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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

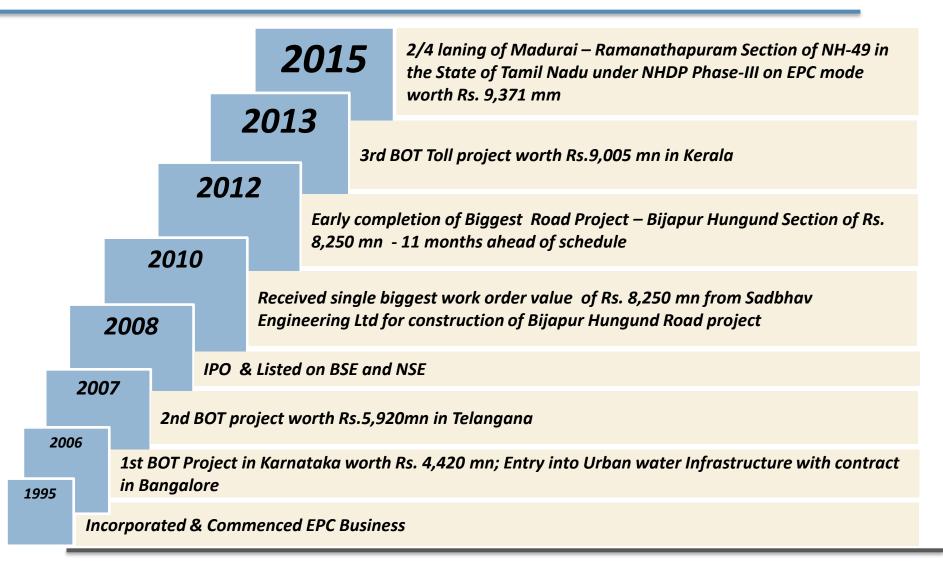
Rs. 36,647 mn as on 30th September, 2015 comprising of Rs. 36,051 mn in Roads sector and Rs. 596 mn in Irrigation

- ✓ 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. 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. 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

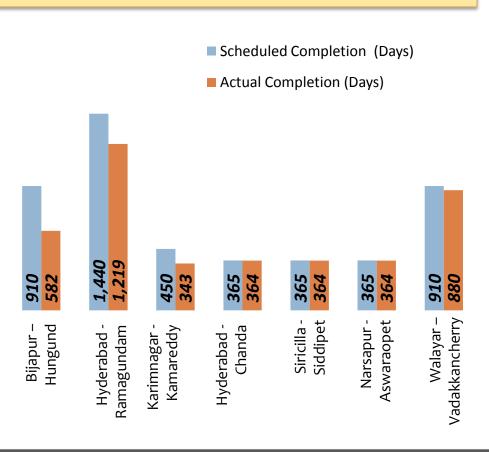
1. Project execution



Significant experience and Strong track record in timely execution of Projects

- 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



Uttar Pradesh

No of Projects 4

Value of Projects Rs. 1,704 mn

Madhya Pradesh

No of Projects 5

Value of Projects

Karnataka

Rs. 7,941 mn

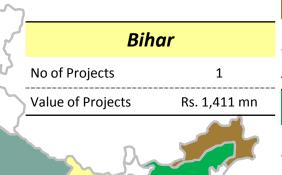
No of Projects 14

Value of Projects Rs. 21,084 mn

Kerala

No of Projects 3

Value of Projects Rs. 7,905 mn



Tamil Nadu

Rs. 7,071 mn

No of Projects

Value of Projects

Arunachal Pradesh

No of Projects 1

Value of Projects Rs. 920 mn

Assam

No of Projects 2

Value of Projects

Chhattisgarh

Rs. 1,913 mn

No of Projects 1

Value of Projects Rs. 264 mn

Orrisa

No of Projects 1

Value of Projects Rs. 2,313 mn

AP & Telangana

No of Projects 8

Value of Projects Rs. 15,771 mn

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	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

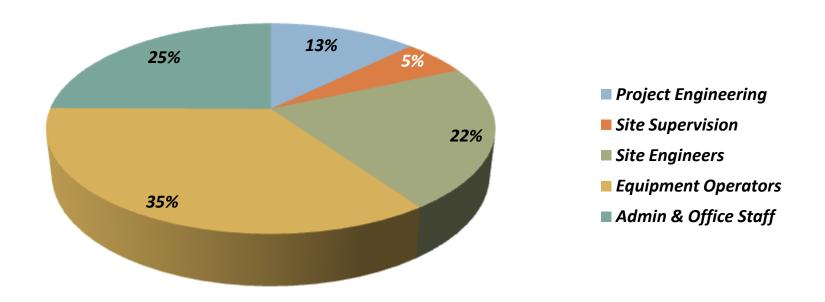




3. In-house Execution Team



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



4. Reputed Clientele



माश्रामा NHAI	National Highways Authority of India (NHAI)	Aiming For Better Ways Safety With Susteinability	Andhra Pradesh Road Development Corporation (APRDC)
सरयभेव जवते	Ministry of Road Transport & Highways (MoRTH)	HYDERABAD GROWTH CORRIDOR LIMITED	Hyderabad Growth Corridor Limited (HGCL)
E ON	Karnataka State Highway Improvement Project (KSHIP)	A	Karnataka Road Development Corporation (KRDCL)
	Madhya Pradesh Road Development Corporation Limited (MPRDCL)	MAHANAGARA PALIKE	Bruhat Bangalore Mahanagara Palike (BBMP)
A Property State	Uttar Pradesh State Highways Authority (UPSHA)		NMDC Limited

4. Reputed Clientele (cont.)



Covt. of AP.	A.P. Irrigation (Government of Andhra Pradesh)	GAR	GMR Projects Private Limited
FIL	Engineers India Limited (Government of India Undertaking)	Sadbhav	Sadbhav Engineering Limited
	Public Works Department (Government of Arunachal Pradesh)	ORIENTAL	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
SI	Concession Start Date	26 th March 2007	2 nd March 2008
Terms	Concession Period	20 Years	20 Years
	COD	21 st December 2009	11 th June 2010
	Project Cost	Rs. 4,420.0 mn	Rs. 5,920.0 mn
ials	Equity (30.09.2015)	Rs. 370.0 mn	Rs. 496.7 mn
Juk	Debt (30.09.2015)	Rs. 3,248.4 mn	Rs. 4,772.52 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
)et	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
ns	Scheduled COD	15 th Nov.2015
Terms	Revised Scheduled COD	-
	Revenue Sharing	Grant
	Project Cost	Rs. 9,005.1 mn
als	Equity (30.09.2015)	Rs. 4,005.1 mn*
nci	Debt (30.09.2015)	Rs. 4,598.2 mn
Financials	Status	Provisional Completion Certificate for 100% of Project length has been issued for the project on 16th October 2015
	Toll Revenue Expected	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



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

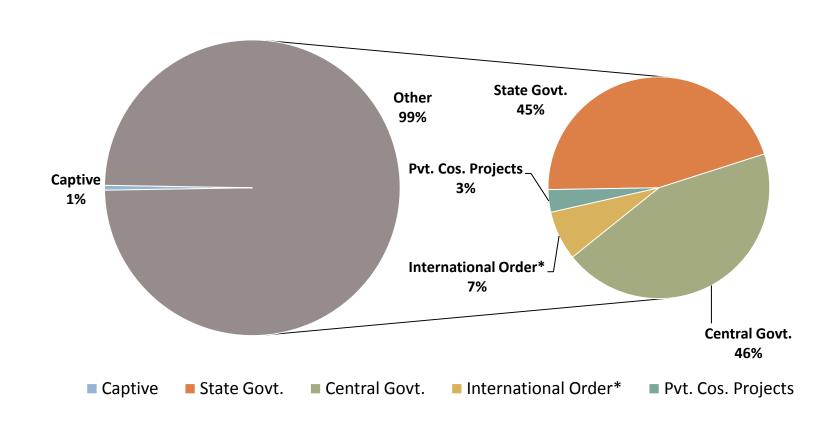


Order Book & Business Strategy

Order-book Break-up



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

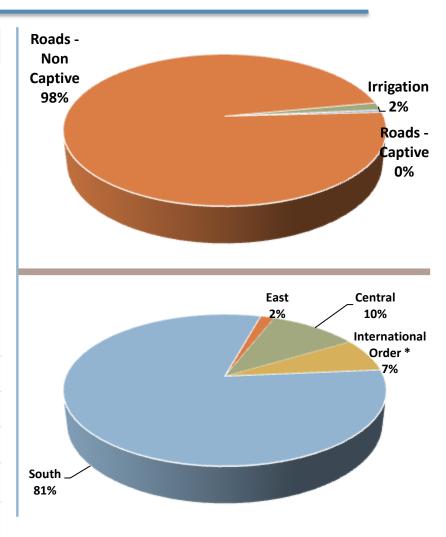


^{* -} Government of People's Republic Of Bangladesh

Order-book Highlights

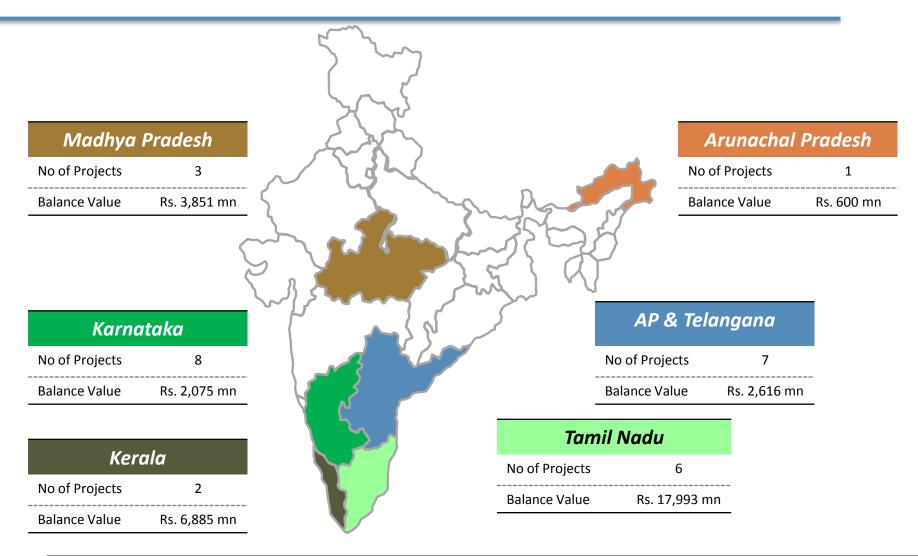


Key Projects	Rs. mln
Madurai –Ramanathpuram Project	9,412
Thiruvananthapuram Bypass from Kazhakkoottam (Thiruvananthapuram) to Mukkola Junction	6,691
Upgrading Arcot Villupuram Road	3,200
Chittagong City outer Ring Road, Bangladesh	2,628
Widening and reconstruction of Mohanpur Behat Mau & Behat Mau, 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%



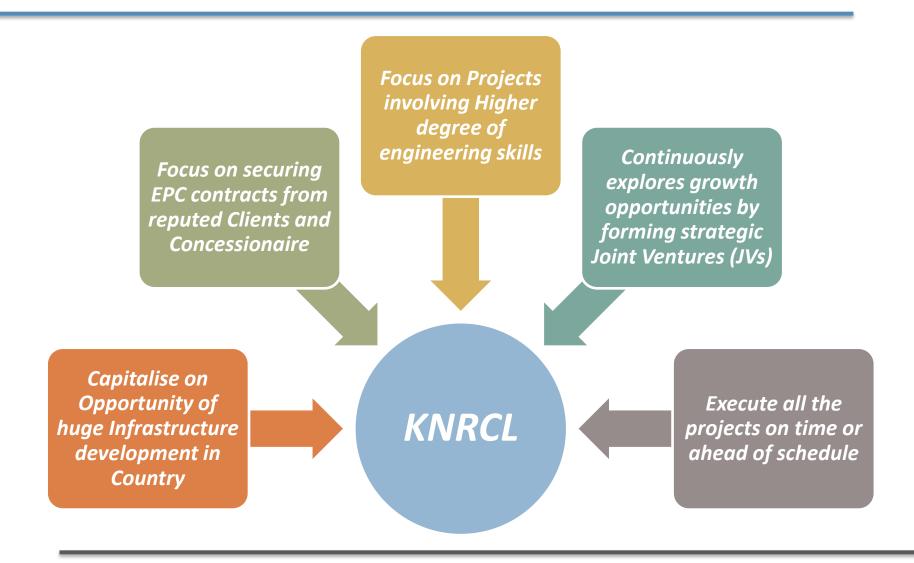
Order-book: State-wise





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%
Тах						
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
Shareholder's Fund	6,396	5,692	Non-Cu
Share capital	281	281	Fixed Assets
Reserves & Surplus	6,115	5,411	Non-current Investme
Minority Interest	0	0	Deferred Tax Assets (N
Non-Current Liabilities	1,013	690	Long Term Loans & Ac
Long term borrowings	52	2	Other Non-Current As
Other Long Term Liabilities	940	671	Cu
Long Term Provisions	21	17	Current Investments
Current Liabilities	2,731	3,652	Inventories
Short Term Borrowings	529	880	Trade Receivables
Trade Payables	683	705	Cash & Cash Equivale
Other Current Liabilities	1,118	1,775	Short Term Loans & A
Short Term Provisions	401	292	Other Current Assets
Total Equity & Liabilities	10,140	10,035	Total Assets

Rs. in Million	Sep-15	Mar-15
Non-Current Assets	5,502	5,254
Fixed Assets	2,343	2,269
Non-current Investments	228	228
Deferred Tax Assets (Net)	268	239
Long Term Loans & Advances	1991	1,786
Other Non-Current Assets	672	732
Current Assets	4,639	4,781
Current Investments	87	87
Inventories	292	359
Trade Receivables	783	1,765
Cash & Cash Equivalents	221	157
Short Term Loans & Advances	2,038	1,506
Other Current Assets	1,218	906
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	
Shareholder's Fund	7,885	6,110	
Share capital	281	281	
Reserves & Surplus	7,604	5,829	
Minority Interest	560	559	
Non-Current Liabilities	7,580	4,139	
Long term borrowings	6,719	3,432	
Other Long Term Liabilities	843	695	
Long Term Provisions	17	11	
Current Liabilities	4,092	3,737	
Short Term Borrowings	880	501	
Trade Payables	754	781	
Other Current Liabilities	2,058	1,892	
Short Term Provisions	399	562	
Total Equity & Liabilities	20,116	14,544	

Rs. in Million	Mar-15	Mar-14	
Non-Current Assets	15,164	10,167	
Fixed Assets	13,432	8,575	
Non-current Investments	236	256	
Deferred Tax Assets (Net)	247	126	
Long Term Loans & Advances	515	482	
Other Non-Current Assets	735	727	
Current Assets	4,952	4,378	
Current Investments	0	0	
Inventories	557	530	
Trade Receivables	1,101	755	
Cash & Cash Equivalents	435	573	
Short Term Loans & Advances	1,727	1,757	
Other Current Assets	1,131	763	
Total Assets	20,116	14,544	

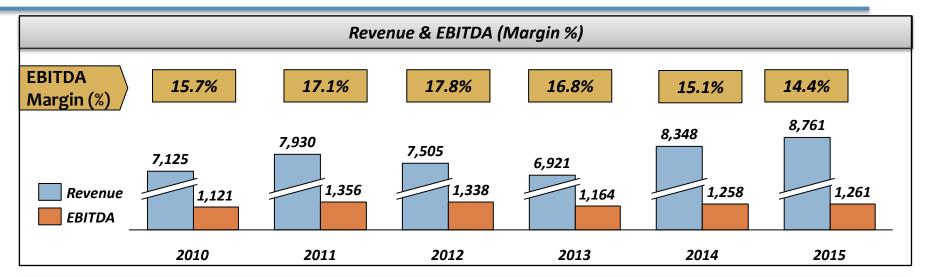
Standalone Financial Highlights

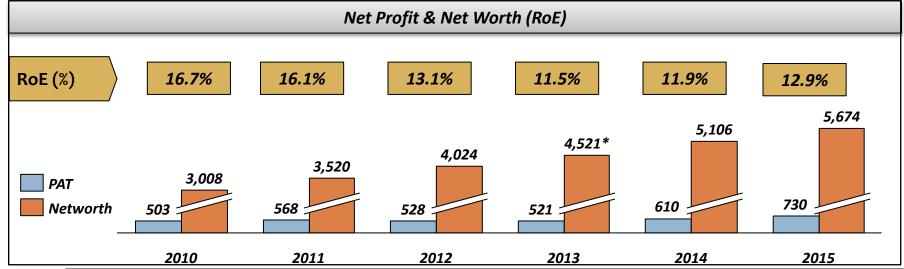


Financial Year	2010	2011	2012	2013	2014	2015
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761
Turnover	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0
FRITRA	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261
EBITDA	\$18.7	\$22.6	\$22.3	\$19.4	\$20.9	\$20.1
Drofit hoforo Tay (DDT)	Rs. 826	Rs. 897	Rs. 784	Rs. 670	Rs. 669	Rs. 723
Profit before Tax (PBT)	\$13.8	\$14.9	\$13.1	\$11.2	\$11.1	\$11.6
Due fit after Tay (DAT)	Rs. 503	Rs. 568	Rs. 528	Rs. 521	Rs. 610	Rs. 730
Profit after Tax (PAT)	\$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
Ers	\$0.30	\$0.34	\$0.31	\$0.31	\$0.36	\$0.42
Alat 14/auth	Rs. 3,008	Rs. 3,520	Rs. 4,024	Rs. 4,521	Rs. 5,106	Rs. 5,674
Net Worth	\$50.1	\$58.6	\$67.0	<i>\$75.3</i>	\$85.0	\$90.7
Dalet	Rs. 740	Rs. 735	Rs. 555	Rs. 710	Rs. 867	Rs. 963
Debt	\$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

Standalone Financial Highlights

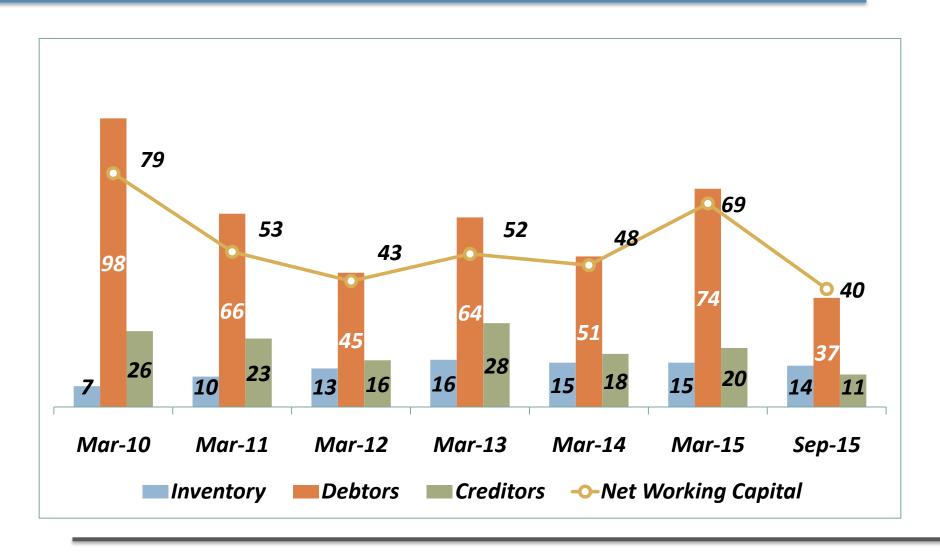






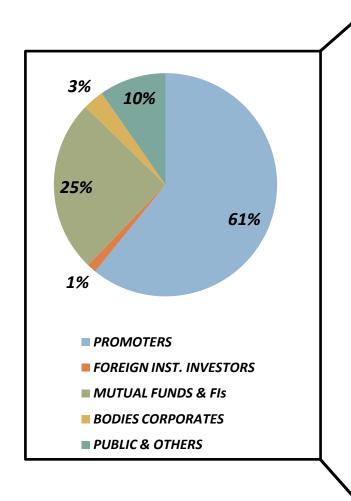
Standalone Net Working Capital Days





Shareholding Pattern as on 30th September 2015





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



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

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

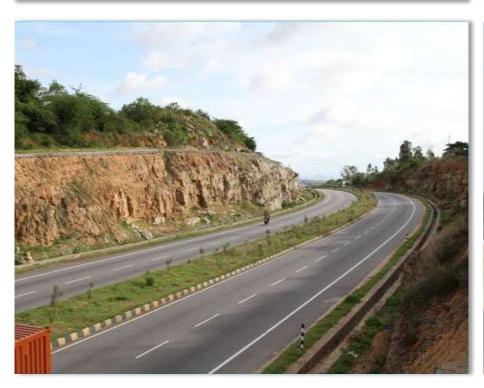






BOT (Annuity) Road Project on NH-7 in the State of Karnataka

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







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

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







Bridge across River Godavari in Telangana State





Bridge across River Godavari in Telangana State Bridge across River Godavari in Telangana State







Flyover at Coimbatore in the State of Tamil Nadu

Irrigation Project in Telangana State







For further information, please contact:

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