

KNR Constructions Limited

Date: 30th May 2016

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Ref: KNRCL/SD/2016/66 & 67

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Sir,

Sub:- Investors presentation - May 2016

Ref: - Listing Regulations BSE Code: 532942, NSE Symbol: KNRCON

With reference to the above, please find attached the latest investors' presentation.

This is for your information and records

Yours truly, for KNR Constructions Lipsted Tic M. V. Verkeita las

M. V. VENKATA RAO Company Secretary





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A Well Established Name in Roads & Highway Constructions

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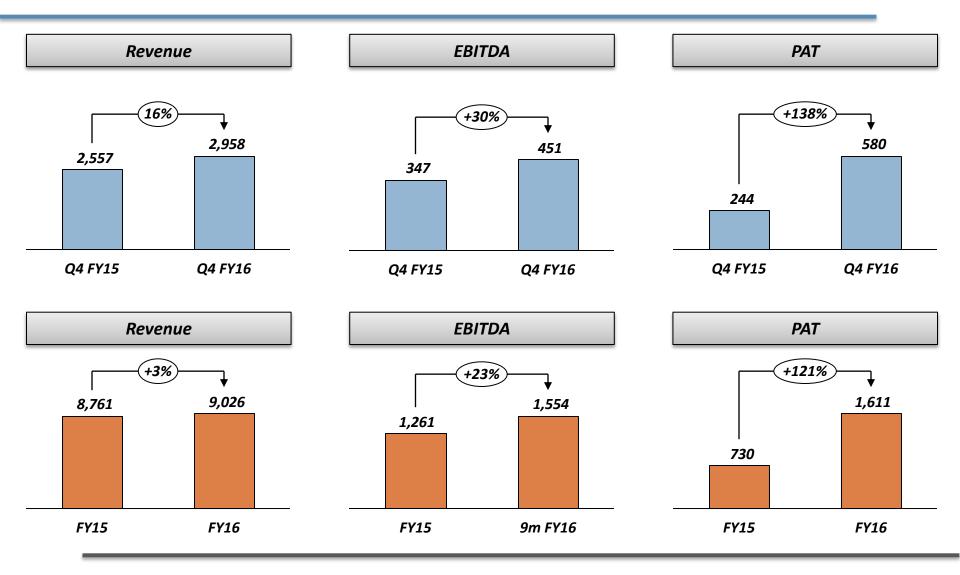
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Key Highlights & Result Update

Standalone Financial Highlights





Rs. in Million

Key Highlights



- Growth in Profit after Tax
 - Due to tax refund of previous years on account of 80IA benefit and interest on tax refund classified as other Income
 - ✓ Our share of profit in one of the JV entity towards claim which included in other operating income
- Robust Orderbook
 - ✓ Received Rs. 28,743 million as at March 31, 2016
- Full CoD for Walayar Vadakkancherry Project
 - ✓ Final Completion Certificate for 100% of Project length received on 31st October 2015
 - ✓ Current average per day toll collection at Rs. 11 lacs per day
 - ✓ Received an Award from NHAI for Best Completed Project before time

Standalone Financial Results



Rs. Million	Q4 FY16	Q4 FY15	ΥοΥ
Total Revenue	2,958.4	2,556.7	16%
Operating Expenses	2,029.5	1,591.5	
Employees Expenses	115.7	110.3	
Other Expenditure	361.9	507.8	
EBITDA	451.3	347.1	30%
EBITDA margin	15.3%	13.6%	
Other Income	153.7	54.0	
Depreciation	109.8	125.8	
Interest	40.4	31.8	
PBT	454.8	243.5	87%
Тах			
Current Tax	61.8	37.3	
Prior Period Tax	(181.8)	0.0	
Deferred Tax	(4.7)	(37.6)	
Profit After Tax	579.5	243.9	138%
PAT margin	19.6%	9.5%	

Standalone Financial Results



Rs. Million	FY16	FY15	ΥοΥ
Total Revenue	9,025.5	8,761.3	3%
Operating Expenses	6,062.9	5,965.5	
Employees Expenses	435.2	380.8	
Other Expenditure	973.3	1,153.6	
EBITDA	1,554.1	1,261.4	23%
EBITDA margin	17.2%	14.4%	
Other Income	304.9	124.6	
Depreciation	431.4	540.6	
Interest	126.3	122.4	
РВТ	1,301.3	723.0	80%
Тах			
Current Tax	164.0	102.9	
Prior Period Tax	-437.2	11.2	
Deferred Tax	-36.8	-121.2	
Profit After Tax	1,611.2	730.1	121%
PAT margin	17.9%	8.3%	

Standalone Balance sheet



Rs. in Million	in Million Mar-16 Mar-15		Rs. in Million	Mar-16	Mar-15
Shareholder's Fund 7,270		5,692	Non-Current Assets	7,689	5,254
Share capital	281	281	Fixed Assets	2,468	2,269
Reserves & Surplus	6,988	5,411	Non-current Investments	355	228
Minority Interest	0	0	Deferred Tax Assets (Net)	276	239
Non-Current Liabilities	1,880	690	Long Term Loans & Advances	3,902	1,786
Long term borrowings	70	1	Other Non-Current Assets	689	732
Other Long Term Liabilities	1,787	672	Current Assets	5,091	4,781
Long Term Provisions	23	17	Current Investments	79	87
Current Liabilities	3,631	3,653	Inventories	353	359
Short Term Borrowings	1,055	881	Trade Receivables	1,294	1,765
Trade Payables	1,121	705	Cash & Cash Equivalents	161	157
Other Current Liabilities	946	1,775	Short Term Loans & Advances	2,276	1,506
Short Term Provisions	509	292	Other Current Assets	928	907
Total Equity & Liabilities	12,781	10,035	Total Assets	12,781	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



Business Overview

Business Overview

- One of the leading companies providing Engineering, Procurement and Construction (EPC) services
 - \checkmark 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

- \checkmark 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. 34,635 mn as on 31st March, 2016 comprising of Rs. 34,068 mn in Roads sector and Rs. 567 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



	20		2015		5	2/4 Ianing of Madurai – Ramanathapuram Section of NH-49 in the State of Tamil Nadu under NHDP Phase-III on EPC mode worth Rs. 9,371 mm							
				2013 2012		2013		3					
			-				3rd I	BOT Toll project worth Rs.9,005 mn in Kerala					
						Early completion of Biggest Road Project – Bijapur Hungund Section of R 8,250 mn - 11 months ahead of schedule							
	2010												
			eceived single biggest work order value of Rs. 8,250 mn from Sadbhav ngineering Ltd for construction of Bijapur Hungund Road project										
	200	7		IPO 8	Listed	l on BS	E and	NSE					
_	2006			orth R	Rs.5,92	20mn in Telangana							
1995	1st BOT Project in Karnataka		worth	Rs. 4,420 mn; Entry into Urban water Infrastructure with contract									
	Inc	orpore	ated &	Comn	nencea	I EPC E	Busine	SS					

Management...







- ✤ 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. S Vaikuntanathan (VP - Finance)

- A Fellow Member of the Institute of Chartered Accountants of India with 39 years of experience in the areas of finance, accountancy and taxation
- Has the overall responsibility for the finalization of corporate accounts, taxation, finance and related jobs

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. 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

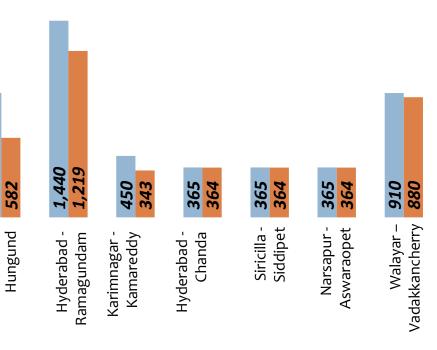
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Bijapur -

- 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

Scheduled Completion (Days)

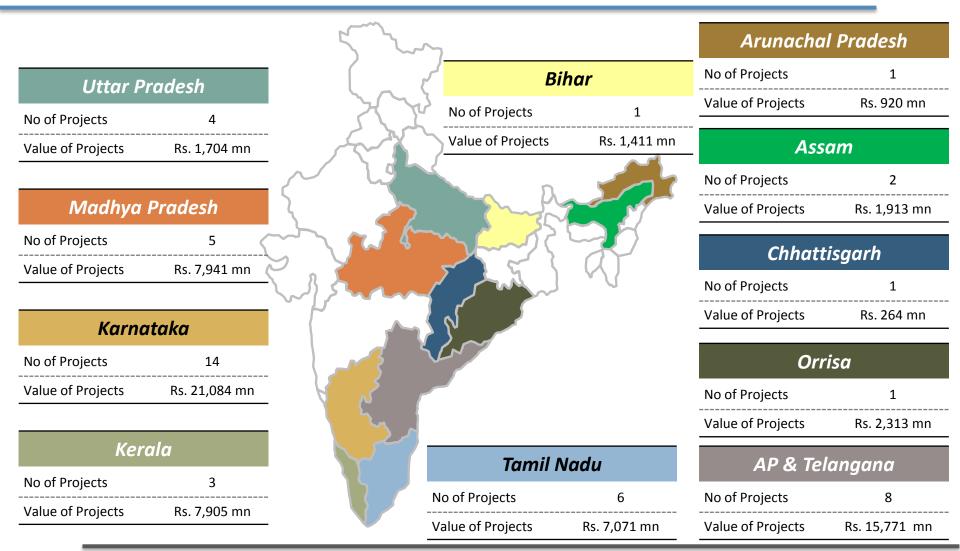
Actual Completion (Days)





Pan India Project Execution* Capability





Map not to scale Does not depict political boundaries

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

		-
SI. No.	Name Of The Machinery	Qty
1	Tippers	614
2	Excavators	145
3	Compactors	70
4	Concrete Mixers And Pumps	99
5	Loaders	41
6	Pavers	34
7	Crushers	14
8	Graders	31
9	Tractors	28
10	Cranes	34
11	Tankers	34
12	Trailers	22
13	Rollers	19
14	Batching & Mixing	27
15	Breakers	17
16	Hot Mix Plant	8
17	Drillers	16
18	Dozers	9
19	Wet Mix Plant	8
20	Drum Mix Plant	7
21	Loaders Cum Excavators	7
22	Generators & Others	169
	Gross Block of Plant & Machinery *	Rs.4,706 mn



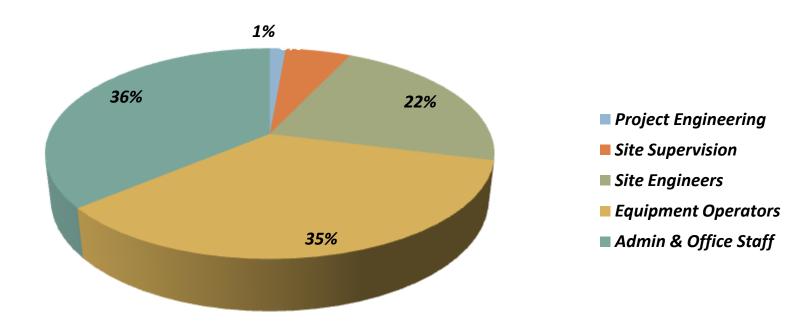


* as at 31.03.2016

3. In-house Execution Team



In-house team of 800 Qualified and experienced employees led by proven management team



4. Reputed Clientele



भा रा रा मा NHAL	National Highways Authority of India (NHAI)	Aiming For Better Ways. Safety With Sustainability.	Andhra Pradesh Road Development Corporation (APRDC)
सरवमेव जयते	Ministry of Road Transport & Highways (MoRTH)	HYDERABAD GROWTH CORRIDOR LIMITED	Hyderabad Growth Corridor Limited (HGCL)
	Karnataka State Highway Improvement Project (KSHIP)		Karnataka Road Development Corporation (KRDCL)
	Madhya Pradesh Road Development Corporation Limited (MPRDCL)	MAHANAGARA PALIKE	Bruhat Bangalore Mahanagara Palike (BBMP)
State Storen and	Uttar Pradesh State Highways Authority (UPSHA)		NMDC Limited

4. Reputed Clientele (cont.)



Gent al AP.	A.P. Irrigation (Government of Andhra Pradesh)	G	GMR Projects Private Limited
EIL	Engineers India Limited (Government of India Undertaking)	Sadbhav	Sadbhav Engineering Limited
	Public Works Department (Government of Arunachal Pradesh)		Oriental Structural Engineers Pvt. Ltd.



BOT Portfolio

BOT Portfolio – Completed Projects



	Particulars	Patel KNR Infrastructures limited (PKIL)	Patel KNR Heavy Infrastructures Limited (PKHIL)
S	Stake	40 %	40 %
Details	Project Type	Road-Annuity	Road-Annuity
	State	Karnataka	Telangana
Project	JV Partner	PEL	PEIL
roj	Client	NHAI	NHAI
4	Length(KM)	60.00	53.00
SL	Concession Start Date	26 th March 2007	2 nd March 2008
Terms	Concession Period	20 Years	20 Years
1 1	COD	21 st December 2009	11 th June 2010
10	Project Cost	Rs. 4,420.0 mn	Rs. 5,920.0 mn
ials	Equity (31.03.2016)	Rs.370 .00 mn	Rs.496.70 mn
anc	Debt (31.03.2016)	Rs.3,154.30 mn	Rs.4,651.87 mn
Financials	Securitized	Yes*	Yes**
	Semi-Annutiy - 36 Instalments	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



	Particulars	KNR Walayar Tollways Private Limited					
	Stake	100%					
ail	Project Type	Road-Toll					
Det	State	Kerala					
Project Detail	JV Partner	-					
oje	Client	NHAI					
Pr	No of Lanes	Two to Four					
	Length(KM)	54.00					
	Concession Start Date	18 th May 2013					
	Concession Period	20 Years					
su	Scheduled COD	15 th Nov.2015					
Terms	Actual Scheduled COD	31 st Oct 2015					
	Revenue Sharing	Grant					
	Project Cost	Rs. 9,005.1 mn					
als	Equity (31.03.2016)	Rs.2,674.10 mn*					
nci	Debt (31.03.2016)	Rs.3,500.00 mn					
Financials	Status	Provisional Completion Certificate for 100% of Project length has been issued for the project on 31 st October 2015					
	Toll Revenue Expected	Rs. 287.2 mn in 1st year and Rs. 511.0 mn in 2nd Year					

* incl. additional quasi equity of Rs. 1,315.0 mn towards repayment

BOT Portfolio – Under Construction



	Particulars	KNR Muzaffarpur Barauni Tollway Private Limited
	Stake	51%
ail	Project Type	Road-Toll
Det	State	Bihar
ct I	JV Partner	JKM Infra Project Ltd
Project Detail	Client	NHAI
Pr	No of Lanes	Тwo
	Length(KM)	108
	Concession Start Date	8th July 2012
Terms	Concession Period	21 Years
Ter	Revised Scheduled COD	30th June 2016
	Revenue Sharing	Premium
	Project Cost /Revised Project Cost	Rs. 3,596.8 mn / Rs. 4,588.6 mn
slr	Equity (31.03.2016)	Rs. 1,408.60 mn
ncic	Debt (31.03.2016)	Rs.2,698.50 mn
Financials	Status (31.03.2016)	~92.24% of Work Completed
Fi	Toll Revenue Expected	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 31st March 2016
 - ✓ Physical Progress: 92.24% against 100% planned
 - ✓ Financial progress: 92.18% 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

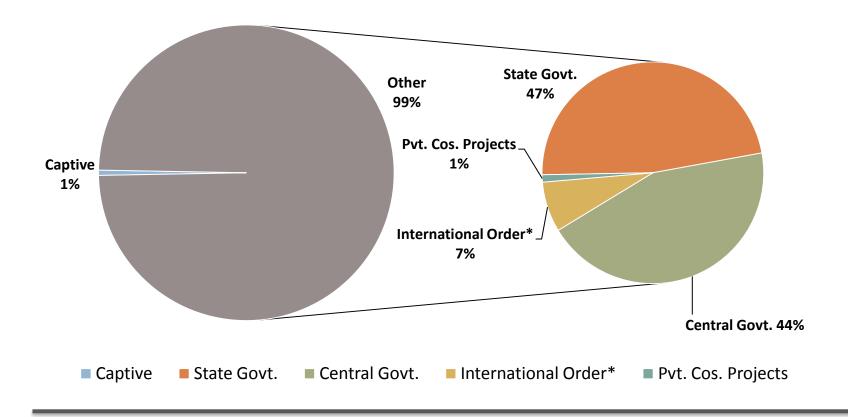


Order Book & Business Strategy

Order-book Break-up



Order book of Rs. 34,635 million as on 31st March 2016



Order-book Highlights



Irrigation

Roads -Captive 0%

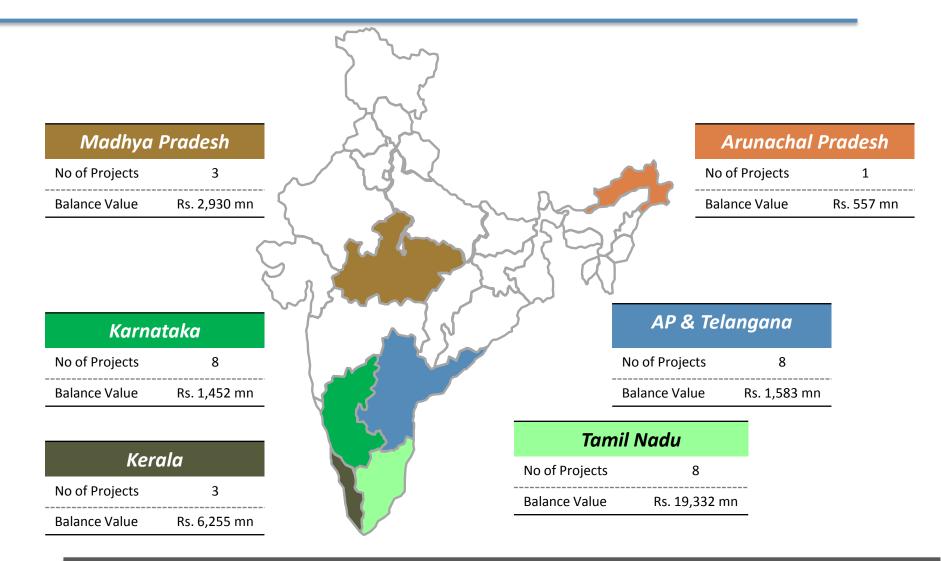
Central 8% International Order * 7%

Key Projects	Rs. mln
Madurai -Ramanathpuram Section of NH-49	8,294
Thiruvananthapuram Bypass	6,055
Jpgrading Arcot Villupuram Road	3,180
Гwo Tier Flyover in Salem, Tamil Nadu	2,952
Chittagong City outer Ring Road,Bangladesh	2,525
Top 5 Road Projects	23,006
Other Road Projects	11,062
Irrigation Projects	566
Total	34,635
Order Completion	55%

* - Government of People's Repubilc Of Bangladesh

Order-book: State-wise





Map not to scale Does not depict political boundaries

Recent Order Wins



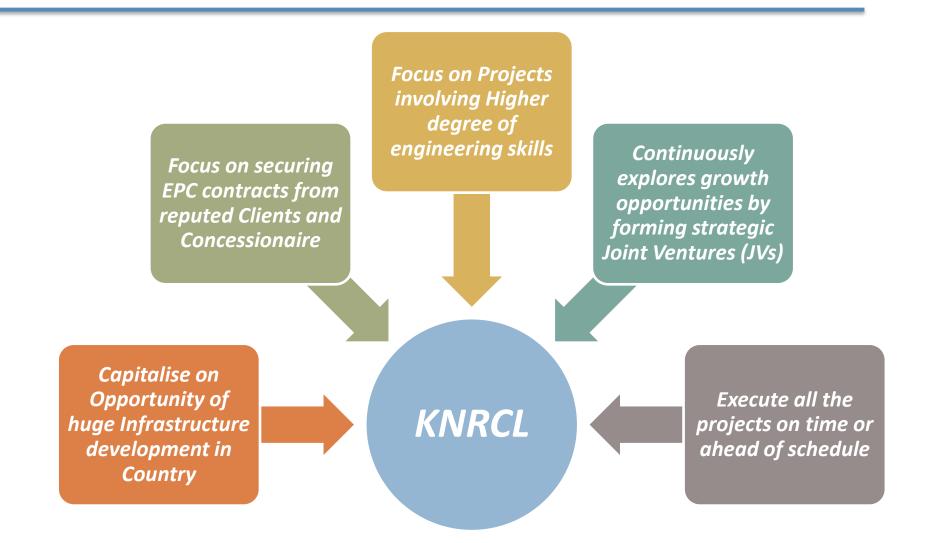
Order-book of Rs. 45,542 million as on 30th May, 2016*

Key Projects	Rs. mln		34,635		10,907	 45,542
Formation of Veeranjaneya Reservoir at Yedula(V), Gopalpet (M) and Earth work excavation of approach channel, Open Canal Including Constructions of CM & CD Work from Anjanagiri Reservoir at Narlapur in Mahabubnagar District (KNR Share)	6,758.41					
Rehabilitation and upgradation of NH-209 from Km.123.550 to Km.150.400 of Dindigul-Bangalore Road (Pollachi to Coimbatore Section)	4149.00					
			er Book as rch 31, 20	016	Orders Received after March 31, 2016	alance Valu as on 30th May 2016*

* - Excluding project execution from 1st April 2016 upto 30th May 2016

Business Strategy







Financial Highlights

Consolidated Financial Results



Rs. Million	FY16	FY15	ΥοΥ
Total Revenue	9,951.2	9,311.9	7%
Operating Expenses	6,634.5	6,470.8	
Employees Expenses	466.9	382.3	
Other Expenditure	1,108.0	1,191.0	
EBITDA	1,741.9	1,267.8	37%
EBITDA margin	17.5%	13.6%	
Other Income	424.1	128.9	
Depreciation	480.7	551.7	
Interest	563.2	130.2	
PBT	1,122.1	714.7	57%
Тах			
Current Tax	238.4	107.2	
Prior Period Tax	-411.2	11.2	
Deferred Tax	-36.8	-121.2	
Profit After Tax	1,331.6	717.5	86%
PAT margin	13.4%	7.7%	

Consolidated Balance sheet



Rs. in Million	Mar-16	Mar-15	Rs. in Million	Mar-16	Mar-15
Shareholder's Fund	6,970	7,885	Non-Current Assets	14,563	15,165
Share capital	281	281	Fixed Assets	12,631	13,432
Reserves & Surplus	6,688	7,604	Non-current Investments	168	236
Minority Interest	807	906	Deferred Tax Assets (Net)	283	247
Non-Current Liabilities	8,335	7,234	Long Term Loans & Advances	758	515
Long term borrowings	6,314	6,373	Other Non-Current Assets	723	735
Other Long Term Liabilities	1,997	843	Current Assets	5,951	4,951
Long Term Provisions	23	17	Current Investments	0	0
Current Liabilities	4,402	4,091	Inventories	618	557
Short Term Borrowings	1,055	880	Trade Receivables	1,347	1,101
Trade Payables	1,189	754	Cash & Cash Equivalents	450	435
Other Current Liabilities	1,473	2,058	Short Term Loans & Advances	2,617	1,727
Short Term Provisions	685	399	Other Current Assets	919	1,131
Total Equity & Liabilities	20,514	20,116	Total Assets	20,514	20,116

Standalone Financial Highlights

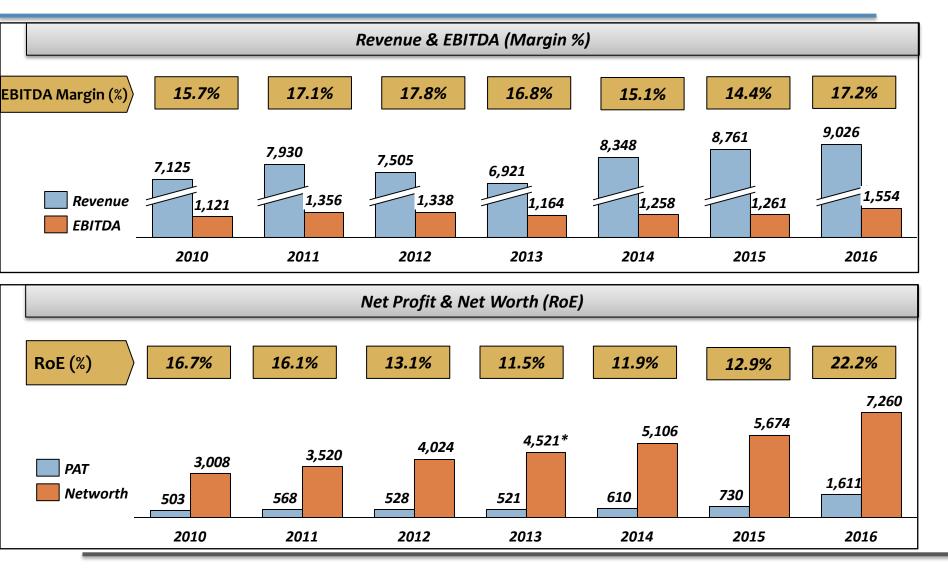


Financial Year	2010	2011	2012	2013	2014	2015	2016
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761	Rs. 9,025
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0	\$136.1
	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261	Rs. 1,554
EBITDA	\$18.7	\$22.6	\$22.3	\$19.4	\$20.9	\$20.1	\$23.4
Profit before Tax (PBT)	Rs. 826	Rs. 897	Rs. 784	Rs. 670	Rs. 669	Rs. 723	Rs. 1,301
	\$13.8	\$14.9	\$13.1	\$11.2	\$11.1	\$11.6	\$19.6
Profit after Tax (PAT)	Rs. 503	Rs. 568	Rs. 528	Rs. 521	Rs. 610	Rs. 730	Rs. 1,611
	\$8.4	\$9.5	\$8.8	\$8.7	\$10.2	\$11.7	\$24.3
500	Rs. 17.88	Rs. 20.21	Rs. 18.76	Rs. 18.54	Rs. 21.68	Rs. 25.96	Rs. 57.29
EPS	\$0.30	\$0.34	\$0.31	\$0.31	\$0.36	\$0.42	\$0.86
Net Worth	Rs. 3,008	Rs. 3,520	Rs. 4,024	Rs. 4,521	Rs. 5,106	Rs. 5,674	Rs. 7,260
	\$50.1	\$58.6	\$67.0	\$75.3	\$85.0	\$90.7	\$109.5
Debt	Rs. 740	Rs. 735	Rs. 555	Rs. 710	Rs. 867	Rs. 963	Rs. 1,168
	\$12.3	\$12.2	\$9.2	\$11.8	\$14.4	\$16.0	\$17.6
Debt to Equity	0.25	0.21	0.14	0.16	0.17	0.17	0.15

From FY10 to FY14 1 USD = Rs. 60.059 FY15 – 1USD = Rs. 62.58; FY16-1 USD = Rs. 66.32

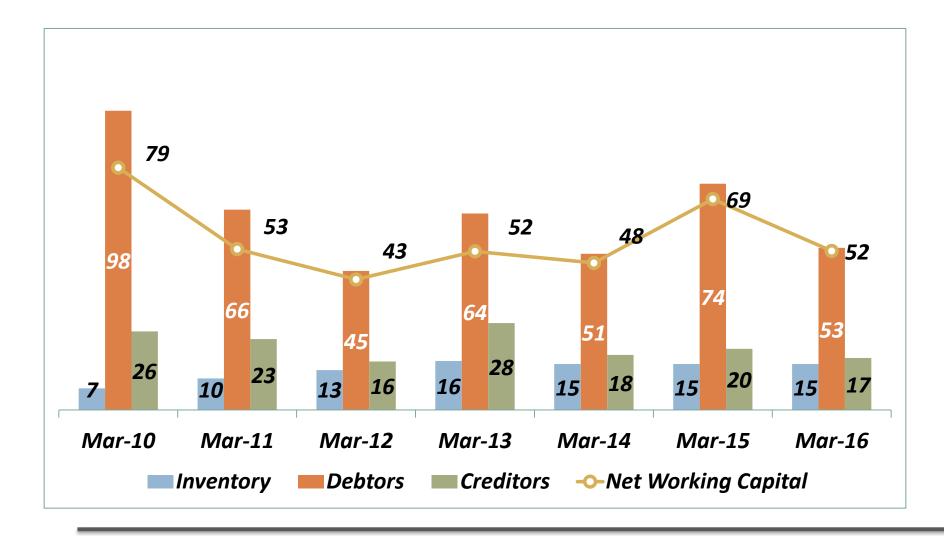
Standalone Financial Highlights





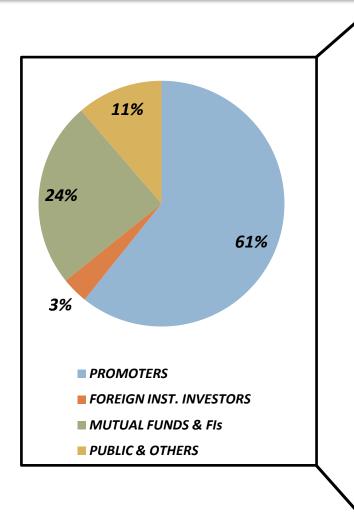
* - Includes Early Completion Bonus of Rs. 190 million





Shareholding Pattern as on 31st March 2016





Shareholders Holding more than 1% of the Equity (Other than Promoters)	% to Equity	
HDFC Mutual Fund	8.35%	
Tata Mutual Fund	3.76%	
ICICI Prudential Mutual Fund	3.04%	
L&T Mutual Fund	1.08%	
Franklin Mutual Fund	1.87%	
Total	18.1%	

Other Businesses







Project Gallery



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

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

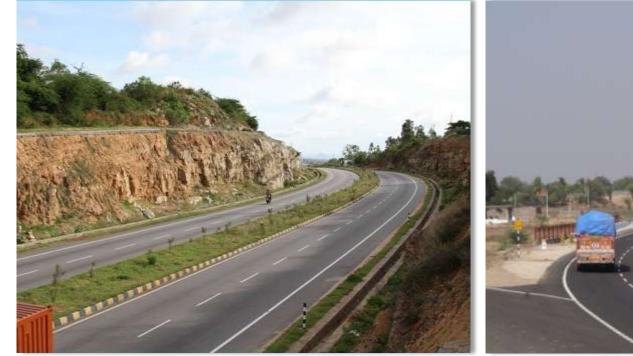






BOT (Annuity) Road Project on NH-7 in the State of Karnataka

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







Road Project in the state of Karnataka -Bijapur - Hungund Road Project in the state of Karnataka -Bijapur - Hungund







Walayar –Vadakkancherry BOT (Toll Road) Project, Kerala Walayar –Vadakkancherry BOT (Toll Road) Project, Kerala





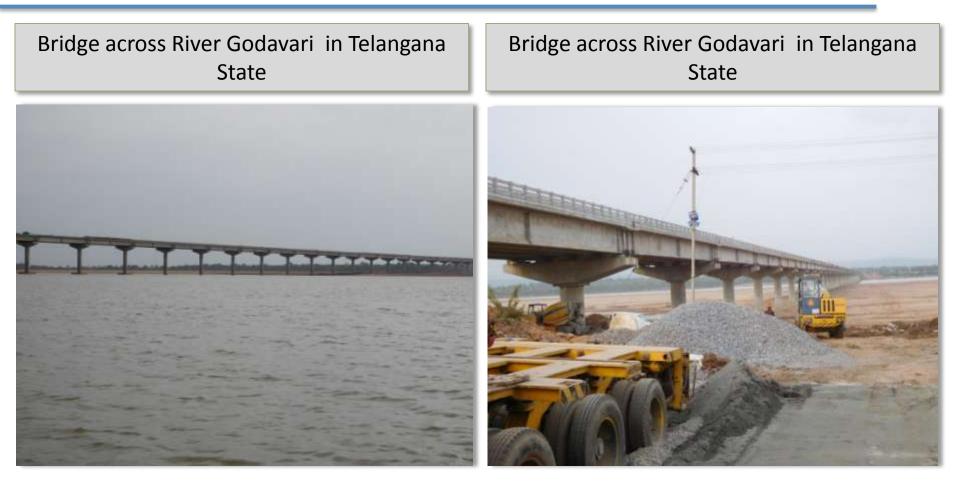




Bridge across River Godavari in Telangana State







Under-Construction Projects



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

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





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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