

# *Investor Presentation*

*August 2016*



**KNR CONSTRUCTIONS LIMITED**

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***A Well Established Name in Roads & Highway Constructions***

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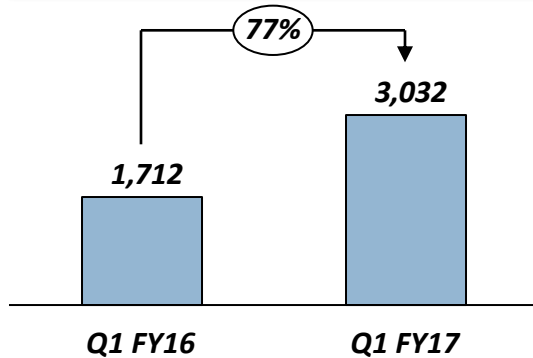
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# ***Key Highlights & Result Update***

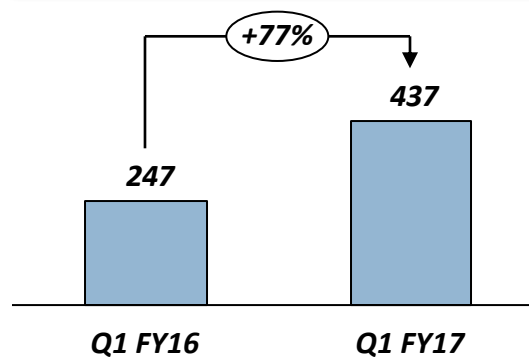
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# Standalone Financial Highlights

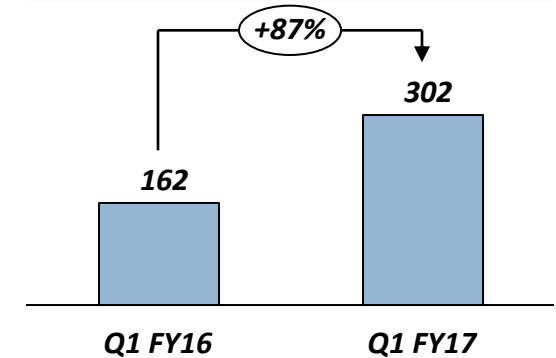
**Revenue (Rs. Million)**



**EBITDA (Rs. Million)**



**PAT (Rs. Million)**



## ❖ Growth in Revenue and Profit

- ✓ Growth in turnover during the current quarter of financial year due to execution of the orders received in last years is now contributing to the top line

## ❖ Muzaffarpur-Barauni Project update

- ✓ Provisional Completion Certificate for 75% of Project length has been issued on 3rd June 2016
- ✓ Current average per day toll collection at Rs. 5.5 lacs per day

# Standalone Financial Results

Rs. Million	Q1 FY17	Q1 FY16	YoY
<b>Total Revenue</b>	<b>3,031.7</b>	<b>1,712.1</b>	<b>77%</b>
Operating Expenses	2,398.5	1,182.3	
Employees Expenses	128.7	97.4	
Other Expenditure	67.6	185.7	
<b>EBITDA</b>	<b>436.9</b>	<b>246.7</b>	<b>77%</b>
<b>EBITDA margin</b>	<b>14.4%</b>	<b>14.4%</b>	
Other Income	58.5	71.3	
Depreciation	131.7	103.2	
Interest	42.8	27.2	
<b>PBT</b>	<b>321.0</b>	<b>187.6</b>	<b>71%</b>
<b>Tax</b>			
Current Tax	15.6	31.7	
Prior Period Tax	0.0	0.0	
Deferred Tax	3.2	-6.0	
<b>Profit After Tax</b>	<b>302.1</b>	<b>161.9</b>	<b>87%</b>
<b>PAT margin</b>	<b>9.9%</b>	<b>9.5%</b>	

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# ***Business Overview***

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# 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 more than ~6,000 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 partial Operational

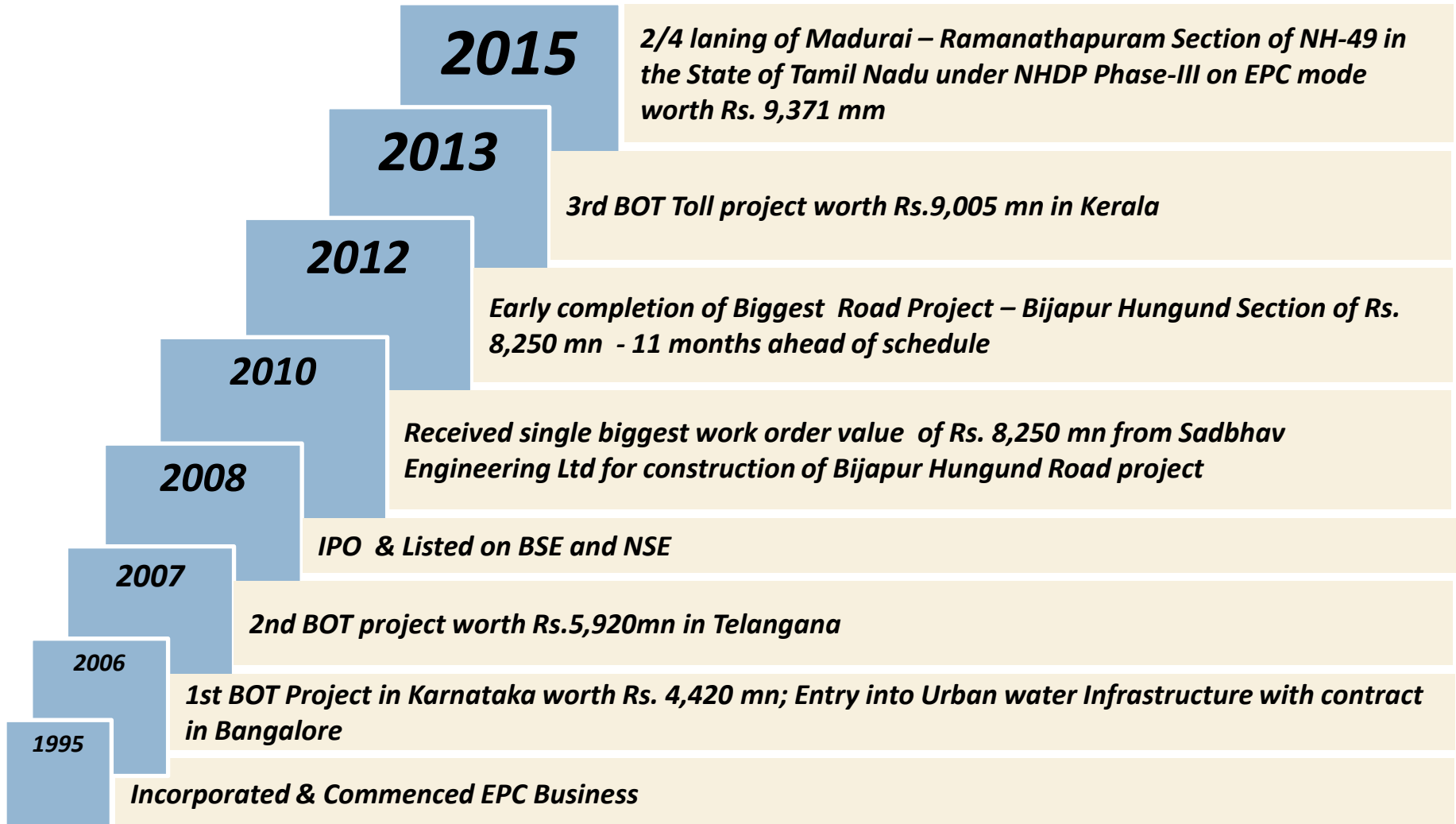
## ❖ Strong EPC Order-book

- ✓ Rs. 42,576 mn as on 30<sup>th</sup> June, 2016 comprising of Rs. 35,280 mn in Roads sector and Rs. 7,296 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 48 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 20 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. 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. 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

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## ***Key Business Strengths***

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# 1. Project execution

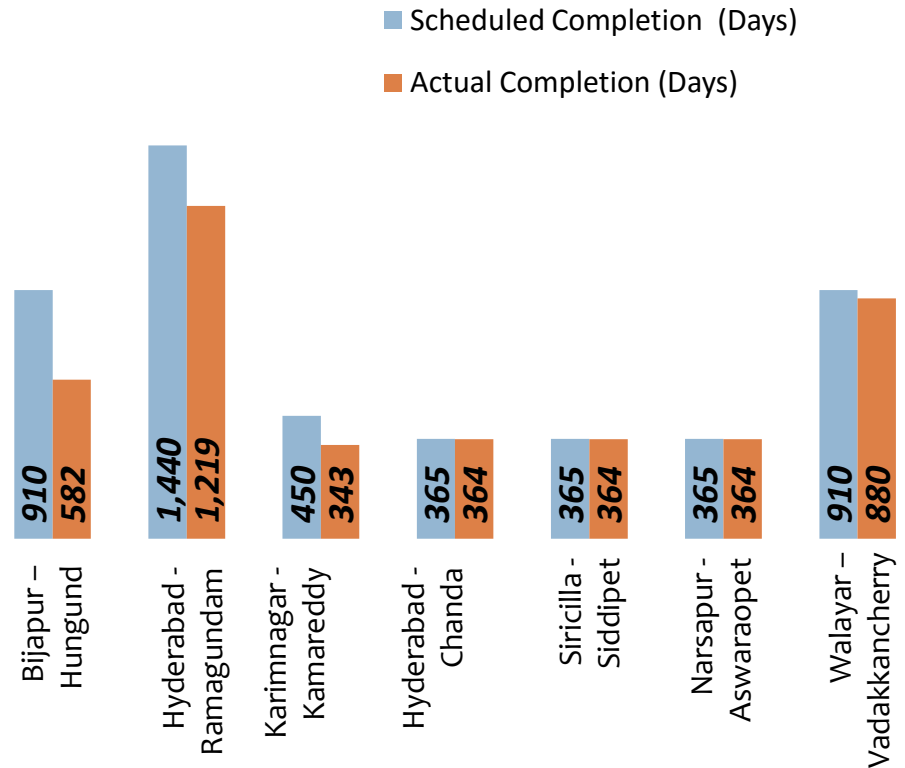
## Significant experience and Strong track record in timely execution of Projects

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

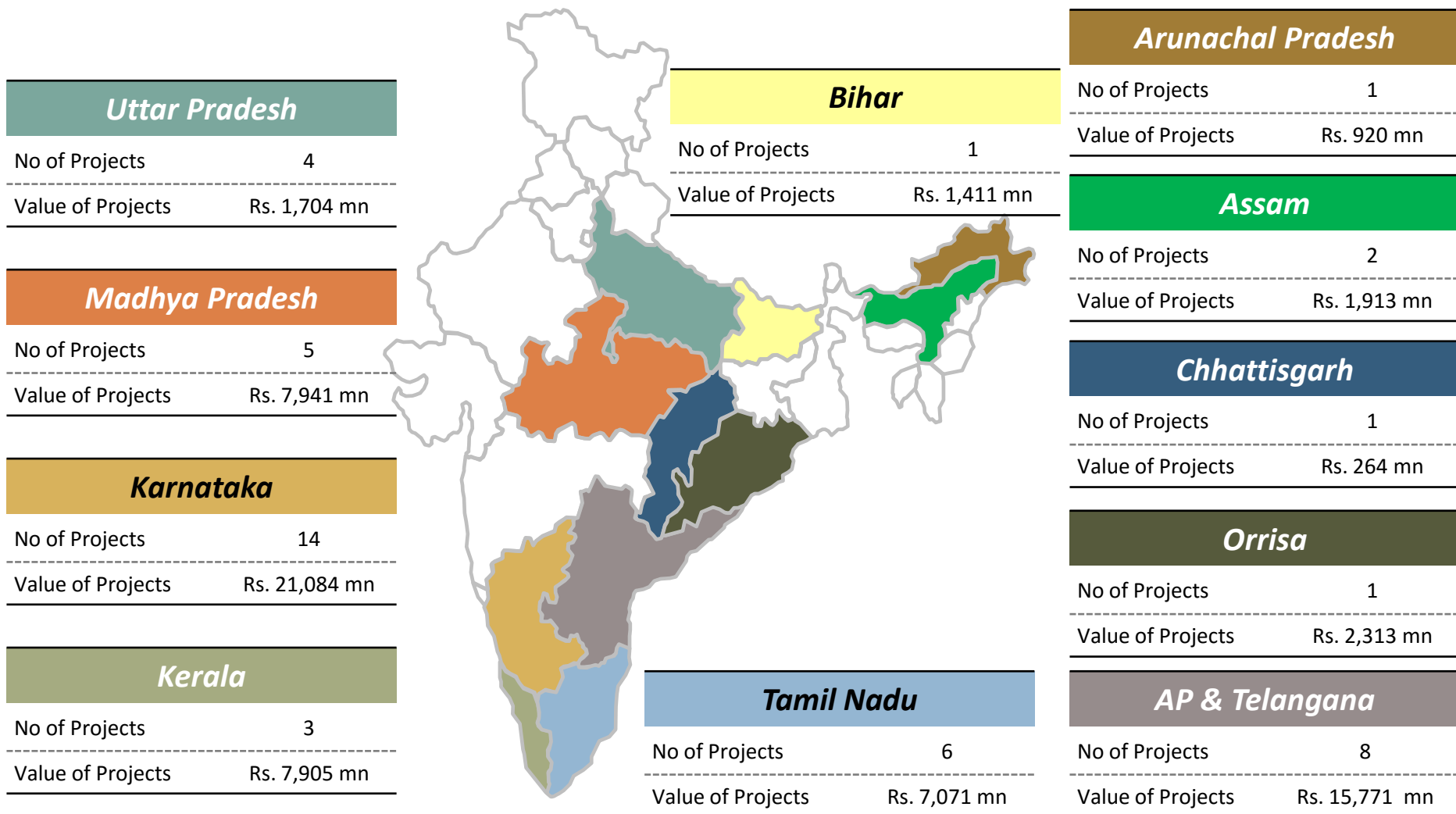
- ✓ Selection of Major Raw Material
- ✓ Selection of construction Camp location

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

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



# Pan India Project Execution\* Capability



Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

\* Projects executed in last 5 years

# 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

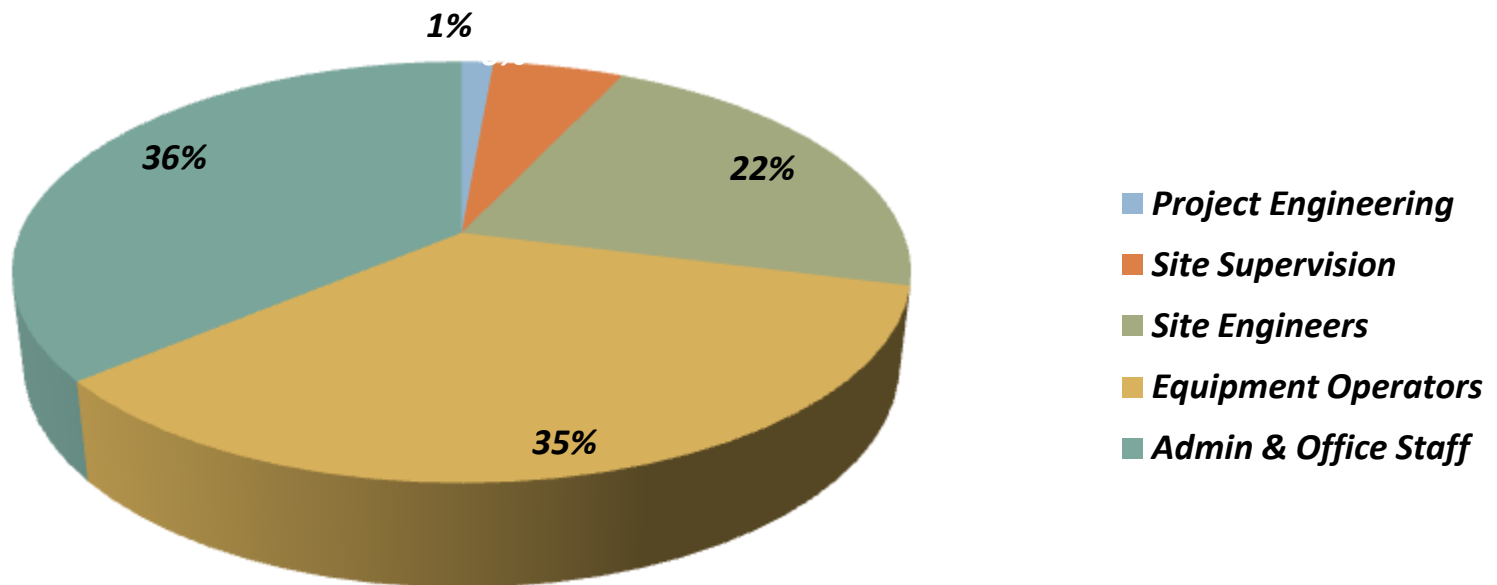
Sl. No.	Name Of The Machinery	Qty
1	Tippers	661
2	Excavators	160
3	Concrete Mixers And Pumps	105
4	Compactors	70
5	Loaders	39
6	Cranes	34
7	Tankers	34
8	Graders	32
9	Tractors	28
10	Batching & Mixing	27
11	Trailers	22
12	Rollers	19
13	Breakers	19
14	Drillers	17
15	Pavers	14
16	Crushers	14
17	Dozers	10
18	Hot Mix Plant	8
19	Wet Mix Plant	8
20	Drum Mix Plant	7
21	Loaders Cum Excavators	7
22	Generators & Others	158
	<b>Gross Block of Plant &amp; Machinery *</b>	<b>Rs.5,065 mn</b>



\* as at 30.06.2016











# 3. In-house Execution Team

**In-house team of 800 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 &amp; 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>

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# ***BOT Portfolio***

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# BOT Portfolio – Annuity Projects

	<i>Particulars</i>	<i>Patel KNR Infrastructures limited (PKIL)</i>	<i>Patel KNR Heavy Infrastructures Limited (PKHIL)</i>
<b>Project Details</b>	<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
<b>Terms</b>	<i>Concession Start Date</i>	26 <sup>th</sup> March 2007	2 <sup>nd</sup> March 2008
	<i>Concession Period</i>	20 Years	20 Years
	<i>COD</i>	21 <sup>st</sup> December 2009	11 <sup>th</sup> June 2010
<b>Financials</b>	<i>Project Cost</i>	Rs. 4,420.0 mn	Rs. 5,920.0 mn
	<i>Equity (30.06.2016)</i>	Rs.370 .00 mn	Rs.496.70 mn
	<i>Debt (30.06.2016)</i>	Rs.3,055.30 mn	Rs.4,651.87 mn
	<i>Securitized</i>	Yes*	Yes**
	<i>Semi-Annutiy - 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 – Toll Projects

	<i>Particulars</i>	<i>KNR Walayar Tollways Private Limited</i>	<i>KNR Muzaffarpur Barauni Tollway Private Limited</i>
<b>Project Detail</b>	<i>Stake</i>	100%	51%
	<i>Project Type</i>	Road-Toll	Road-Toll
	<i>State</i>	Kerala	Bihar
	<i>JV Partner</i>	-	JKM Infra Project Ltd
	<i>Client</i>	NHAI	NHAI
	<i>No of Lanes</i>	Two to Four	Two
	<i>Length(KM)</i>	54.00	108
<b>Terms</b>	<i>Concession Start Date</i>	18th May 2013	8th July 2012
	<i>Concession Period</i>	20 Years	21 Years
	<i>Scheduled COD</i>	15th Nov. 2015	9th July 2014
	<i>Actual Scheduled COD</i>	31st Oct. 2015	3rd June 2016
	<i>Revenue Sharing</i>	Grant	Premium
<b>Financials</b>	<i>Project Cost</i>	Rs. 9,005.1 mn	Rs. 3,596.8 mn / (Revised: Rs. 4,588.6 mn)
	<i>Equity (30.06.2016)</i>	Rs. 3,074.10 mn*	Rs. 1,408.60 mn
	<i>Debt (30.06.2016)</i>	Rs. 3,090.00 mn	Rs. 2,932.50 mn
	<i>Status (30.06.2016)</i>	Provisional Completion Certificate for 100% of Project length has been issued on 31st Oct. 2015	Provisional Completion Certificate for 75% of Project length has been issued on 3rd June 2016
	<i>Toll Revenue - Q1 FY17</i>	Rs. 287.2 mn in FY16 and Rs. 95.76 mn in Q1FY17	Rs. 12.16 mn in Q1FY17

\* incl. additional quasi equity of Rs. 1,715.0 mn towards repayment of loans

# 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 31st 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
- ❖ Provisional Completion Certificate for 75% of Project length has been issued for the project on 3rd June 2016
- ❖ 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

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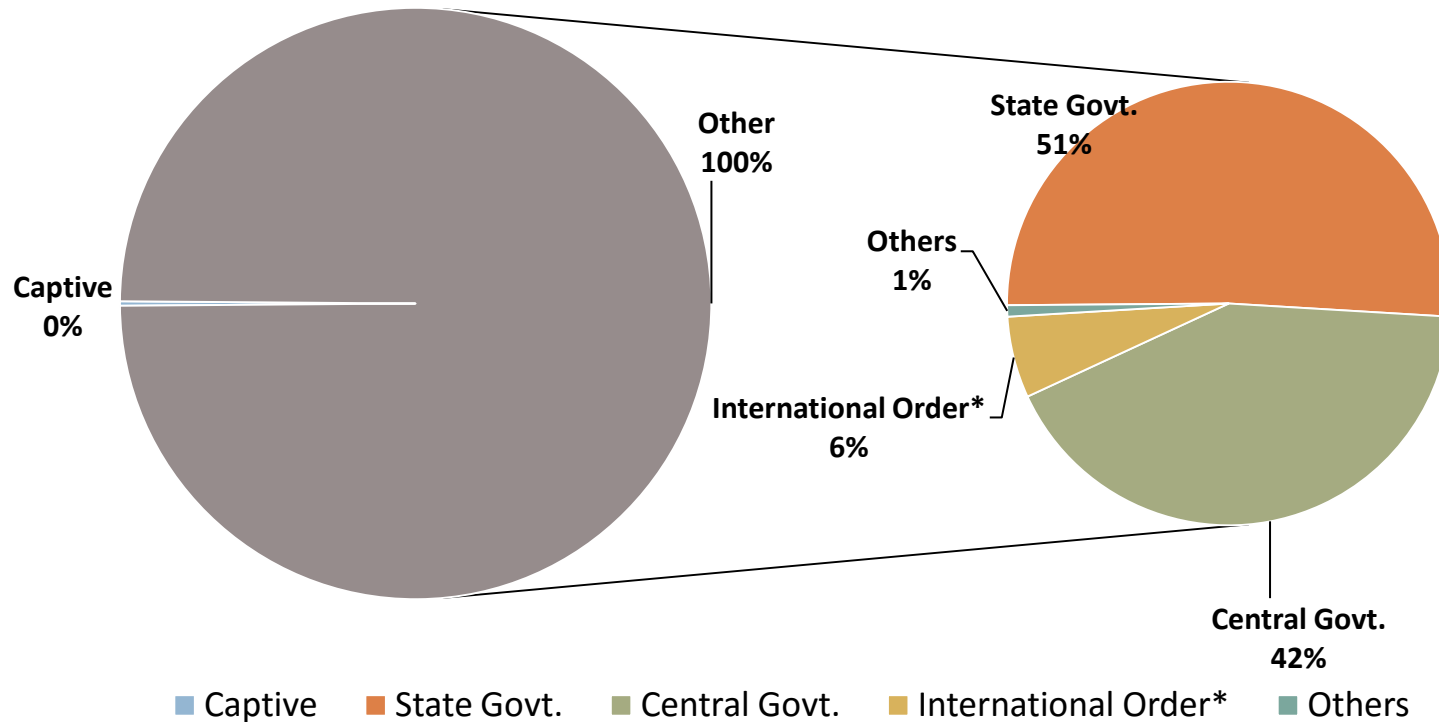
# ***Order Book & Business Strategy***

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# Order-book Break-up

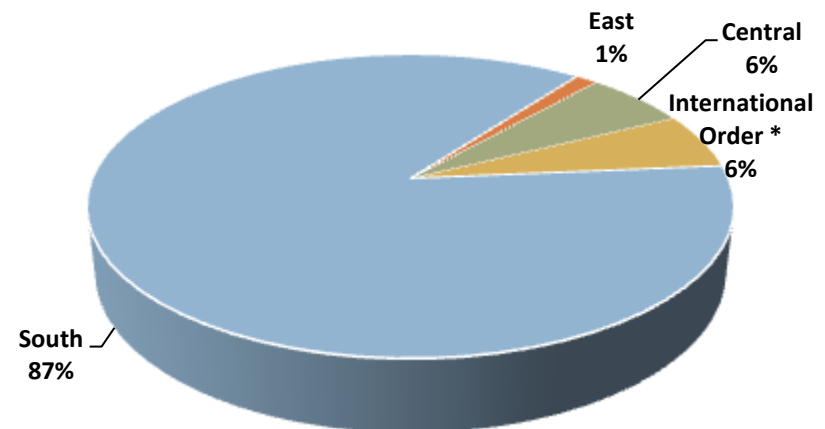
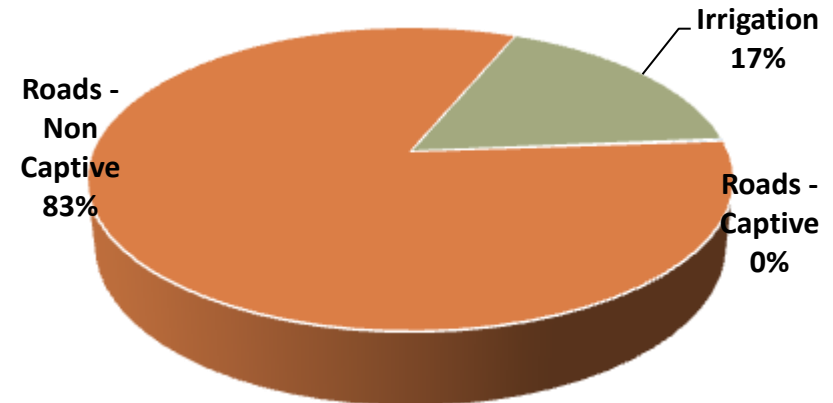
Order book of Rs. 42,576 million as on 30<sup>th</sup> June 2016



\* - Government of People's Republic Of Bangladesh

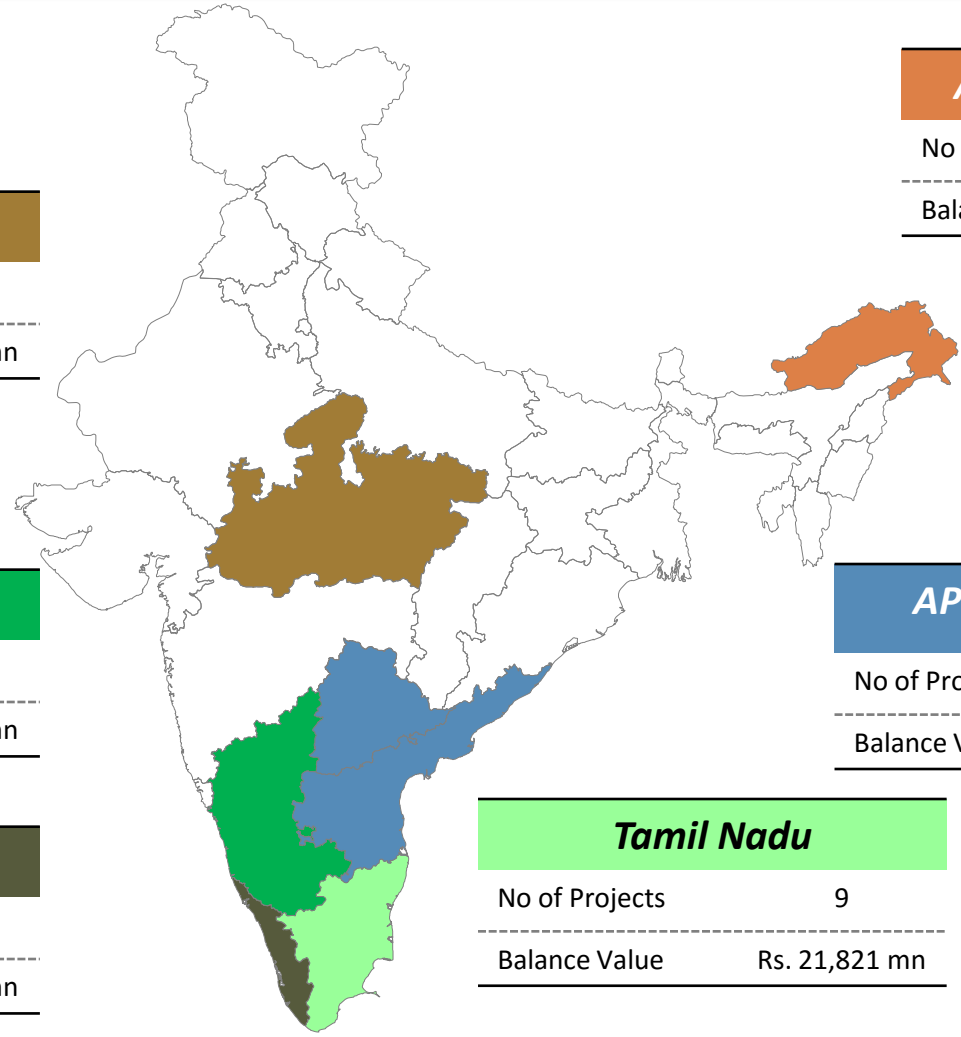
# Order-book Highlights

<b>Key Projects</b>	<b>Rs. mln</b>
Madurai -Ramanathpuram Section of NH-49	7,450
Thiruvananthapuram Bypass	5,712
Rehabilitation and upgradation of Dindigul-Bangalore Road (Pollachi to Coimbatore Section)	4,149
Upgrading Arcot Villupuram Road	3,058
Two Tier Flyover in Salem, Tamil Nadu	2,873
<b>Top 5 Road Projects</b>	<b>23,243</b>
<i>Other Road Projects</i>	12,038
<b>Irrigation Projects</b>	<b>7,296</b>
<b>Total</b>	<b>42,576</b>
<b>Order Completion</b>	<b>36%</b>



\* - Government of People's Republic of Bangladesh

# Order-book: State-wise



<b>Madhya Pradesh</b>	
No of Projects	3
Balance Value	Rs. 2,596 mn

<b>Arunachal Pradesh</b>	
No of Projects	1
Balance Value	Rs. 557 mn

<b>Karnataka</b>	
No of Projects	8
Balance Value	Rs. 1,218 mn

<b>AP &amp; Telangana</b>	
No of Projects	8
Balance Value	Rs. 8,044 mn

<b>Kerala</b>	
No of Projects	3
Balance Value	Rs. 5,816 mn

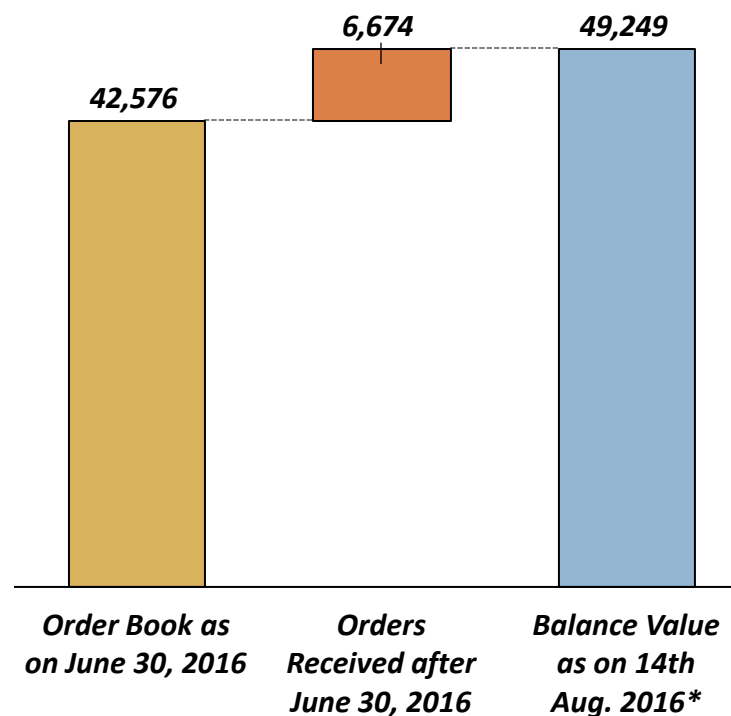
<b>Tamil Nadu</b>	
No of Projects	9
Balance Value	Rs. 21,821 mn

# Recent Order Wins

Order-book of Rs. 42,576 million as on 30<sup>th</sup> June, 2016

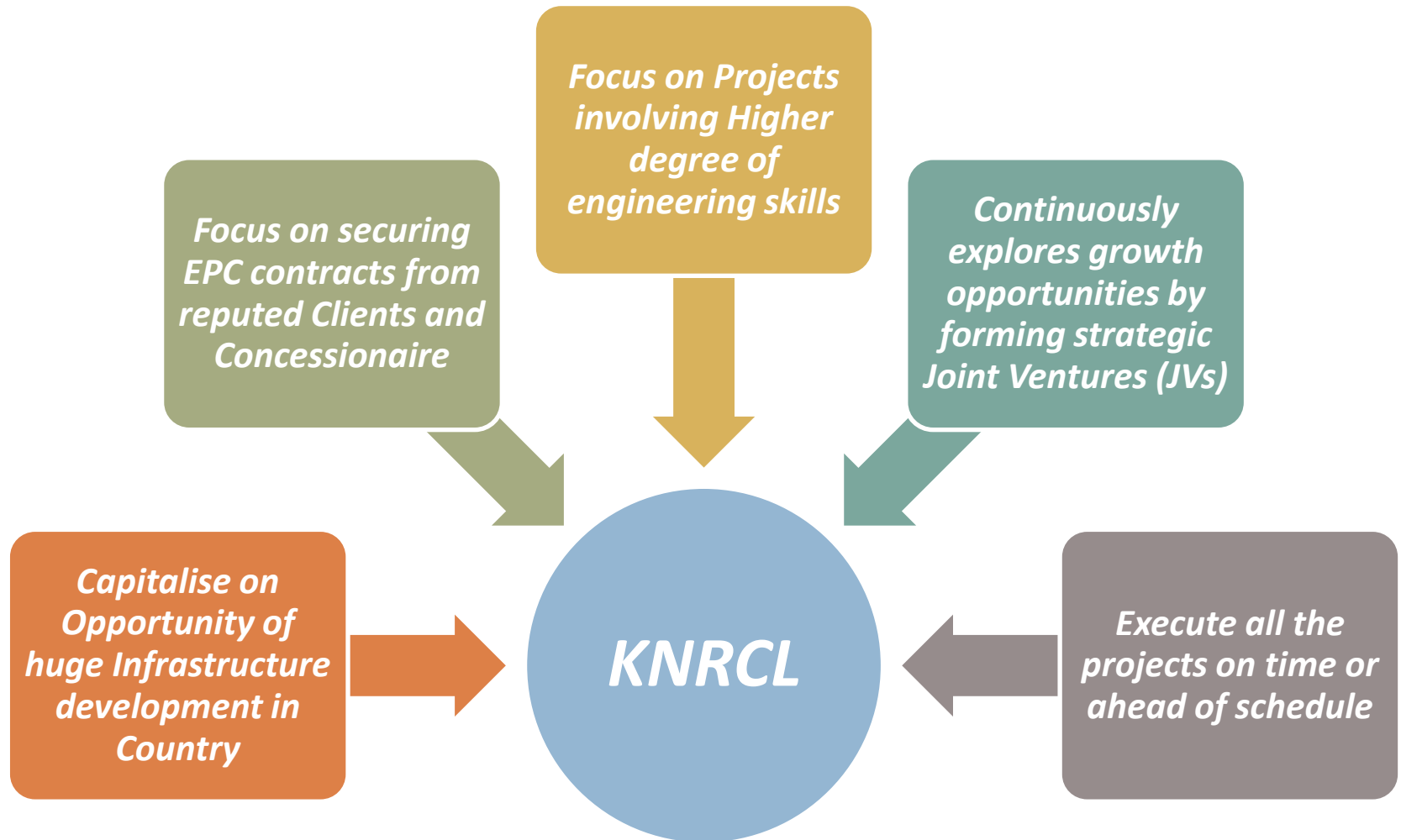
## Projects awarded after 30<sup>th</sup> June 2016

- ❖ Four Laning of Hubli - Hospet section NH-63 total 143.29 total Length in the State of Karnataka to BSCPL-KNR Joint Ventures
  - ✓ Total Project Cost: Rs. 13,347 mn
  - ✓ KNR Share: Rs. 6,674 (50%)
  - ✓ Completion Period: 36 months from appointed date



\* - Excluding project execution from 1<sup>st</sup> July 2016 upto 14<sup>th</sup> August 2016

# Business Strategy



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## ***Financial Highlights***

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# Standalone Financial Results\*

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

\* Above financials are based on I GAAP

# Standalone Balance sheet\*

Rs. in Million	Mar-16	Mar-15	Rs. in Million	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>7,270</b>	<b>5,692</b>	<b>Non-Current Assets</b>	<b>7,689</b>	<b>5,254</b>
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
<b>Non-Current Liabilities</b>	<b>1,880</b>	<b>690</b>	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	<b>Current Assets</b>	<b>5,091</b>	<b>4,781</b>
Long Term Provisions	23	17	Current Investments	79	87
<b>Current Liabilities</b>	<b>3,631</b>	<b>3,653</b>	Inventories	353	359
Short Term Borrowings	1,055	881	Trade Receivables	1,294	1,765
Trade Payables	1,121	705	Cash & Cash Equivalent	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
<b>Total Equity &amp; Liabilities</b>	<b>12,781</b>	<b>10,035</b>	<b>Total Assets</b>	<b>12,781</b>	<b>10,035</b>

**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 A1 by India Ratings, reflecting strong execution capabilities and robust financial risk profile**



# Consolidated Financial Results\*

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

\* Above financials are based on I GAAP

# Consolidated Balance sheet\*

Rs. in Million	Mar-16	Mar-15	Rs. in Million	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>6,970</b>	<b>7,885</b>	<b>Non-Current Assets</b>	<b>14,563</b>	<b>15,165</b>
Share capital	281	281	Fixed Assets	12,631	13,432
Reserves & Surplus	6,688	7,604	Non-current Investments	168	236
Minority Interest	<b>807</b>	<b>906</b>	Deferred Tax Assets (Net)	283	247
<b>Non-Current Liabilities</b>	<b>8,335</b>	<b>7,234</b>	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	<b>Current Assets</b>	<b>5,951</b>	<b>4,951</b>
Long Term Provisions	23	17	Current Investments	0	0
<b>Current Liabilities</b>	<b>4,402</b>	<b>4,091</b>	Inventories	618	557
Short Term Borrowings	1,055	880	Trade Receivables	1,347	1,101
Trade Payables	1,189	754	Cash & Cash Equivalentents	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
<b>Total Equity &amp; Liabilities</b>	<b>20,514</b>	<b>20,116</b>	<b>Total Assets</b>	<b>20,514</b>	<b>20,116</b>

\* Above financials are based on I GAAP

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

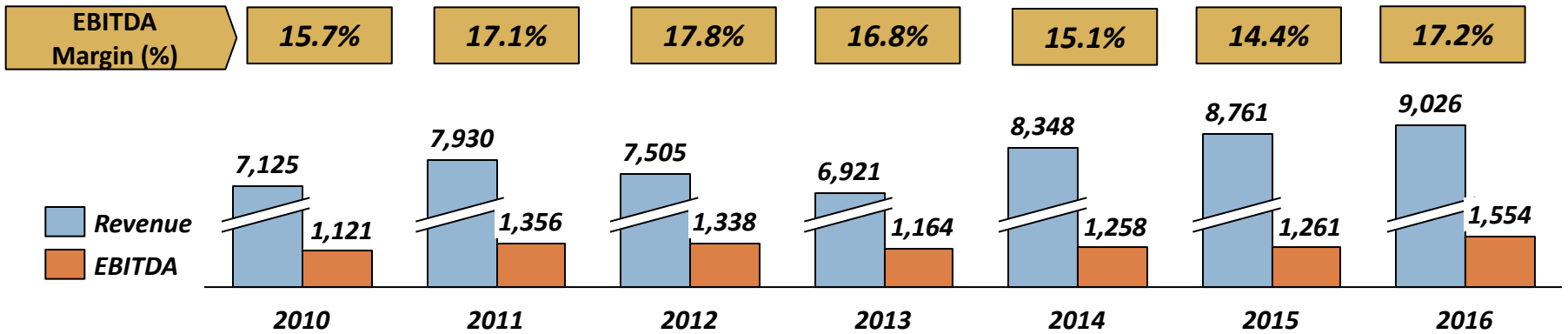
\* Above financials are based on I GAAP

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

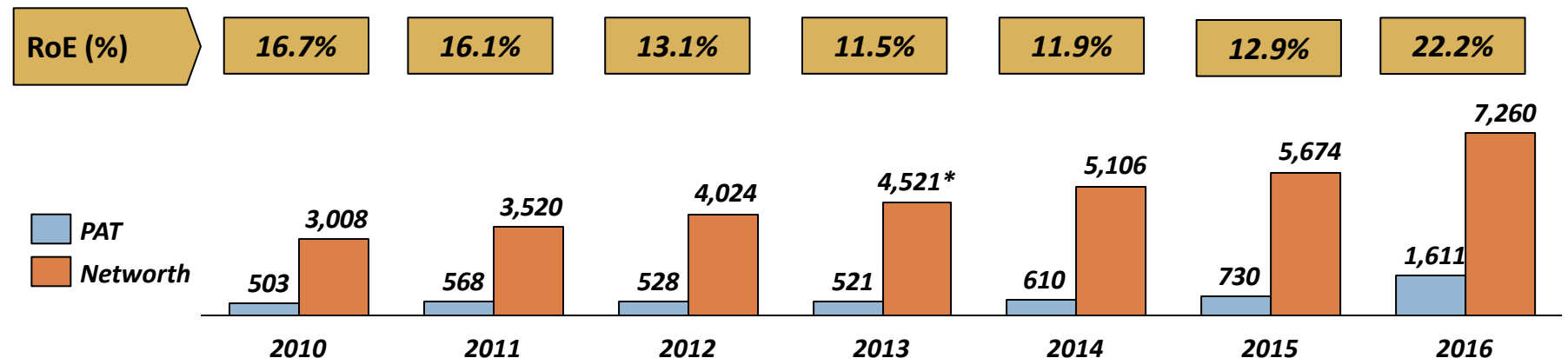
All figures in Rupees million except EPS & Debt to Equity

# Standalone Financial Highlights

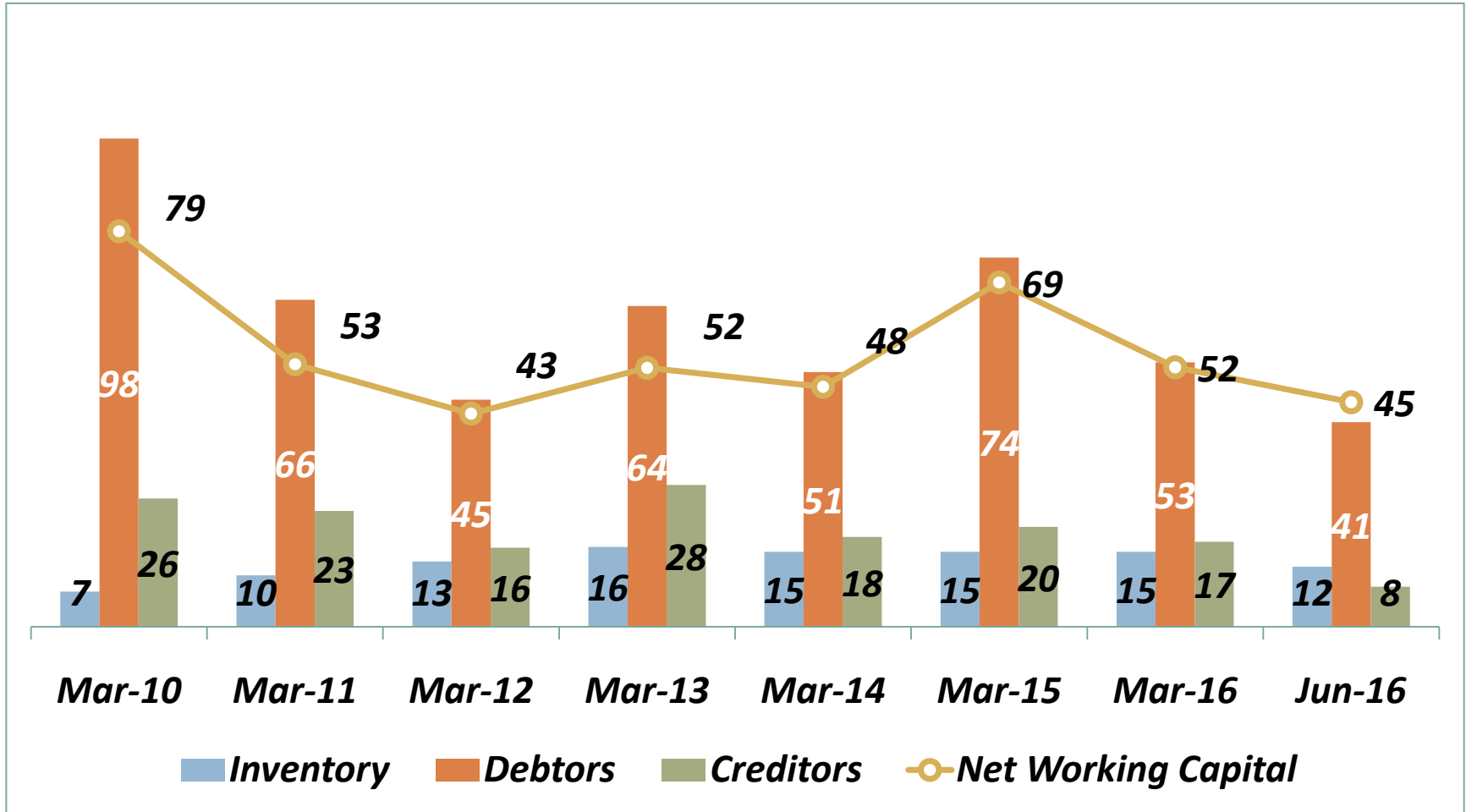
## Revenue & EBITDA (Margin %)



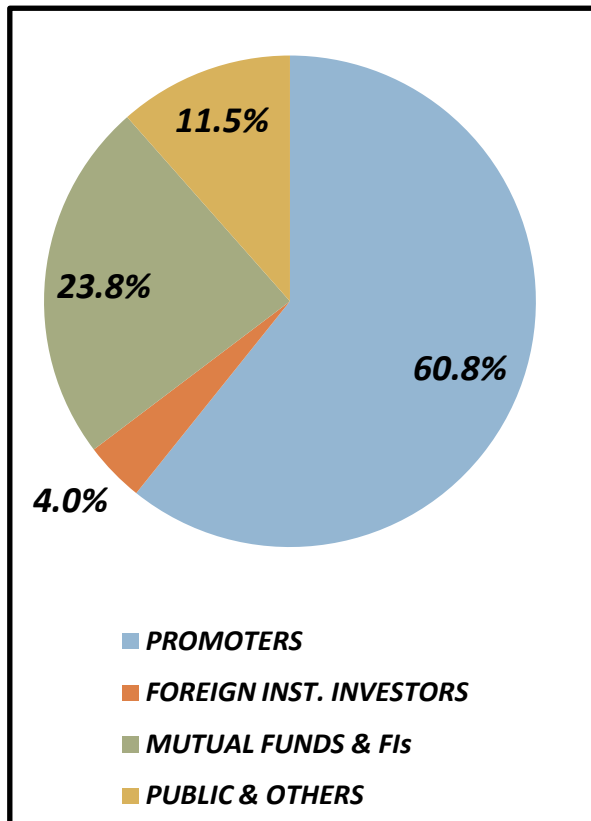
## Net Profit & Net Worth (RoE)



# Standalone Net Working Capital Days



# Shareholding Pattern as on 30<sup>th</sup> June 2016



<i>Shareholders Holding more than 1% of the Equity (Other than Promoters)</i>	<i>% to Equity</i>
<i>HDFC Mutual Fund</i>	<i>8.35%</i>
<i>Tata Mutual Fund</i>	<i>3.76%</i>
<i>ICICI Mutual Fund</i>	<i>3.04%</i>
<i>Cophall Marutius Investment Limited</i>	<i>2.47%</i>
<i>Franklin Mutual Fund</i>	<i>1.80%</i>
<b>Total</b>	<b>19.42%</b>

# 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**

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# ***Project Gallery***

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# 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



# Completed Projects

Bridge across River Godavari in Telangana State



# Completed Projects

Bridge across River Godavari in Telangana State



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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**Investor Relations Advisors :**

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Strategic Growth Advisors Pvt. Ltd.  
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