

Investor Presentation

May 2016



KNR CONSTRUCTIONS LIMITED

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A Well Established Name in Roads & Highway Constructions

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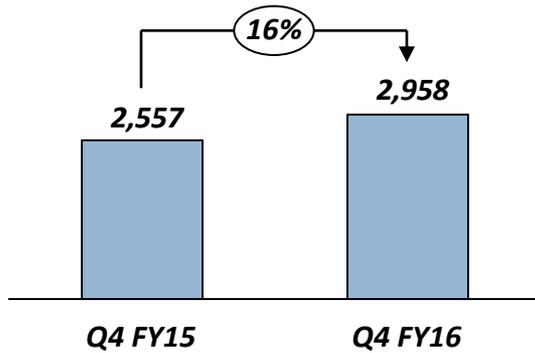
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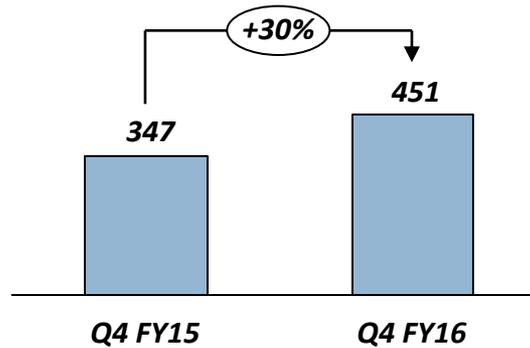
Key Highlights & Result Update

Standalone Financial Highlights

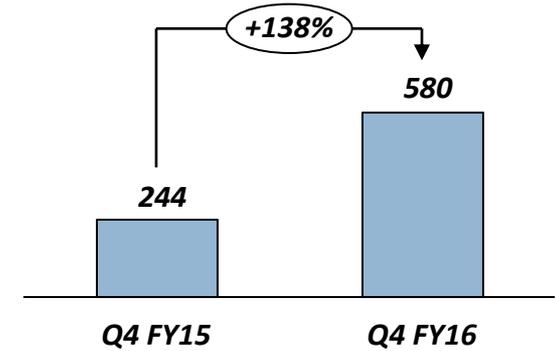
Revenue



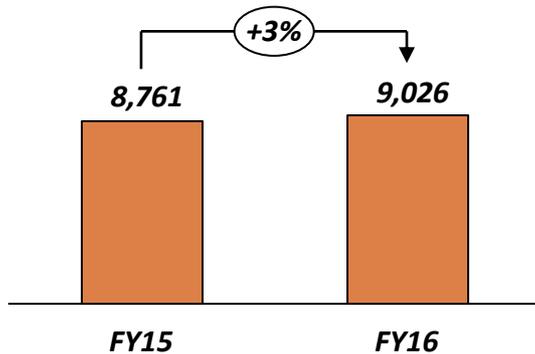
EBITDA



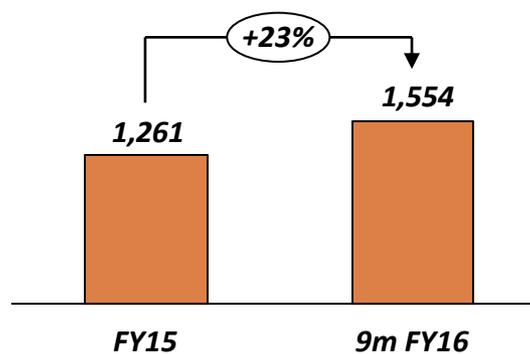
PAT



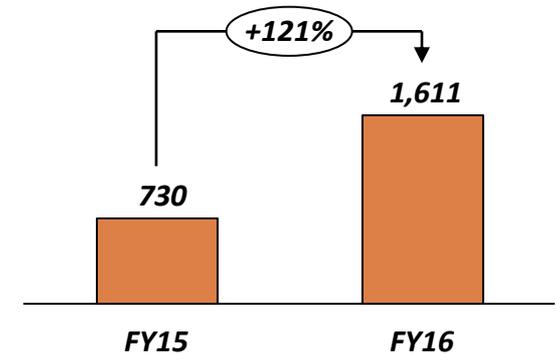
Revenue



EBITDA



PAT



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	YoY
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%
Tax			
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	YoY
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	
PBT	1,301.3	723.0	80%
Tax			
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	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 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
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

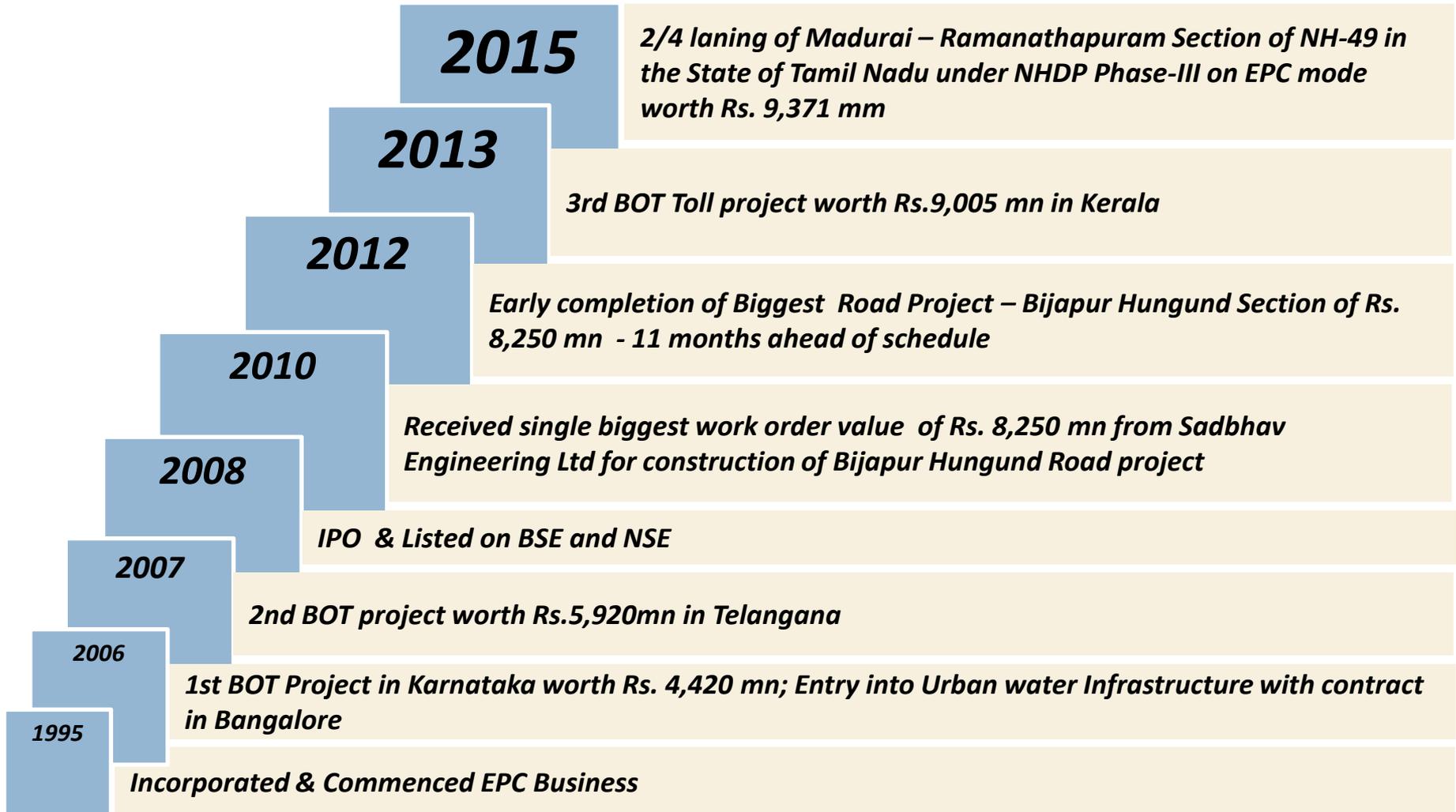
Business Overview

- ❖ **One of the leading companies providing Engineering, Procurement and Construction (EPC) services**
 - ✓ 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. 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



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. 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

Key Business Strengths

1. Project execution

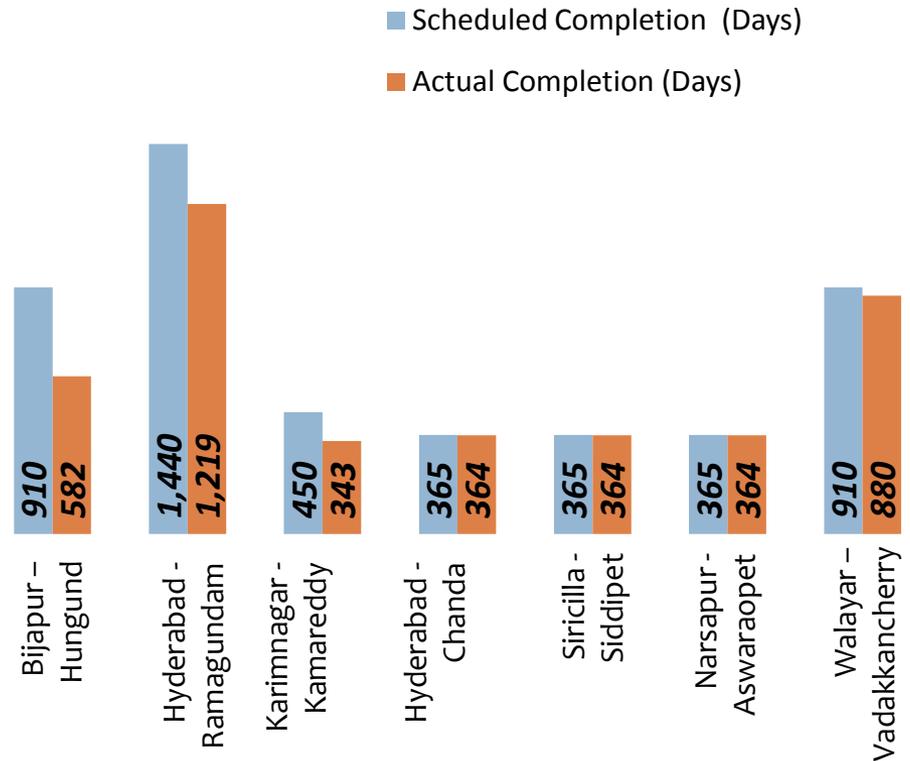
Significant experience and Strong track record in timely execution of Projects

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

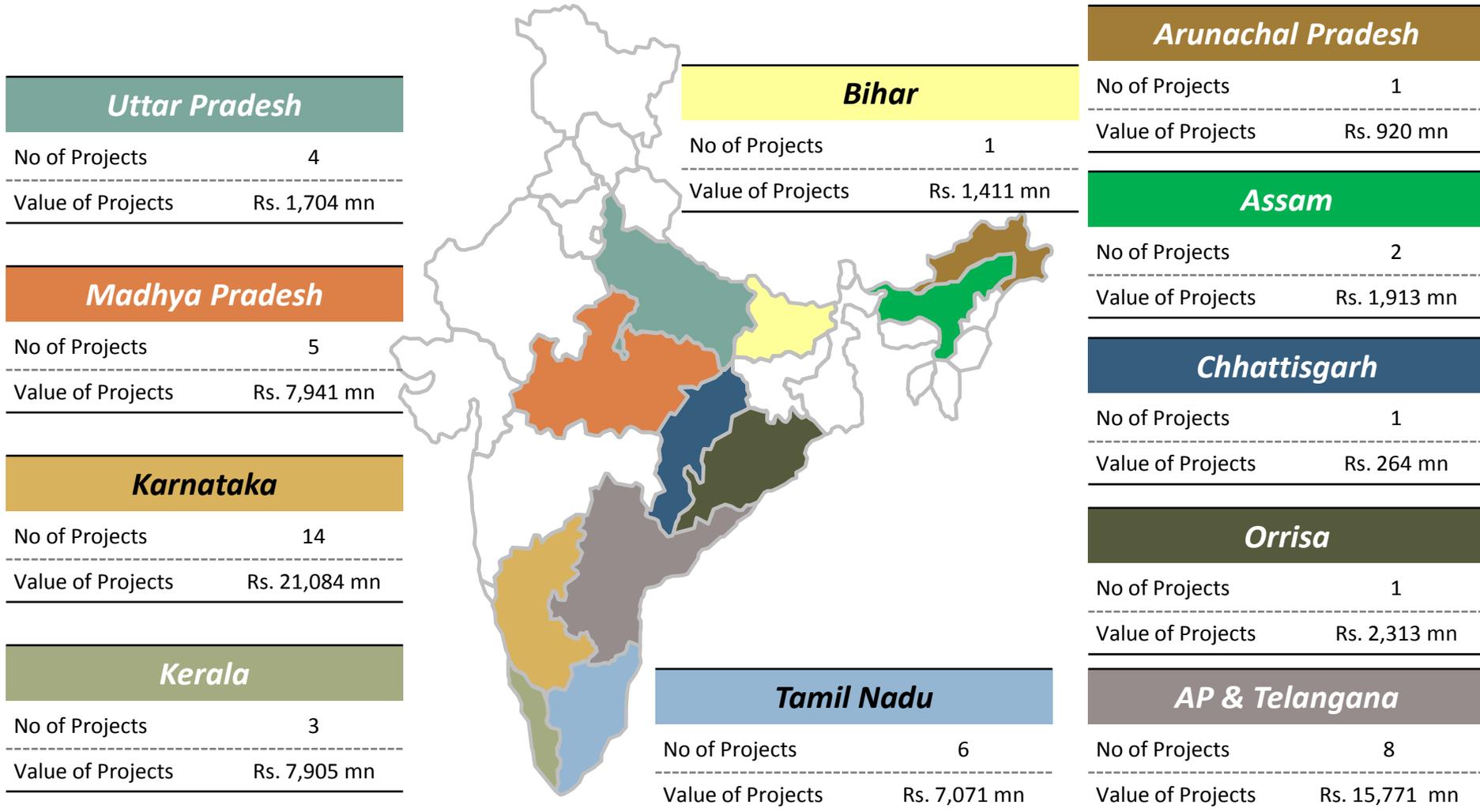
- ✓ Selection of Major Raw Material
- ✓ Selection of construction Camp location

❖ 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

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

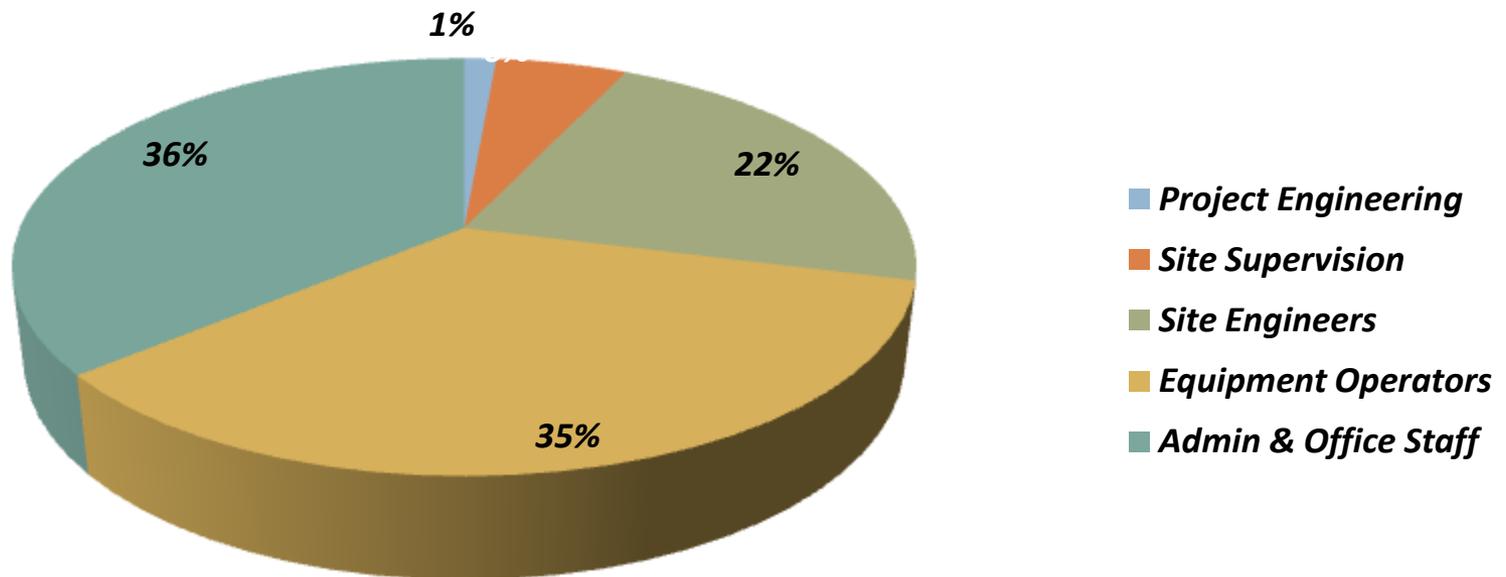
Sl. No.	Name Of The Machinery	Qty
1	Tipplers	614
2	Excavators	145
3	Compactors	70
4	Concrete Mixers And Pumps	99
5	Loaders	41
6	Pavers	34
7	Crushers	14
8	Graders	31
9	Tractors	28
10	Cranes	34
11	Tankers	34
12	Trailers	22
13	Rollers	19
14	Batching & Mixing	27
15	Breakers	17
16	Hot Mix Plant	8
17	Drillers	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

	<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 (31.03.2016)</i>	Rs.370 .00 mn	Rs.496.70 mn
	<i>Debt (31.03.2016)</i>	Rs.3,154.30 mn	Rs.4,651.87 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>Actual Scheduled COD</i>	31 st Oct 2015
	<i>Revenue Sharing</i>	Grant
Financials	<i>Project Cost</i>	Rs. 9,005.1 mn
	<i>Equity (31.03.2016)</i>	Rs.2,674.10 mn*
	<i>Debt (31.03.2016)</i>	Rs.3,500.00 mn
	<i>Status</i>	Provisional Completion Certificate for 100% of Project length has been issued for the project on 31 st October 2015
	<i>Toll Revenue Expected</i>	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

	<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>Revised Scheduled COD</i>	30th June 2016
	<i>Revenue Sharing</i>	Premium
	<i>Project Cost /Revised Project Cost</i>	Rs. 3,596.8 mn / Rs. 4,588.6 mn
Financials	<i>Equity (31.03.2016)</i>	Rs. 1,408.60 mn
	<i>Debt (31.03.2016)</i>	Rs.2,698.50 mn
	<i>Status (31.03.2016)</i>	~92.24% 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

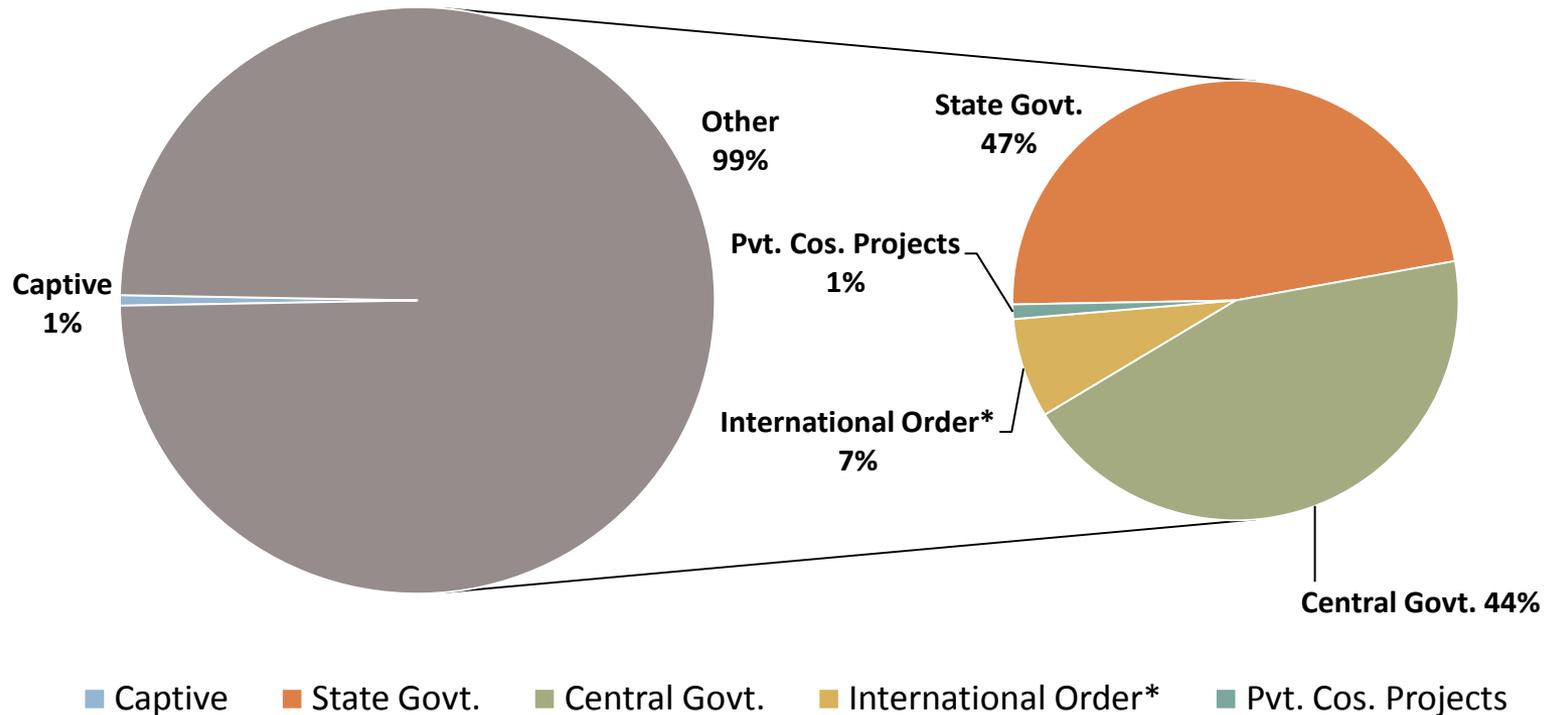
Muzaffarpur - Barauni Project

- ❖ 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 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

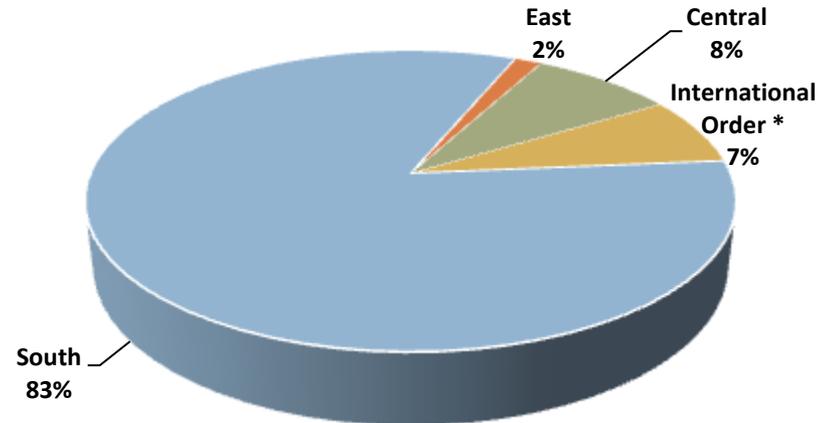
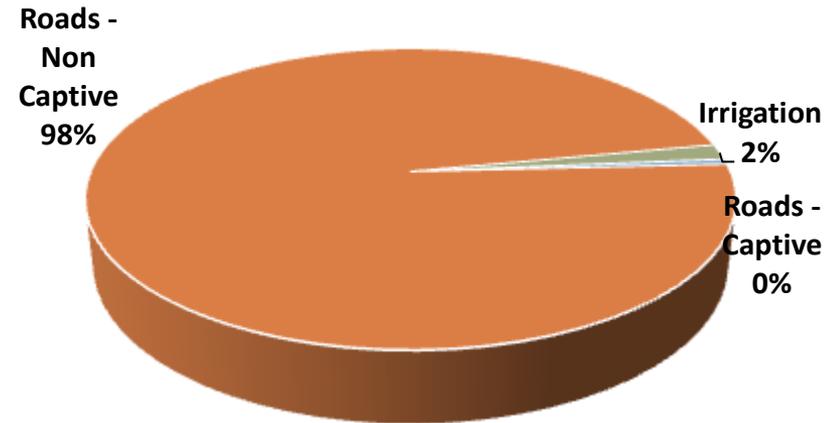
Order book of Rs. 34,635 million as on 31st March 2016



* - Government of People's Republic Of Bangladesh

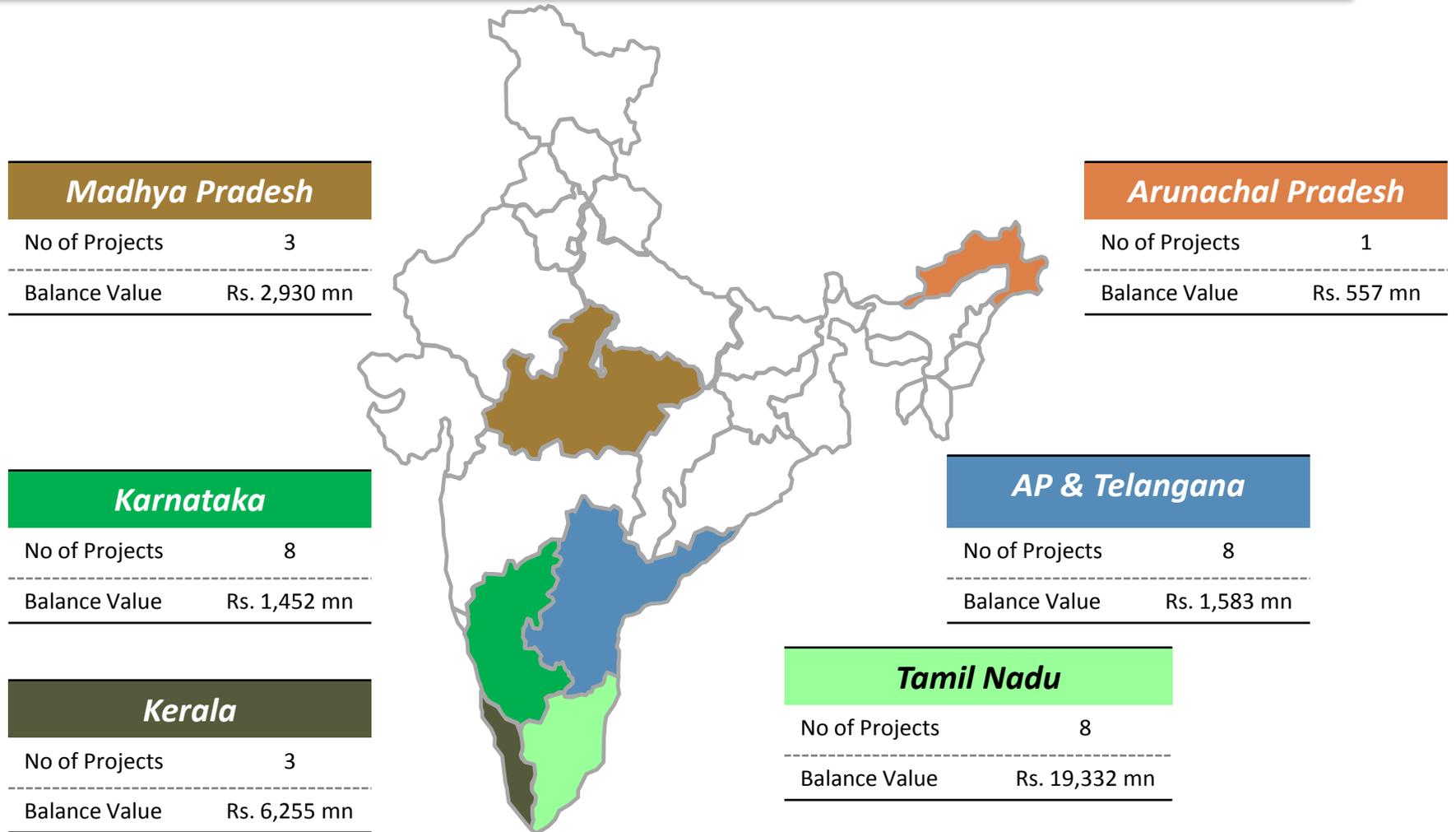
Order-book Highlights

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



* - Government of People's Republic Of Bangladesh

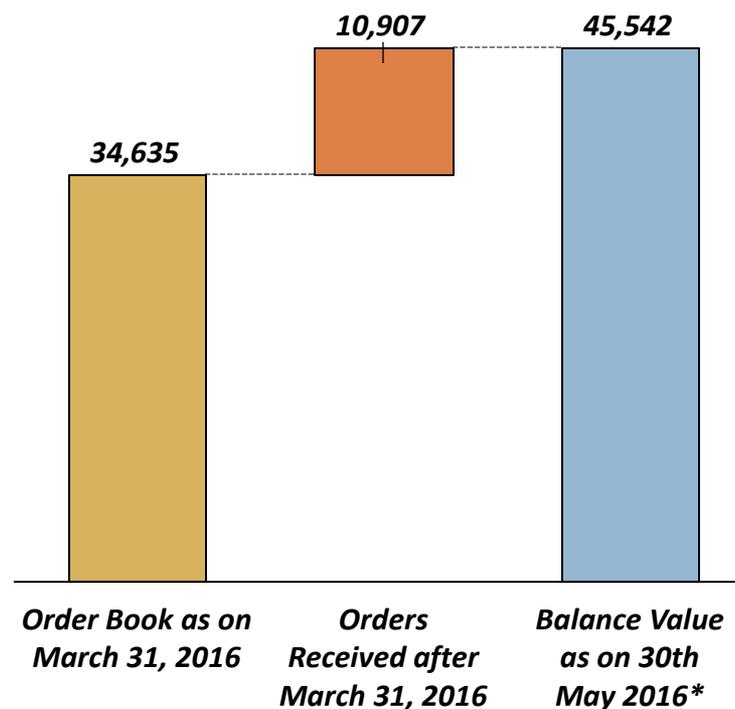
Order-book: State-wise



Recent Order Wins

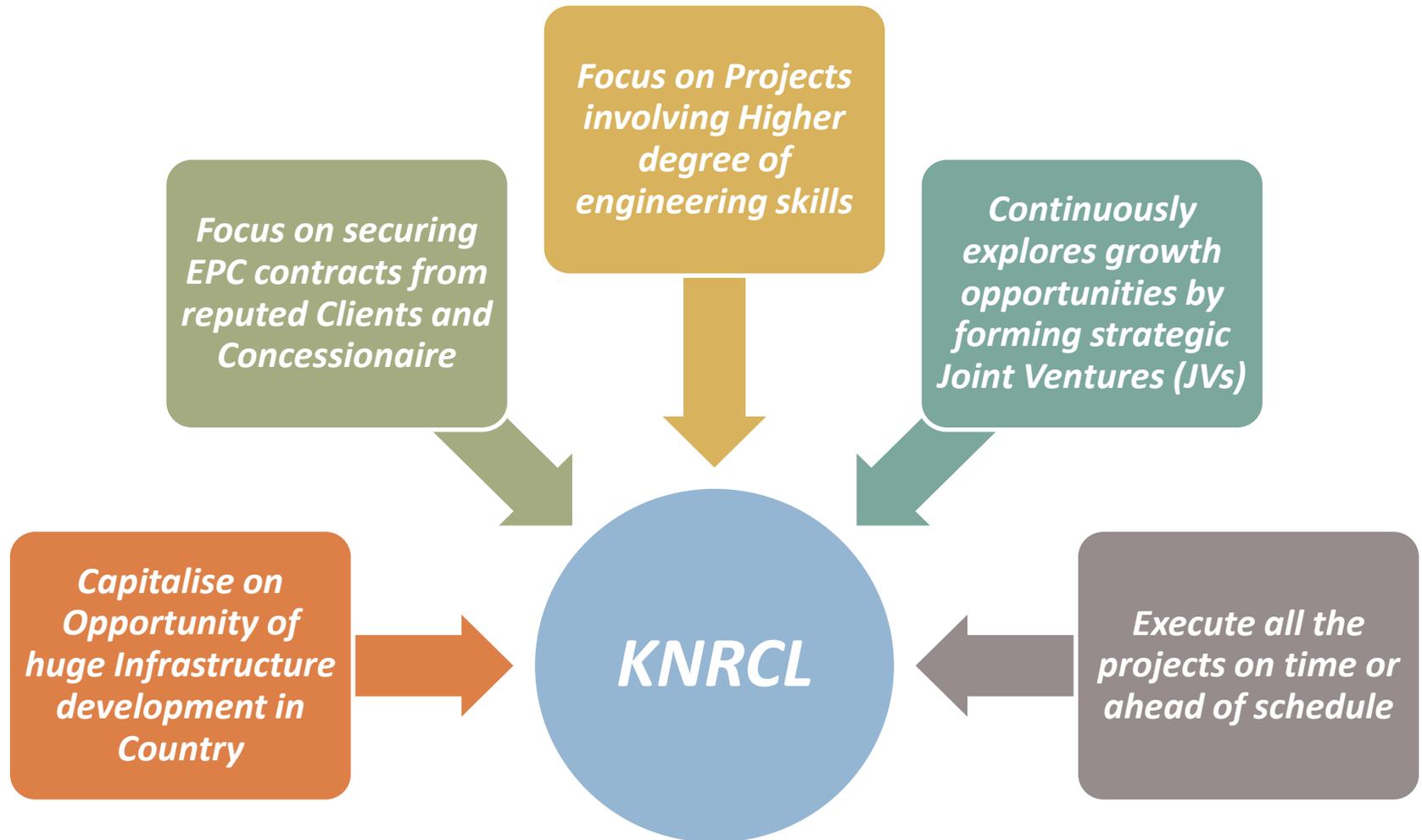
Order-book of Rs. 45,542 million as on 30th May, 2016*

Key Projects	Rs. mln
<i>Formation of Veeranjanya 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)</i>	6,758.41
<i>Rehabilitation and upgradation of NH-209 from Km.123.550 to Km.150.400 of Dindigul-Bangalore Road (Pollachi to Coimbatore Section)</i>	4149.00



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

Business Strategy



Financial Highlights

Consolidated Financial Results

Rs. Million	FY16	FY15	YoY
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%
Tax			
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 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
Total Equity & Liabilities	20,514	20,116	Total Assets	20,514	20,116

Standalone Financial Highlights

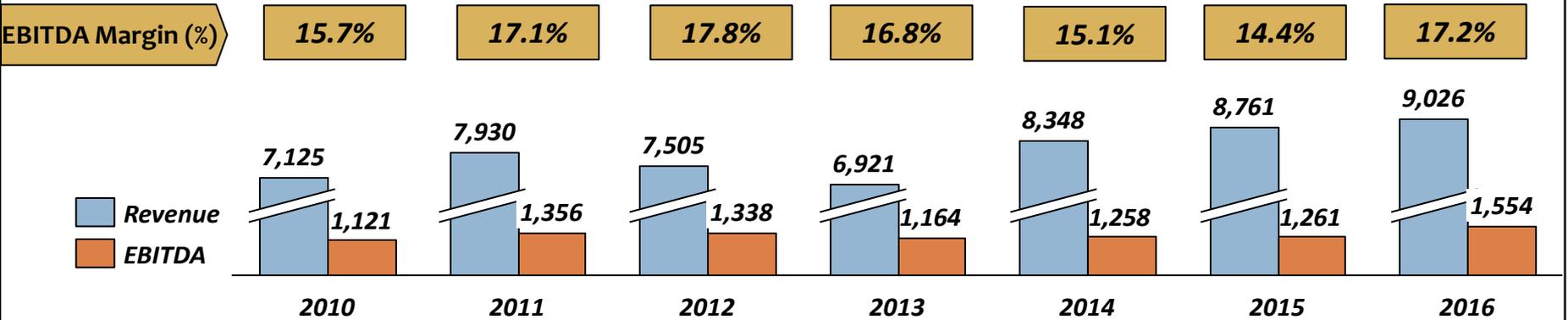
<i>Financial Year</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761	Rs. 9,025
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0	\$136.1
EBITDA	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261	Rs. 1,554
	\$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
EPS	Rs. 17.88	Rs. 20.21	Rs. 18.76	Rs. 18.54	Rs. 21.68	Rs. 25.96	Rs. 57.29
	\$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

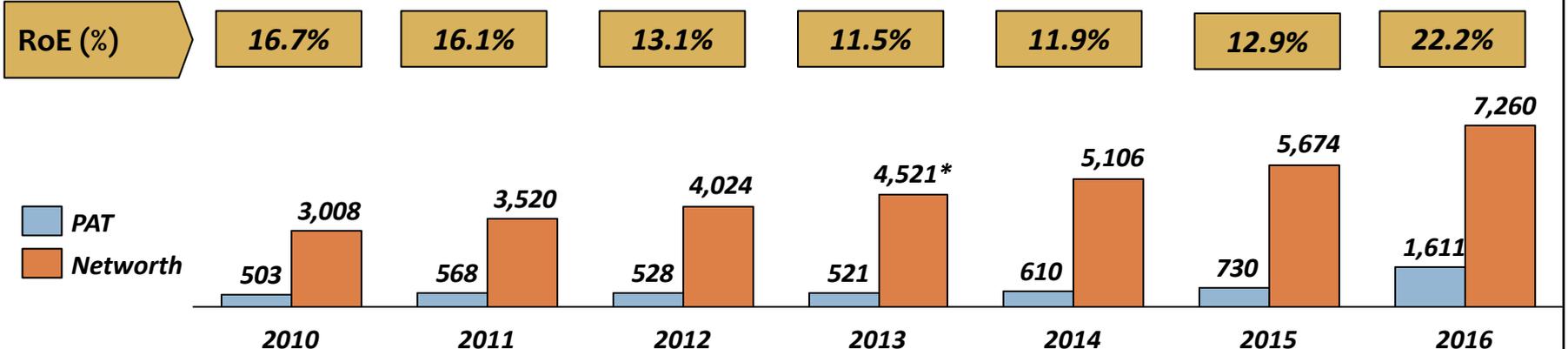
All figures in Rupees million except EPS & Debt to Equity

Standalone Financial Highlights

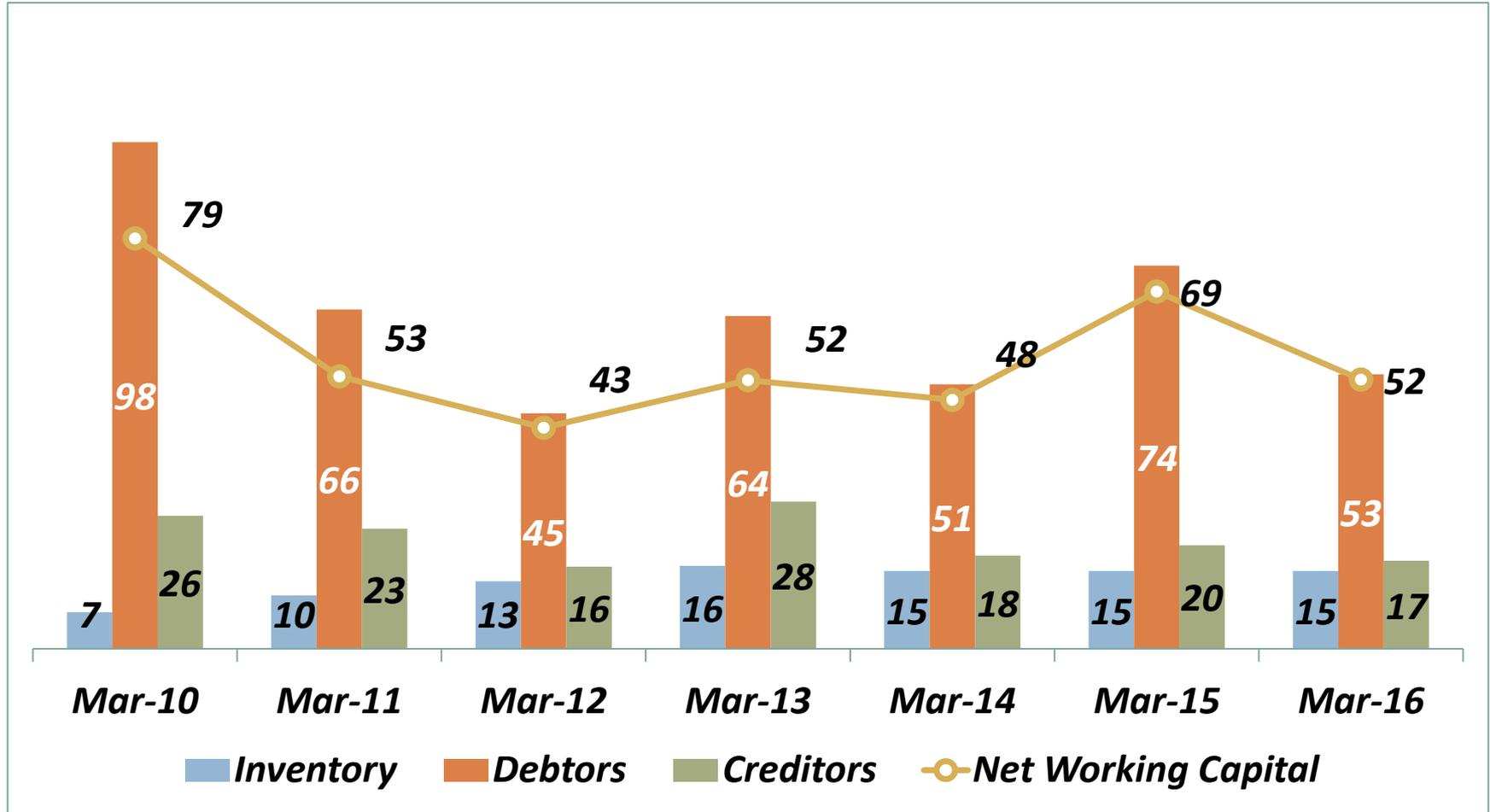
Revenue & EBITDA (Margin %)



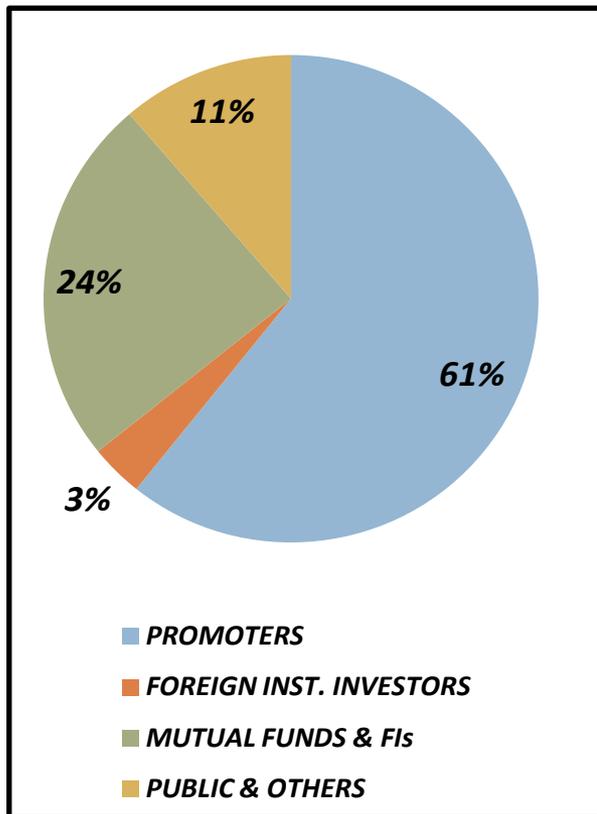
Net Profit & Net Worth (RoE)



Standalone Net Working Capital Days



Shareholding Pattern as on 31st March 2016



<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>	3.76%
<i>ICICI Prudential Mutual Fund</i>	3.04%
<i>L&T Mutual Fund</i>	1.08%
<i>Franklin Mutual Fund</i>	1.87%
Total	18.1%

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



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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