.1)	59.0	
Current Tax	114.1	141.0	
Deferred Tax	(121.2)	(81.9)	
Profit After Tax	730.1	609.8	20%
PAT margin	8.3%	7.3%	

* Reduction in income tax liability is mainly on account of claiming of deduction of profits under Section 80 IA for the eligible projects executed .

Standalone Balance sheet

Rs. in Million	Sep-15	Mar-15	Rs. in Million	Sep-15	Mar-15
Shareholder's Fund	6,396	5,692	Non-Current Assets	5,502	5,254
Share capital	281	281	Fixed Assets	2,343	2,269
Reserves & Surplus	6,115	5,411	Non-current Investments	228	228
Minority Interest	0	0	Deferred Tax Assets (Net)	268	239
Non-Current Liabilities	1,013	690	Long Term Loans & Advances	1991	1,786
Long term borrowings	52	2	Other Non-Current Assets	672	732
Other Long Term Liabilities	940	671	Current Assets	4,639	4,781
Long Term Provisions	21	17	Current Investments	87	87
Current Liabilities	2,731	3,652	Inventories	292	359
Short Term Borrowings	529	880	Trade Receivables	783	1,765
Trade Payables	683	705	Cash & Cash Equivalentents	221	157
Other Current Liabilities	1,118	1,775	Short Term Loans & Advances	2,038	1,506
Short Term Provisions	401	292	Other Current Assets	1,218	906
Total Equity & Liabilities	10,140	10,035	Total Assets	10,140	10,035

Amongst very few companies in the infrastructure sector, the company's Long Term bank loan facilities are rated as A- and Short Term bank loan facilities are rated as A2+ by CRISIL , reflecting strong execution capabilities and robust financial risk profile

Consolidated Financial Results

Rs. Million	FY15	FY14	YoY
Total Revenue	9,311.9	8,950.3	4%
Operating Expenses	6,470.8	6,271.8	
Employees Expenses	382.3	352.1	
Other Expenditure	1,191.0	1,012.7	
EBITDA	1,267.8	1,313.7	-3%
EBITDA margin	13.6%	14.7%	
Other Income	128.9	171.8	
Depreciation	551.7	585.8	
Interest	130.2	178.9	
PBT	714.7	720.8	-1%
Tax *	(2.8)	65.4	
Current Tax	118.4	147.3	
Deferred Tax	(121.2)	(81.9)	
Profit After Tax	717.5	655.4	9%
PAT margin	7.7%	7.3%	

* Reduction in income tax liability is mainly on account of claiming of deduction of profits under Section 80 IA for the eligible projects executed .

Consolidated Balance sheet

Rs. in Million	Mar-15	Mar-14	Rs. in Million	Mar-15	Mar-14
Shareholder's Fund	7,885	6,110	Non-Current Assets	15,164	10,167
Share capital	281	281	Fixed Assets	13,432	8,575
Reserves & Surplus	7,604	5,829	Non-current Investments	236	256
Minority Interest	560	559	Deferred Tax Assets (Net)	247	126
Non-Current Liabilities	7,580	4,139	Long Term Loans & Advances	515	482
Long term borrowings	6,719	3,432	Other Non-Current Assets	735	727
Other Long Term Liabilities	843	695	Current Assets	4,952	4,378
Long Term Provisions	17	11	Current Investments	0	0
Current Liabilities	4,092	3,737	Inventories	557	530
Short Term Borrowings	880	501	Trade Receivables	1,101	755
Trade Payables	754	781	Cash & Cash Equivalents	435	573
Other Current Liabilities	2,058	1,892	Short Term Loans & Advances	1,727	1,757
Short Term Provisions	399	562	Other Current Assets	1,131	763
Total Equity & Liabilities	20,116	14,544	Total Assets	20,116	14,544

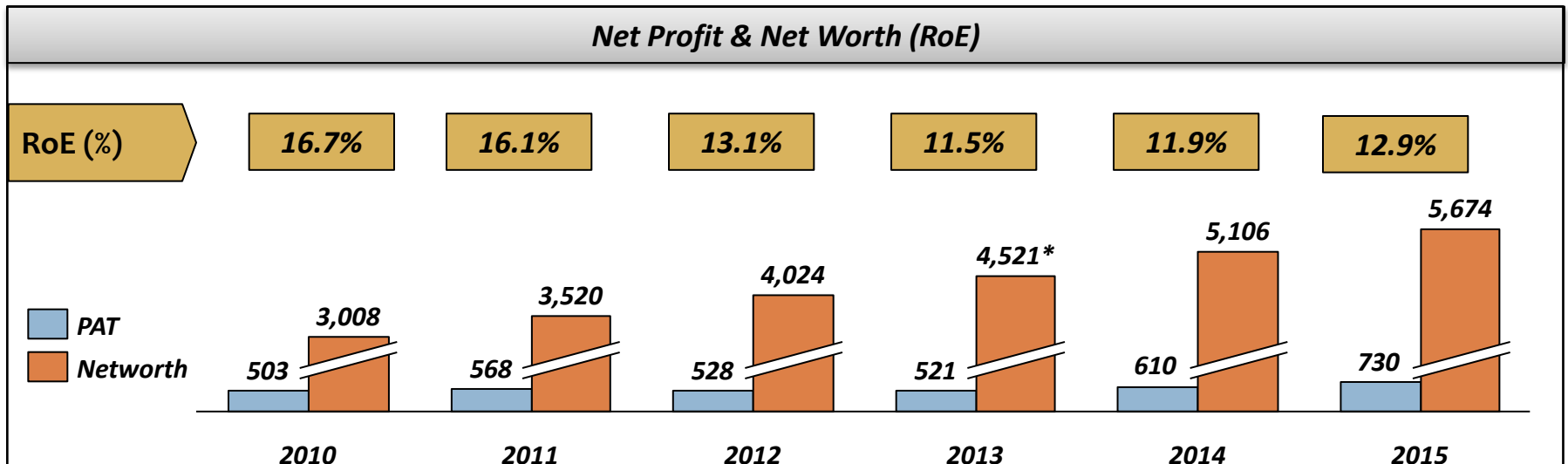
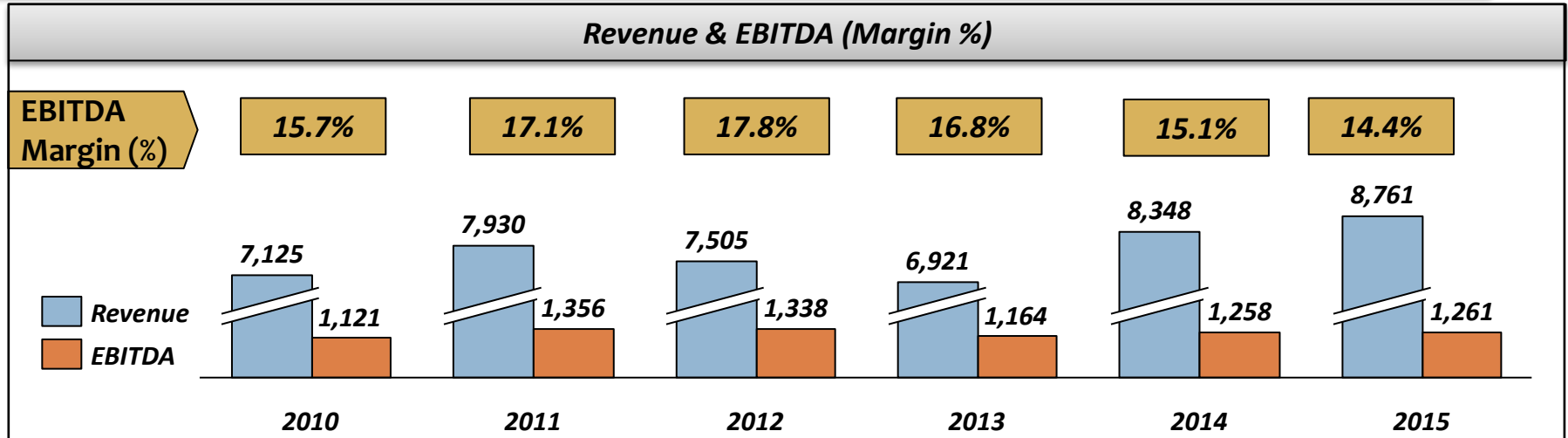
Standalone Financial Highlights

<i>Financial Year</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0
EBITDA	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261
	\$18.7	\$22.6	\$22.3	\$19.4	\$20.9	\$20.1
Profit before Tax (PBT)	Rs. 826	Rs. 897	Rs. 784	Rs. 670	Rs. 669	Rs. 723
	\$13.8	\$14.9	\$13.1	\$11.2	\$11.1	\$11.6
Profit after Tax (PAT)	Rs. 503	Rs. 568	Rs. 528	Rs. 521	Rs. 610	Rs. 730
	\$8.4	\$9.5	\$8.8	\$8.7	\$10.2	\$11.7
EPS	Rs. 17.88	Rs. 20.21	Rs. 18.76	Rs. 18.54	Rs. 21.68	Rs. 25.96
	\$0.30	\$0.34	\$0.31	\$0.31	\$0.36	\$0.42
Net Worth	Rs. 3,008	Rs. 3,520	Rs. 4,024	Rs. 4,521	Rs. 5,106	Rs. 5,674
	\$50.1	\$58.6	\$67.0	\$75.3	\$85.0	\$90.7
Debt	Rs. 740	Rs. 735	Rs. 555	Rs. 710	Rs. 867	Rs. 963
	\$12.3	\$12.2	\$9.2	\$11.8	\$14.4	\$16.0
Debt to Equity	0.25	0.21	0.14	0.16	0.17	0.17

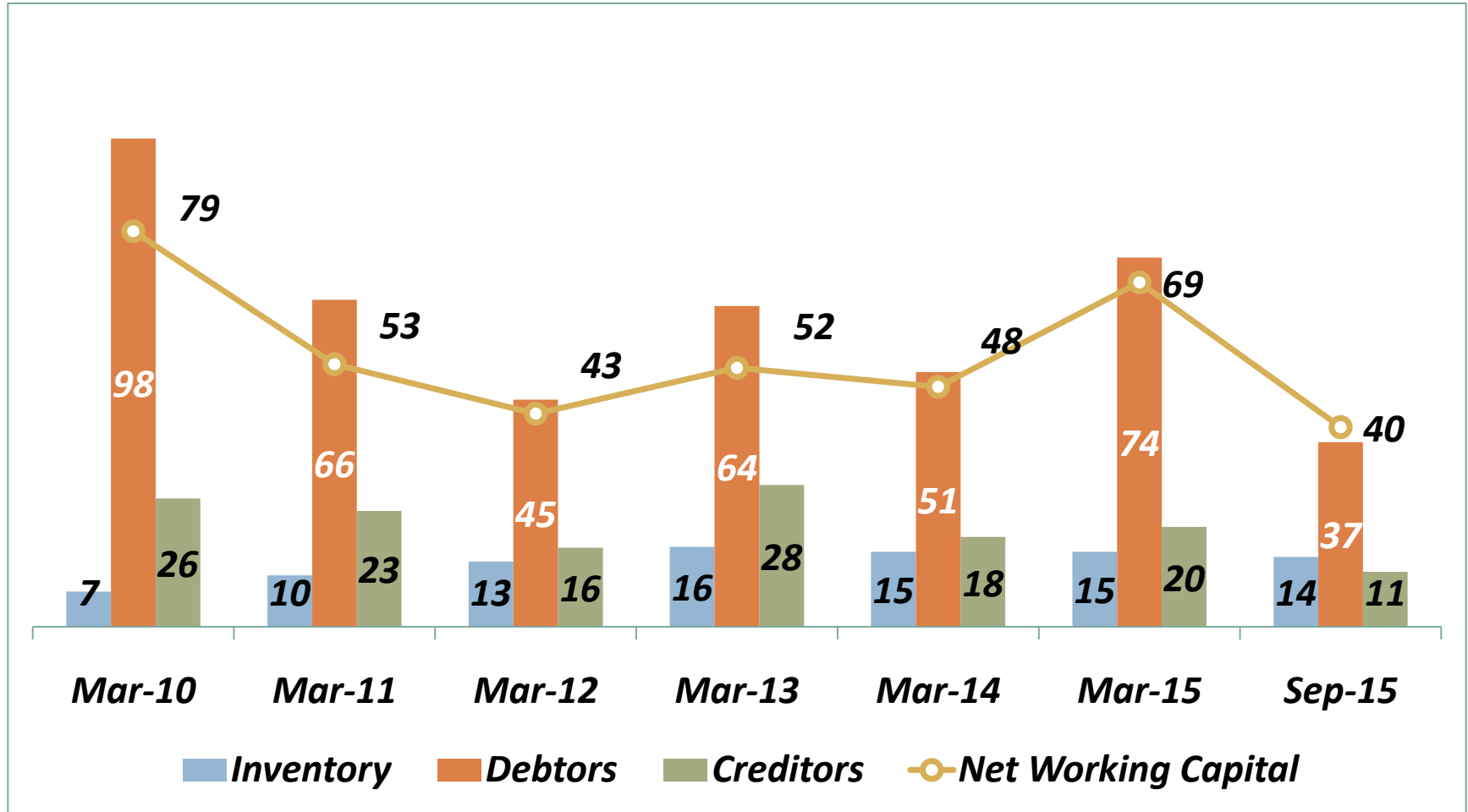
From FY10 to FY14 1 USD = Rs. 60.059
 FY15 – 1USD = Rs. 62.578

All figures in Rupees million except EPS & Debt to Equity

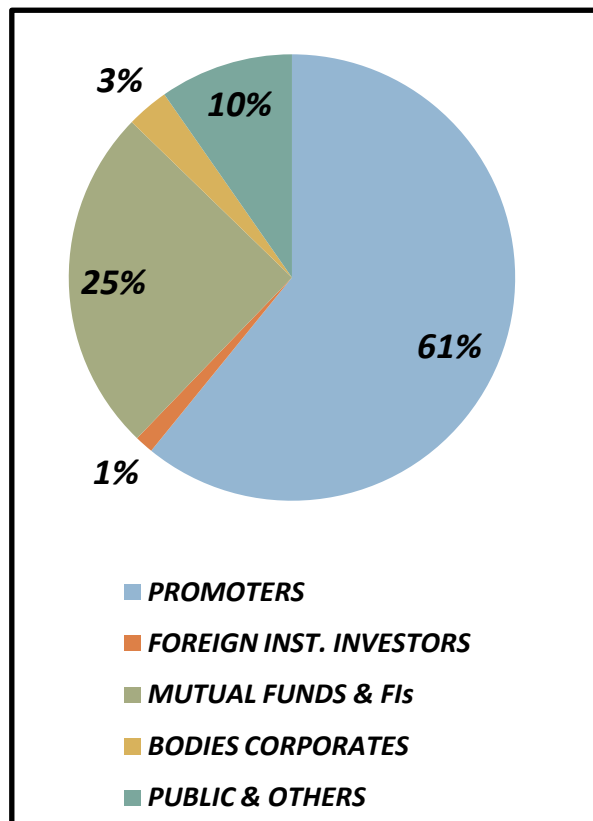
Standalone Financial Highlights



Standalone Net Working Capital Days



Shareholding Pattern as on 30th September 2015



<i>Shareholders Holding more than 1% of the Equity (Other than Promoters)</i>	<i>% to Equity</i>
<i>HDFC Mutual Fund</i>	8.35%
<i>Tata Mutual Fund</i>	5.34%
<i>ICICI Prudential Mutual Fund</i>	3.42%
<i>L&T Mutual Fund</i>	3.11%
<i>DSP Blackrock Mutual Fund</i>	2.01%
<i>Franklin Mutual Fund</i>	1.87%
<i>Kotak Mahindra (UK) Ltd</i>	1.16%
Total	25.26%

Other Businesses

**Irrigation & Water
Management Projects**

And

**Urban Water
Infrastructure
Management**

- ❖ **Strong growth opportunity in development of Agricultural Infrastructure**
- ❖ **Execution of Irrigation & Water Supply Projects with Joint Venture Partners**
- ❖ **Executed 3 Projects in Telangana & 1 Project in Bihar**
- ❖ **Executed an Urban Water Infrastructure project in the State of Karnataka**

Project Gallery

Completed Projects

BOT (Annuity) Road Project on NH-7 in the State of Telangana



BOT (Annuity) Road Project on NH-7 in the State of Telangana



Completed Projects

BOT (Annuity) Road Project on NH-7 in the State of Karnataka



Four Lane Highway on NH-50, Bijapur to Hungund Project in the State of Karnataka



Completed Projects

Road Project in the state of Karnataka -
Bijapur - Hungund



Road Project in the state of Karnataka -
Bijapur - Hungund



Completed Projects

Walayar –Vadakkancherry BOT (Toll Road)
Project, Kerala



Walayar –Vadakkancherry BOT (Toll Road)
Project, Kerala



Under-Construction Projects

Muzaffarpur -Barauni Road project on BOT
(Toll), Bihar



Muzaffarpur -Barauni Road project on BOT
(Toll), Bihar



Under-Construction Projects

Bridge across River Godavari in Telangana State



Under-Construction Projects

Bridge across River Godavari in Telangana State



Bridge across River Godavari in Telangana State



Under-Construction Projects

Flyover at Coimbatore in the State of Tamil Nadu



Irrigation Project in Telangana State



For further information, please contact:

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