

MAY 2017



KNR Constructions Limited

# Investor Presentation



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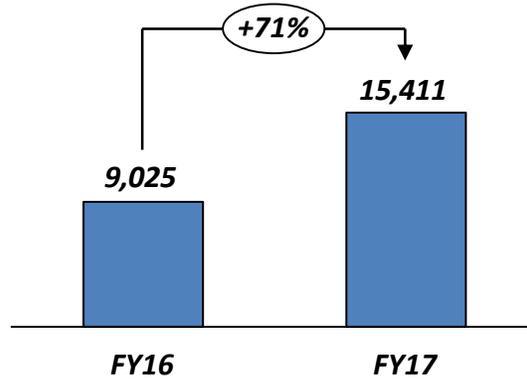
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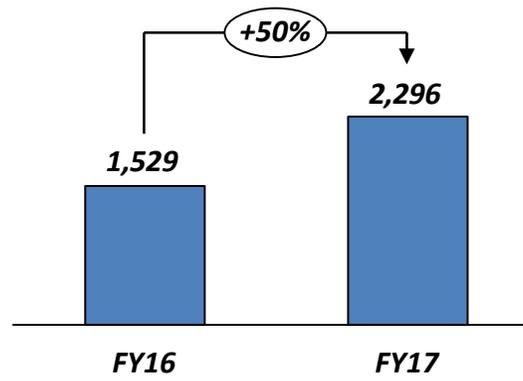
# KEY HIGHLIGHTS & RESULT UPDATE

## Standalone Financial Highlights

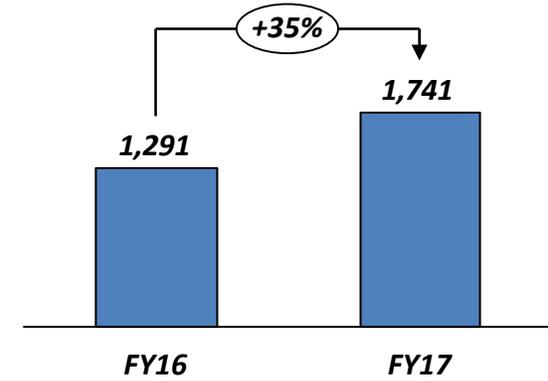
**Revenue (Rs. Million)**



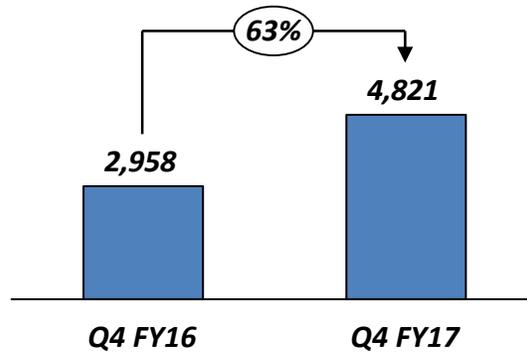
**EBITDA (Rs. Million)**



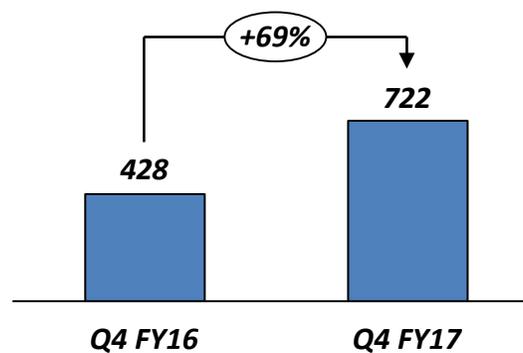
**Adjusted PBT\* (Rs. Million)**



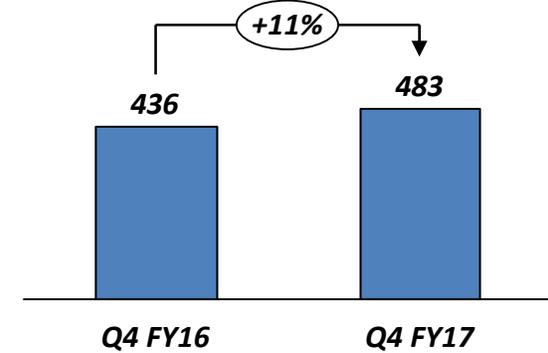
**Revenue (Rs. Million)**



**EBITDA (Rs. Million)**



**PBT (Rs. Million)**



\* Excludes the exceptional item of Rs. 109 million

## Key Updates

### 📍 Signed a share purchase agreement to sell their equity stake in two Road BOT assets

- Company along with Patel Engineering Limited (PEL) signed a share purchase agreement to sell entire equity stake in two Road BOT assets viz. Patel KNR Infrastructure Limited and Patel KNR Heavy Infrastructure Limited to an Essel group company
- Both the assets are operational annuity based BOT assets awarded by NHAI
- The enterprise value of both assets put together for this transaction is ~INR 850 Crores

### 📍 Sub-division of equity shares of the company from 1 share of face value of Rs. 10/- each into 5 equity shares of Rs. 2/- each to improve liquidity

- Issued capital has increased from 2,81,23,460 shares of Face value of Rs. 10 each to 14,06,17,300 shares of Face value of Rs. 2 each

## Standalone Financial Results – Full Year

Rs. Million	FY17	FY16	YoY
Net Sales	15,325.4	8,851.1	73%
Other Operating Income	85.1	174.4	-51%
<b>Total Revenue</b>	<b>15,410.5</b>	<b>9,025.5</b>	<b>71%</b>
Operating Expenses	11,145.1	6,062.9	
Employees Expenses	552.4	431.2	
Other Expenditure	1,417.3	1,002.3	
<b>EBITDA</b>	<b>2,295.80</b>	<b>1,529.03</b>	<b>50%</b>
<b>EBITDA margin</b>	<b>14.9%</b>	<b>16.9%</b>	
Other Income	302.8	317.2	
Depreciation	638.7	422.5	
Interest	219.0	132.4	
Exceptional Item *	108.7	-	
<b>PBT</b>	<b>1632.2</b>	<b>1291.3</b>	<b>26%</b>
<b>Tax</b>			
Current Tax	120.9	164.0	
Prior Period Tax	-0.2	-437.2	
Deferred Tax	-61.0	-46.2	
<b>Profit After Tax</b>	<b>1572.5</b>	<b>1610.7</b>	<b>-2%</b>
<b>PAT margin</b>	<b>10.2%</b>	<b>17.8%</b>	
<b>Adjusted PAT**</b>	<b>1,681.2</b>	<b>1,610.7</b>	<b>4%</b>
<b>Adjusted PAT margin</b>	<b>10.9%</b>	<b>17.8%</b>	

\*During the year, the Company has entered a Share Purchase Agreement for sale of its equity in two BOT annuity projects and correspondingly impairment in value of investment has been provided.

\*\* Adjusted PAT = PAT + Exceptional Items

## Standalone Financial Results – Q4

Rs. Million	Q4 FY17	Q4 FY16	YoY
Net Sales	4,851.1	2,943.2	65%
Other Operating Income	-30.1	15.2	-299%
<b>Total Revenue</b>	<b>4,821.0</b>	<b>2,958.4</b>	<b>63%</b>
Operating Expenses	3,485.6	2,029.5	
Employees Expenses	145.6	114.7	
Other Expenditure	467.7	385.8	
<b>EBITDA</b>	<b>722.2</b>	<b>428.5</b>	<b>69%</b>
<b>EBITDA margin</b>	<b>15.0%</b>	<b>14.5%</b>	
Other Income	9.8	156.4	
Depreciation	194.9	107.6	
Interest	54.2	41.5	
<b>PBT</b>	<b>483.0</b>	<b>435.7</b>	<b>11%</b>
<b>Tax</b>			
Current Tax	48.6	61.8	
Prior Period Tax	-	-181.8	
Deferred Tax	-89.9	-18.1	
<b>Profit After Tax</b>	<b>524.3</b>	<b>573.9</b>	<b>-9%</b>
<b>PAT margin</b>	<b>10.9%</b>	<b>19.4%</b>	

## Standalone Balance Sheet

Rs. Millions	Mar-17	Mar-16
<b>NON-CURRENT ASSETS</b>	<b>9,567</b>	<b>7,222</b>
Fixed Assets		
Property, plant and equipment	2,607	1,762
Capital work-in-progress	15	59
Other Intangible assets	615	647
Financial Assets		
Investments	4,663	3,363
Loans & Other Receivables	170	302
Deferred tax assets (net)	432	374
Other non-current assets	275	249
Income tax (net)	789	466
<b>CURRENT ASSETS</b>	<b>6,612</b>	<b>5,364</b>
Inventories	574	354
Financial Assets		
Investments	688	489
Trade receivables	1,640	1,294
Cash and cash equivalents	246	161
Loans & Other Receivables	1,633	934
Current Tax Assets (Net)	47	414
Other current assets	1,784	1,718
<b>TOTAL ASSETS</b>	<b>16,179</b>	<b>12,586</b>

Rs. Millions	Mar-17	Mar-16
<b>EQUITY</b>	<b>8,955</b>	<b>7,377</b>
Equity Share capital	281	281
Other equity	8,674	7,096
<b>NON - CURRENT LIABILITIES</b>	<b>1,617</b>	<b>1,180</b>
Financial liabilities		
Borrowings	1,303	855
Trade Payables	83	83
Other Financial Liabilities	32	33
Provisions	17	23
Other Non-Current Liabilities	182	186
<b>CURRENT LIABILITES</b>	<b>5,607</b>	<b>4,029</b>
Financial liabilities		
Borrowings	-	270
Trade Payables	1,344	1,038
Other Financial Liabilities	1,785	1,621
Other Current Liabilities	2,351	988
Provisions	128	112
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>16,179</b>	<b>12,586</b>

**Long Term Bank Loan Facilities are rated as A+ and Short Term Bank Loan Facilities are rated as A1 by India Ratings**



# 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 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 Completed\* & 1 Toll based project completed

1 Toll based Project partial Operational

### 📍 Strong EPC Order-book

Rs. 37,689 mn as on 31<sup>st</sup> March, 2017 comprising of Rs. 32,085 mn in Roads sector, Rs. 5,571 mn in Irrigation and Rs. 33 mn in others

*\* Company along with PEL signed a share purchase agreement to sell entire equity stake in two Road BOT assets to an Essel group company.*



#### VISION

📍 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

## Transformation

**1995**

Incorporated & Commenced EPC Business

**2006**

1st BOT Project in Karnataka worth Rs. 4,420 mn; Entry into Urban water Infrastructure with contract in Bangalore

**2007**

2nd BOT project worth Rs.5,920mn in Telangana

**2008**

IPO & Listed on BSE and NSE

**2010**

Received single biggest work order value of Rs. 8,250 mn from Sadbhav Engineering Ltd for construction of Bijapur Hungund Road project

**2012**

Early completion of Biggest Road Project – Bijapur Hungund Section of Rs. 8,250 mn - 11 months ahead of schedule

**2013**

3rd BOT Toll project worth Rs.9,005 mn in Kerala

**2015**

2/4 laning 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

**2016**

Crossed Revenue of Rs. 10,000 mn on Standalone Basis

## 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. 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

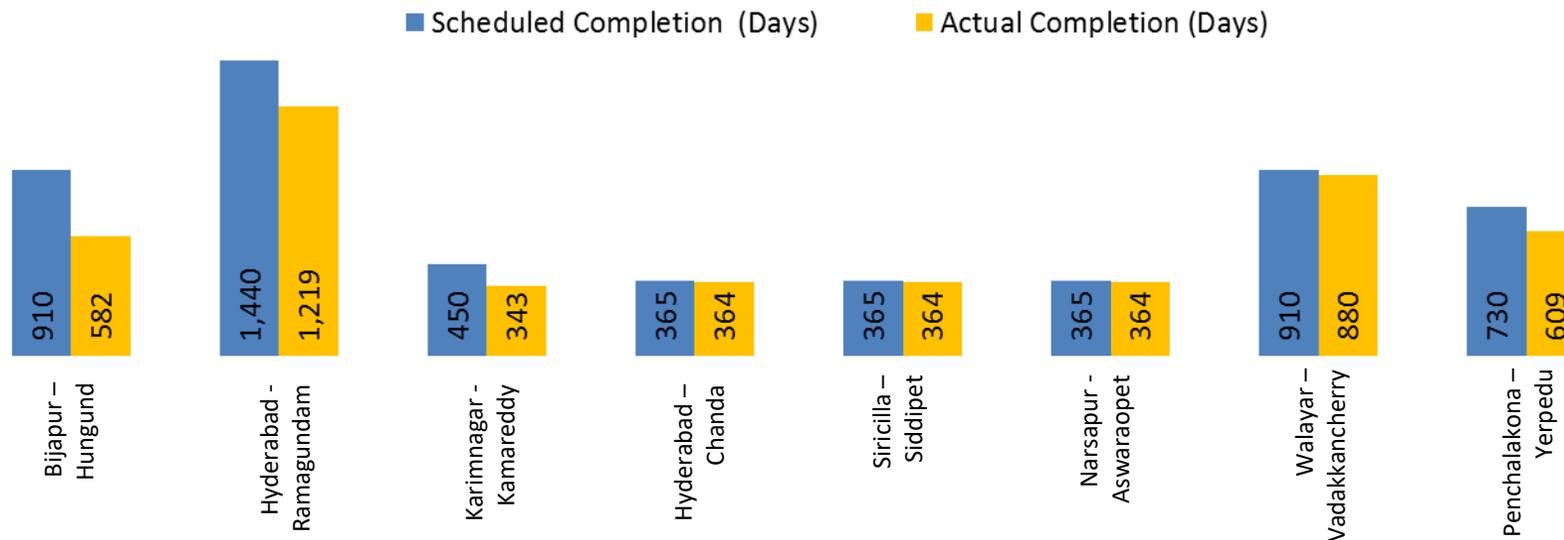
## Project Execution

📍 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



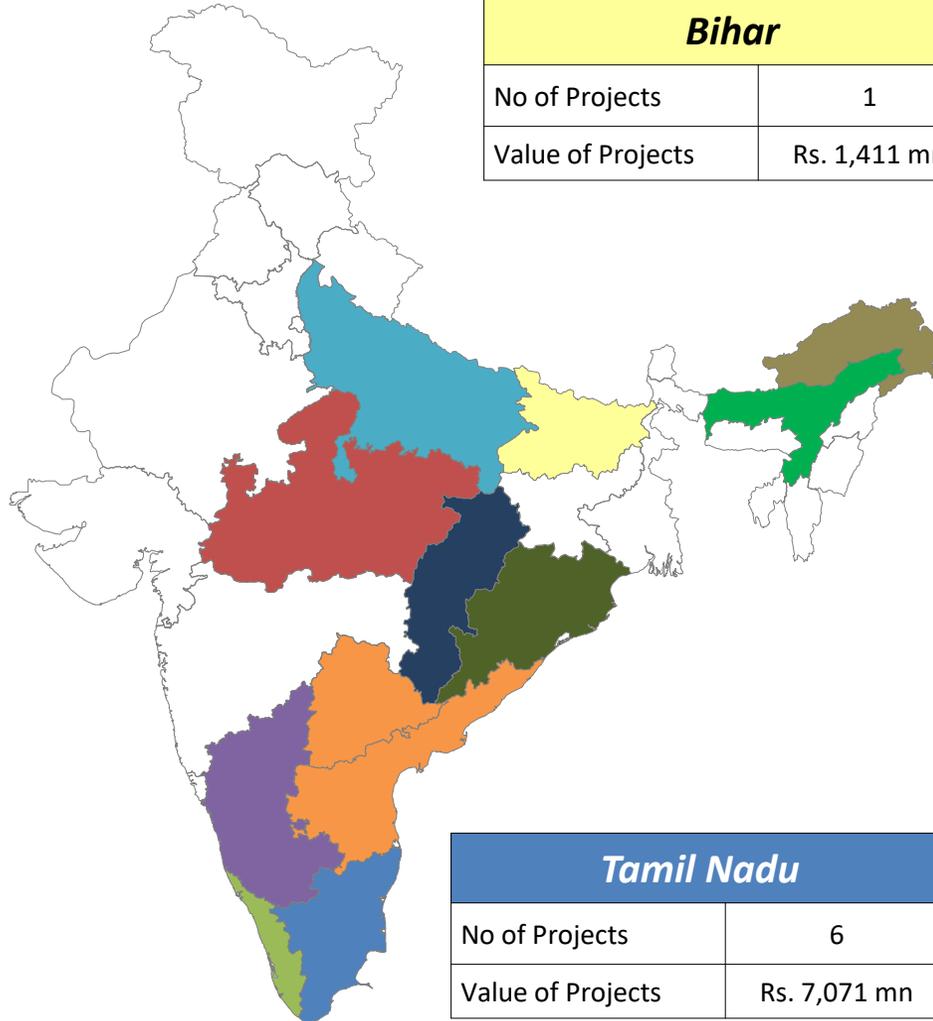
# Pan India Project Execution\* Capability

<b>Uttar Pradesh</b>	
No of Projects	4
Value of Projects	Rs. 1,704 mn

<b>Madhya Pradesh</b>	
No of Projects	5
Value of Projects	Rs. 7,941 mn

<b>Karnataka</b>	
No of Projects	14
Value of Projects	Rs. 21,084 mn

<b>Kerala</b>	
No of Projects	3
Value of Projects	Rs. 7,905 mn



<b>Bihar</b>	
No of Projects	1
Value of Projects	Rs. 1,411 mn

<b>Arunachal Pradesh</b>	
No of Projects	1
Value of Projects	Rs. 920 mn

<b>Assam</b>	
No of Projects	2
Value of Projects	Rs. 1,913 mn

<b>Chhattisgarh</b>	
No of Projects	1
Value of Projects	Rs. 264 mn

<b>Orrisa</b>	
No of Projects	1
Value of Projects	Rs. 2,313 mn

<b>Tamil Nadu</b>	
No of Projects	6
Value of Projects	Rs. 7,071 mn

<b>AP &amp; Telangana</b>	
No of Projects	8
Value of Projects	Rs. 15,771 mn

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 Kadatal (KM 278.00) of Nagpur –Hyderabad Section on NH-7 in the State of Telangana

### In-house Construction Equipment

Sl. No.	Name Of The Machinery	Qty
1	Tippers & Tankers	664
2	Excavators	171
3	Compactors	79
4	Concrete Mixers And Pumps	94
5	Loaders	43
6	Pavers	34
7	Crushers	14
8	Graders	36
9	Tractors	31
10	Cranes	34
11	Trailers	14
12	Rollers	20
13	Batching Plants	29
14	Hot Mix Plants	8
15	Drillers & Breakers	44
16	Dozers	13
17	Wet Mix Plants & Drum Mix Plants	14
18	Generators	122
19	Spayers & Sweeping Machines	11
20	Weigh Bridges	21
21	Curblaying Machine	5
22	Compressors	11
23	Transformers & Light Soures	22

**Gross Block of Plant & Machinery \* Rs 5,893.7mn**

\* as at 31.03.2017



**250 TPH Nawa Crushing Plant**

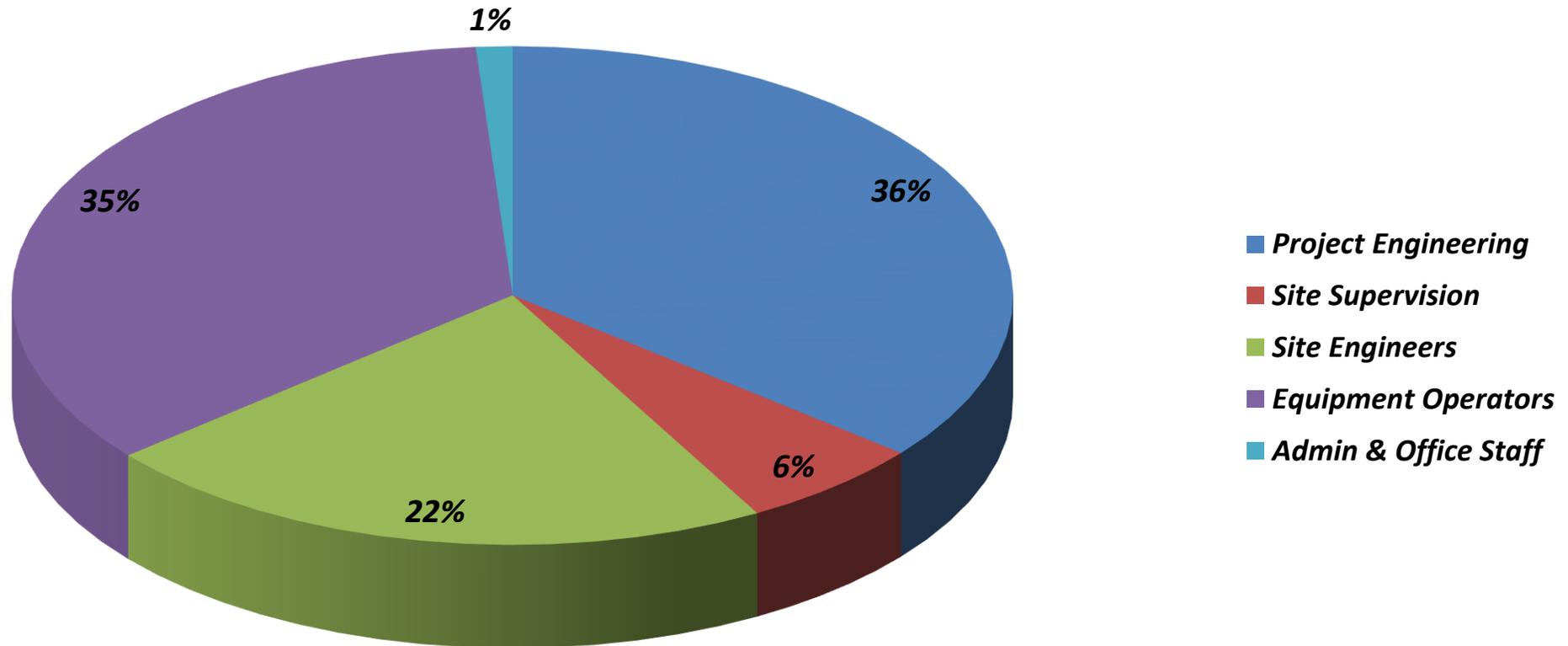


**240 TPH D & G Hot Mix Plant**



### 3 IN-HOUSE TEAM OF 1,017 QUALIFIED AND EXPERIENCED EMPLOYEES LED BY PROVEN MANAGEMENT TEAM

#### In-house Execution Team



## Reputed Clientele



National Highways Authority of India (NHAI)



Andhra Pradesh Road Development Corporation (APRDC)



Ministry of Road Transport & Highways (MoRTH)



Hyderabad Growth Corridor Limited (HGCL)



Karnataka State Highway Improvement Project (KSHIP)



Karnataka Road Development Corporation (KRDCL)



Madhya Pradesh Road Development Corporation Limited (MPRDCL)



Bruhat Bangalore Mahanagara Palike (BBMP)



Uttar Pradesh State Highways Authority (UPSHA)



NMDC Limited



A.P. Irrigation (Government of Andhra Pradesh)



GMR Projects Private Limited



Engineers India Limited (Government of India Undertaking)



Sadbhav Engineering Limited



Public Works Department (Government of Arunachal Pradesh)



Oriental Structural Engineers Pvt. Ltd.



# BOT PORTFOLIO

## BOT Portfolio – Annuity Projects

	Particulars	Patel KNR Infrastructures limited (PKIL)^	Patel KNR Heavy Infrastructures Limited (PKHIL)^
<b>Project Details</b>	Stake	40%	40%
	Project Type	Road-Annuity	Road-Annuity
	State	Karnataka	Telangana
	JV Partner	PEL	PEIL
	Client	NHAI	NHAI
	Length(KM)	60.00	53.00
<b>Terms</b>	Concession Start Date	26 <sup>th</sup> March 2007	2 <sup>nd</sup> March 2008
	Concession Period	20 Years	20 Years
	COD	21 <sup>st</sup> December 2009	11 <sup>th</sup> June 2010
<b>Financials</b>	Project Cost	Rs. 4,420.0 mn	Rs. 5,920.0 mn
	Equity (31.03.2017)	Rs.370 .00 mn	Rs.496.70 mn
	Debt (31.03.2017)	Rs.2,958.10 mn	Rs.4,390.00 mn
	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. 4,090 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.

^ Company along with PEL signed a share purchase agreement to sell entire equity stake in the two Road BOT assets to an Essel group company.

## BOT Portfolio – Toll Projects

	Particulars	KNR Walayar Tollways Private Limited	KNR Muzaffarpur Barauni Tollway Private Limited
<b>Project Details</b>	Stake	100%	51%
	Project Type	Road-Toll	Road-Toll
	State	Kerala	Bihar
	JV Partner	-	JKM Infra Project Ltd
	Client	NHAI	NHAI
	No of Lanes	Two to Four	Two
	Length(KM)	54	108
<b>Terms</b>	Concession Start Date	18th May 2013	8th July 2012
	Concession Period	20 Years	21 Years
	Scheduled COD	15th Nov. 2015	9th July 2014
	Actual Scheduled COD	31st Oct. 2015	3rd June 2016
	Revenue Sharing	Grant	Premium
<b>Financials</b>	Project Cost	Rs. 9,005.10 mn	Rs. 3,596.8 mn / (Revised: Rs. 4,588.6 mn)
	Equity (31.03.2017)	Rs. 3,974.10 mn*	Rs. 1,408.60 mn
	Debt (31.03.2017)	Rs. 2,115.00 mn	Rs. 3,360.73 mn**
	Status	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
	Toll Revenue –FY17	Rs. 287.2 mn in FY16 and Rs. 415.48 mn in FY17	Rs. 189.86 mn in FY17

\* incl. additional quasi equity of Rs. 2,615.0 mn towards repayment of loans \*\* incl. short term loan from Bank

## 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**

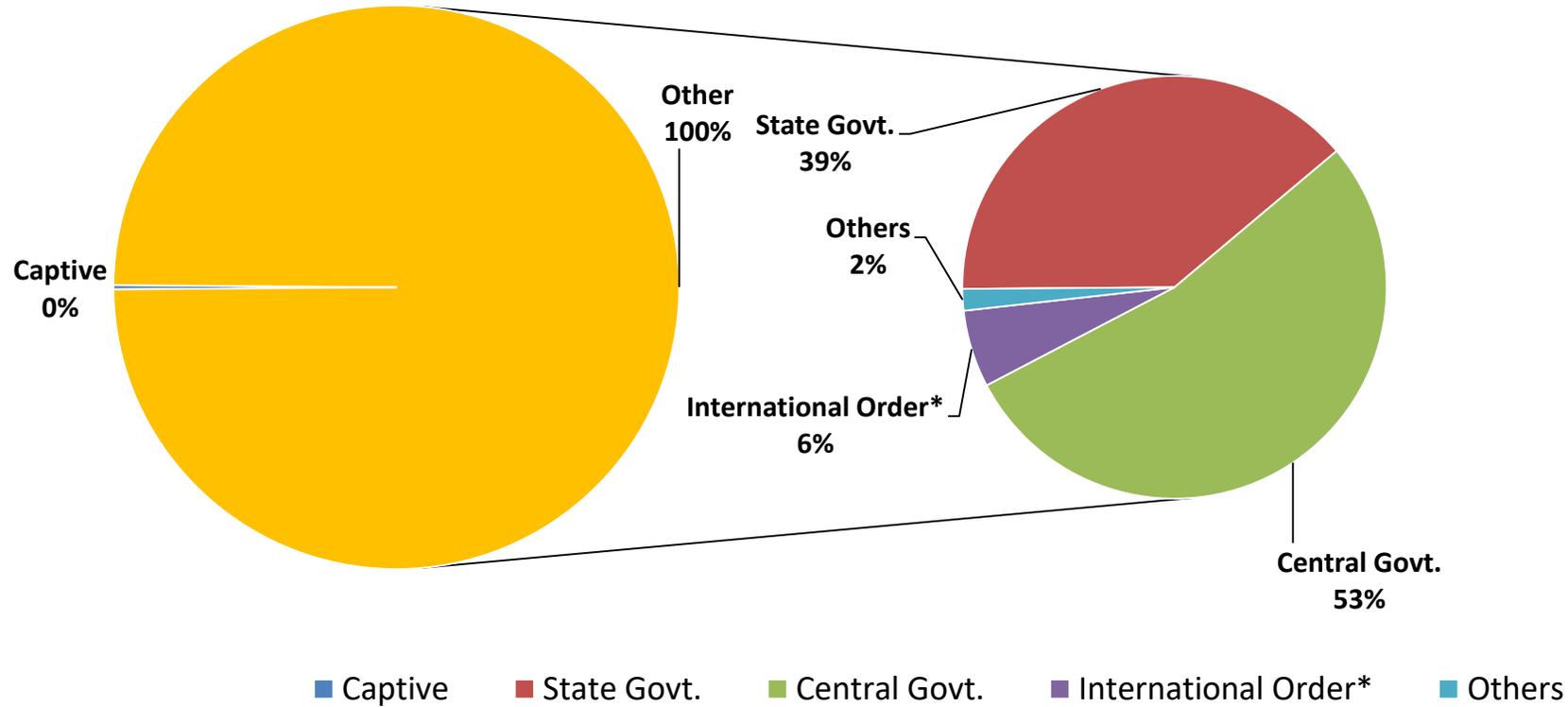
## Muzaffarpur - Barauni Project

- 📍 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



# ORDER BOOK & BUSINESS STRATEGY

## Order-book Break-up

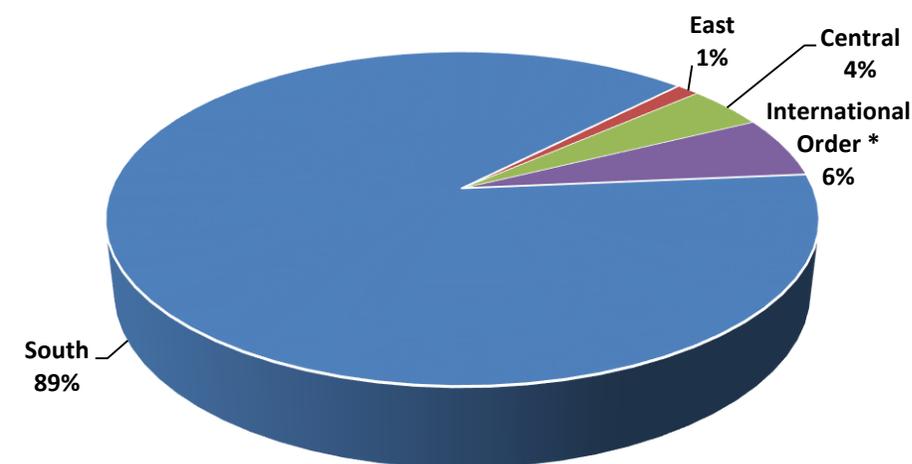
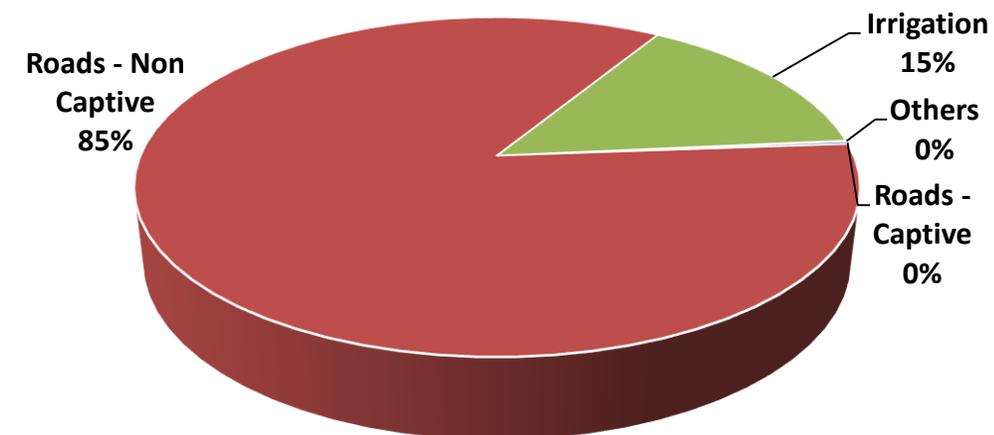


**ORDER BOOK OF RS. 37,689 MILLION AS ON 31ST MARCH 2017**

\* - Government of People's Republic Of Bangladesh

## Order-book Highlights

Key Projects	Rs. mln
Hubli – Hospet Section of NH - 63	6,674
Madurai -Ramanathpuram Section of NH-49	4,831
Thiruvananthapuram Bypass	4,222
Rehabilitation and upgradation of Dindigul-Bangalore Road (Pollachi to Coimbatore Section)	3,960
Construction of Two Tier Flyover in Salam City	2,469
<b>Top 5 Road Projects</b>	<b>22,156</b>
Other Road Projects	9,929
<b>Irrigation Projects</b>	<b>5,571</b>
<b>Other Projects</b>	<b>33</b>
<b>Total</b>	<b>37,689</b>
<b>Order Completion</b>	<b>49.8%</b>



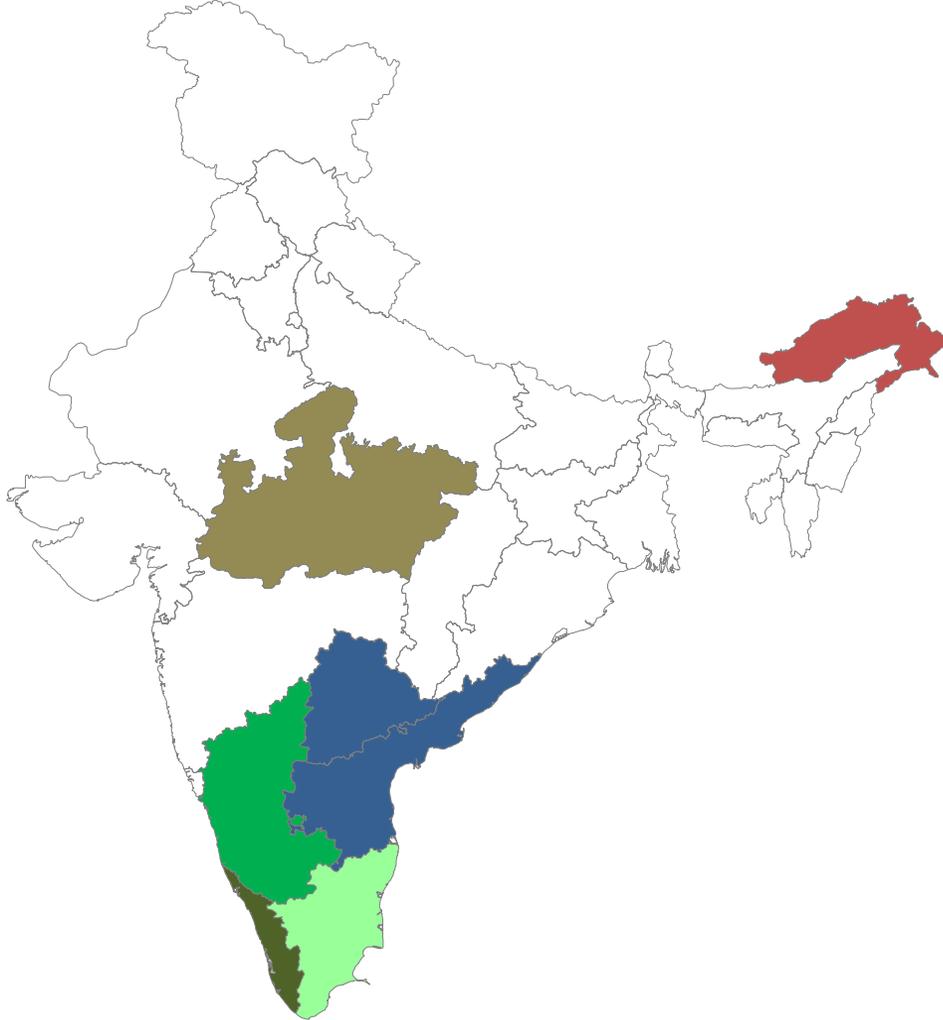
\* - Government of People's Republic Of Bangladesh

## Order-book: State-wise

<b>Madhya Pradesh</b>	
No of Projects	3
Balance Value	Rs. 1,569 mn

<b>Karnataka</b>	
No of Projects	9
Balance Value	Rs. 7,476 mn

<b>Kerala</b>	
No of Projects	4
Balance Value	Rs. 4,311 mn



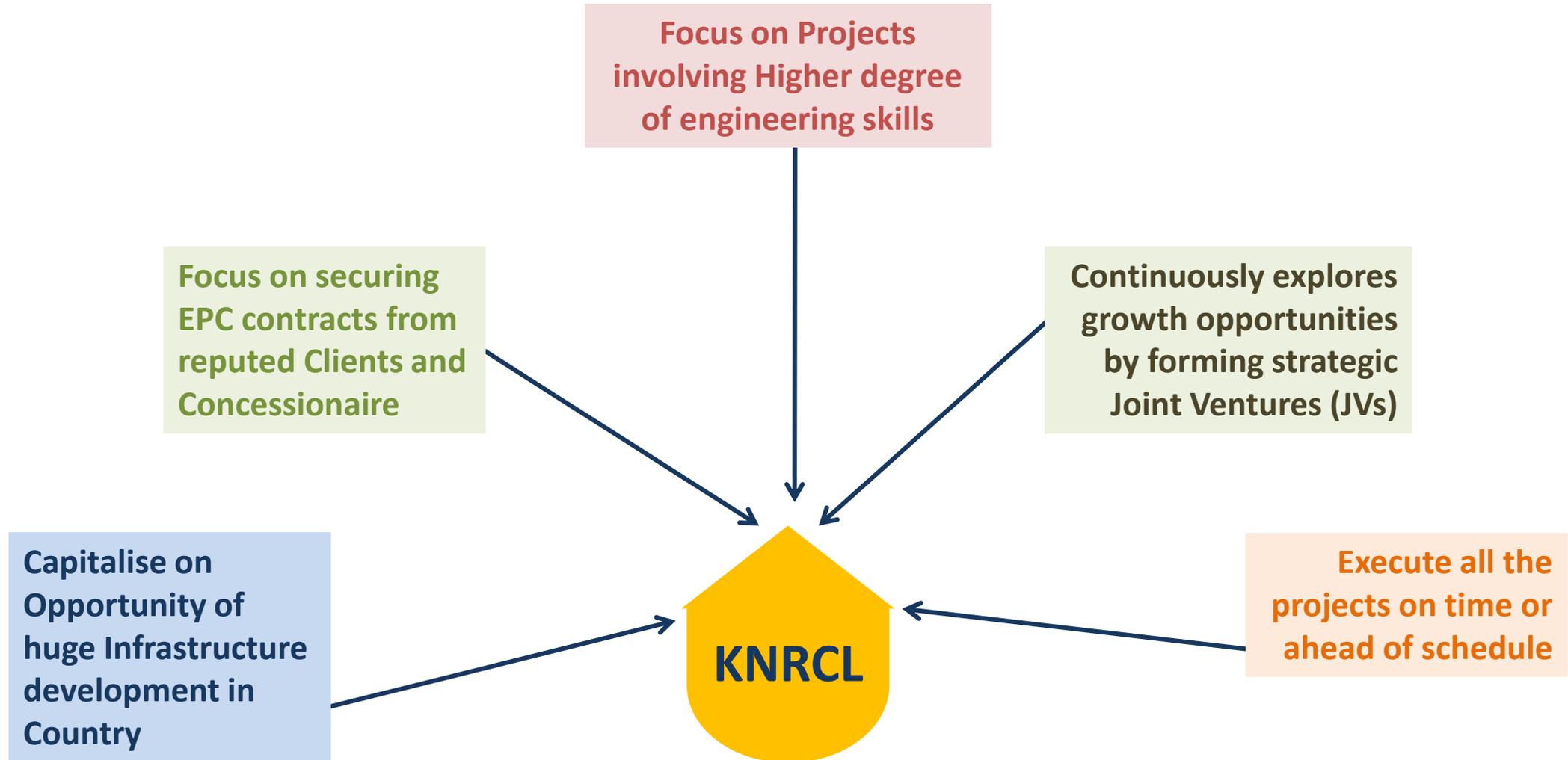
<b>Arunachal Pradesh</b>	
No of Projects	1
Balance Value	Rs. 464 mn

<b>AP &amp; Telangana</b>	
No of Projects	11
Balance Value	Rs. 6,040 mn

<b>Tamil Nadu</b>	
No of Projects	9
Balance Value	Rs. 15,600 mn

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

# Business Strategy





# FINANCIAL HIGHLIGHTS

## Consolidated Financial Results

Rs. Million	FY17	FY16	YoY
<b>Total Revenue</b>	<b>16,796</b>	<b>11,917</b>	<b>41%</b>
Operating Expenses	11,893	8,554	
Employees Expenses	586	463	
Other Expenditure	1,678	1,183	
<b>EBITDA</b>	<b>2,640</b>	<b>1,718</b>	<b>54%</b>
<b>EBITDA margin</b>	<b>15.7%</b>	<b>14.4%</b>	
Other Income	330	430	
Depreciation	1,156	709	
Interest	727	570	
Exceptional Item	109 *	-	
Share of Profit / (loss) of associates	80	33	
<b>PBT</b>	<b>1,057</b>	<b>902</b>	<b>17%</b>
<b>Tax</b>			
Current Tax	131	238	
Prior Period Tax	-	-411	
Deferred Tax	-61	-46	
<b>Profit After Tax</b>	<b>987</b>	<b>1,121</b>	<b>-12%</b>
<b>PAT margin</b>	<b>5.9%</b>	<b>9.4%</b>	

\*During the year, the Company has entered a Share Purchase Agreement for sale of its equity in two BOT annuity projects and correspondingly impairment in value of investment has been provided.

## Consolidated Balance sheet

ASSETS (Rs. Millions)	Mar-17	Mar-16
<b>NON-CURRENT ASSETS</b>	<b>15,060</b>	<b>13,843</b>
(a) Property, plant & equipment	2,631	1,807
(b) Capital work-in-progress	27	71
(c) Investment property	645	706
(d) Other Intangible assets	9,009	5,571
(e) Intangible assets under development	886	4,216
(f) Financial assets		
(i) Investments in Associates	103	103
(ii) Other Financial Assets	139	226
(g) Deferred Tax Asset	443	381
(h) Non current tax assets (Net)	858	466
(i) Other Non - current assets	320	295
<b>CURRENT ASSETS</b>	<b>7,362</b>	<b>6,013</b>
(a) Inventories	805	618
(b) Financial Assets		
(i) Investments in Associates held for sale	178	-
(ii) Other Investments	454	249
(iii) Trade receivables	1,817	1,346
(iv) Cash and cash equivalents	336	440
(v) Bank balances, other than (iii) above	2	13
(vi) Loans	318	88
(vii) Other Financial Assets	1,325	791
(c) Current tax assets (net)	117	457
(d) Other current assets	2,010	2,012
<b>Total Assets</b>	<b>22,422</b>	<b>19,856</b>

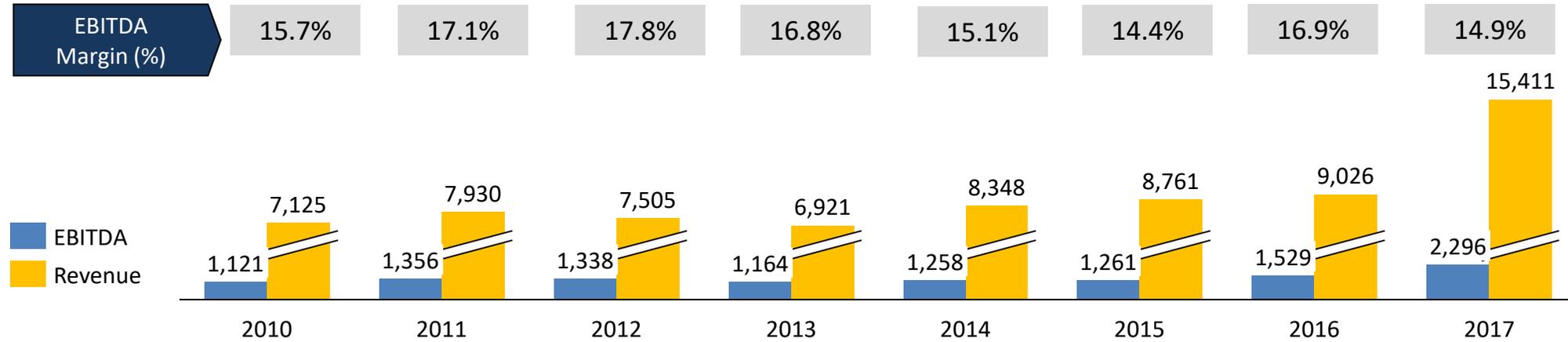
EQUITY AND LIABILITIES (Rs. Millions)	Mar-17	Mar-16
<b>EQUITY</b>	<b>8,785</b>	<b>7,794</b>
(a) Equity Share capital	281	281
(b) Other equity	7,858	6,705
(c) Non-Controlling Interests	646	807
<b>Non-Current Liabilities</b>	<b>7,316</b>	<b>7,291</b>
(a) Financial Liabilities		
(i) Borrowings	6,662	6,990
(ii) Trade Payables	83	83
(iii) Other financial liabilities	328	10
(b) Provisions	60	23
(c) Other Non-Current Liabilities	182	186
<b>Current Liabilities</b>	<b>6,321</b>	<b>4,771</b>
(a) Financial liabilities		
(i) Borrowings	-	270
(ii) Trade Payables	1,646	1,106
(iii) Other Financial Liabilities	2,039	2,119
(b) Provisions	128	112
(b) Current tax liabilities (Net)	1	-
(c) Other current liabilities	2,507	1,164
<b>Total Equity &amp; Liabilities</b>	<b>22,422</b>	<b>19,856</b>

## Standalone Financial Highlights\*

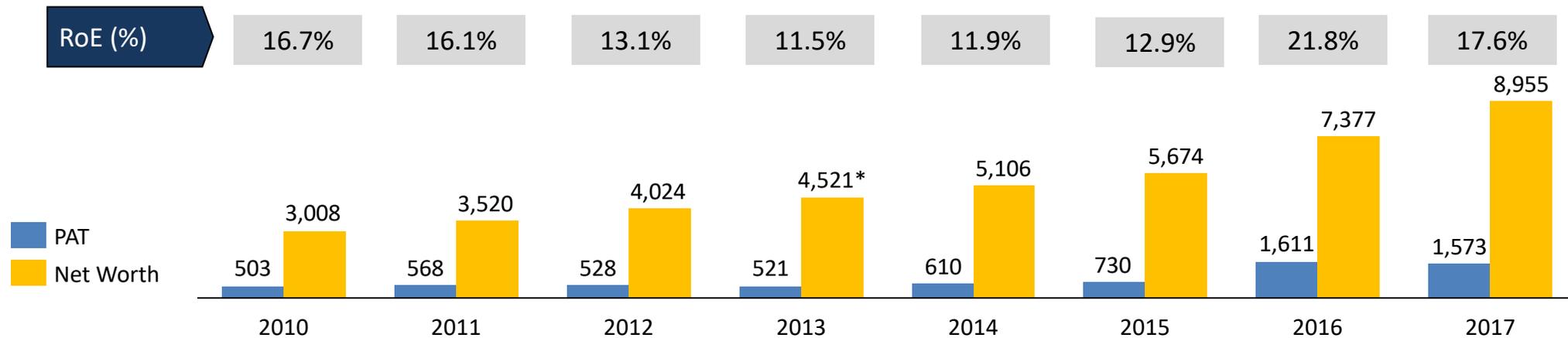
Financial Year	2010	2011	2012	2013	2014	2015	2016 <sup>^</sup>	2017 <sup>^</sup>
<b>Turnover</b>	<b>Rs. 7,125</b>	<b>Rs. 7,930</b>	<b>Rs. 7,505</b>	<b>Rs. 6,921</b>	<b>Rs. 8,348</b>	<b>Rs. 8,761</b>	<b>Rs. 9,025</b>	<b>Rs. 15,411</b>
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0	\$136.1	\$238.3
<b>EBITDA</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. 1,529</b>	<b>Rs. 2,296</b>
	\$18.7	\$22.6	\$22.3	\$19.4	\$20.9	\$20.1	\$23.1	\$35.5
<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. 1,291</b>	<b>Rs. 1,632</b>
	\$13.8	\$14.9	\$13.1	\$11.2	\$11.1	\$11.6	\$19.5	\$25.2
<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>	<b>Rs. 1,573</b>
	\$8.4	\$9.5	\$8.8	\$8.7	\$10.2	\$11.7	\$24.3	\$24.3
<b>EPS</b>	<b>Rs. 3.58</b>	<b>Rs. 4.04</b>	<b>Rs. 3.75</b>	<b>Rs. 3.71</b>	<b>Rs. 4.34</b>	<b>Rs. 5.19</b>	<b>Rs. 11.45</b>	<b>Rs. 11.18</b>
	\$0.05	\$0.06	\$0.06	\$0.06	\$0.07	\$0.08	\$0.18	\$0.17
<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. 5,837</b>	<b>Rs. 7,377</b>	<b>Rs. 8,955</b>
	\$50.1	\$58.6	\$67.0	\$75.3	\$85.0	\$93.3	\$111.2	\$138.5
<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. 1,125</b>	<b>Rs. 1,303</b>
	\$12.3	\$12.2	\$9.2	\$11.8	\$14.4	\$16.0	\$16.9	\$20.2
<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>	<b>0.14</b>

## Standalone Financial Highlights

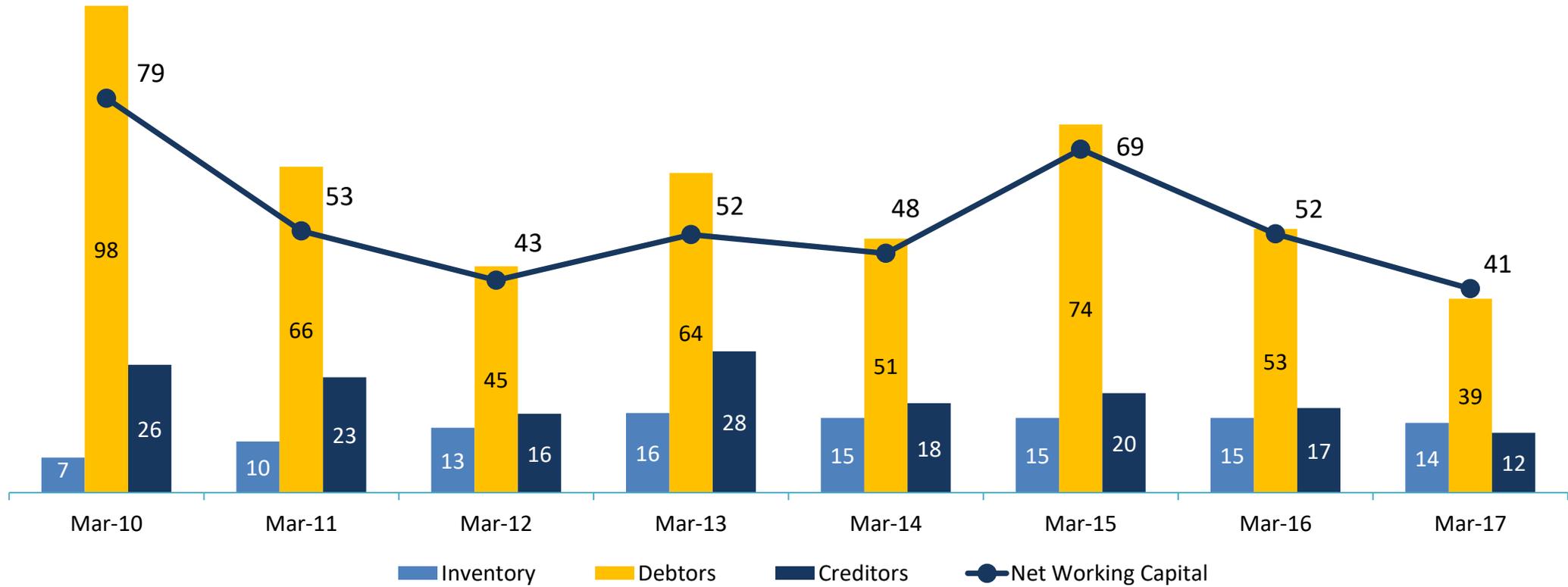
### Revenue & EBITDA (Margin %)



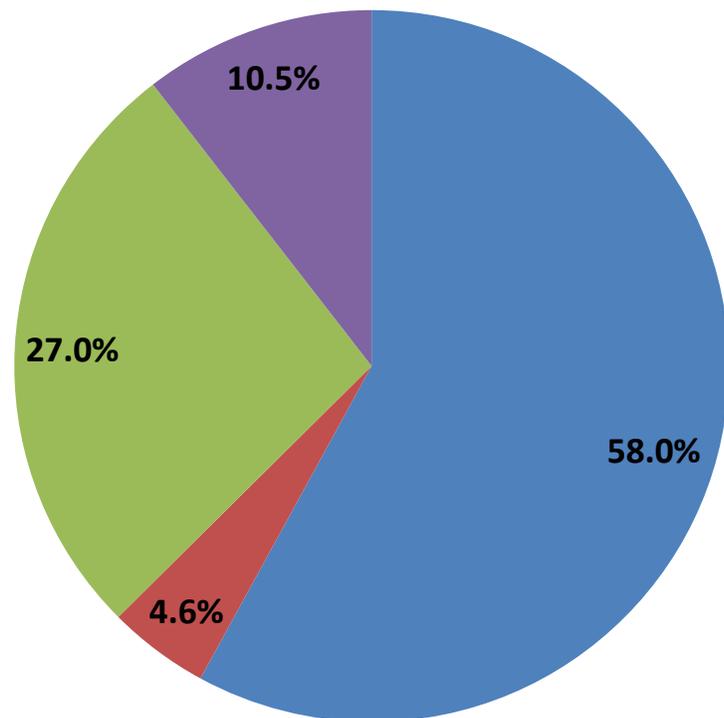
### Net Profit & Net Worth (RoE)



## Standalone Net Working Capital Days



## Shareholding Pattern as on 31<sup>st</sup> March 2017



- **PROMOTERS**
- **FOREIGN INST. INVESTORS**
- **MUTUAL FUNDS & FIs**
- **PUBLIC & OTHERS**

### Shareholders Holding more than 1% of the Equity (Other than Promoters)

	<b>% to Equity</b>
HDFC Mutual Fund	8.35%
Tata Mutual Fund	3.76%
Copthall Marutius Investment Limited	3.11%
ICICI Mutual Fund	3.04%
Franklin Mutual Fund	1.80%
DSP Blackrock India T.I.G.E.R. Fund	1.05%

<b>Total</b>	<b>21.11%</b>
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## Other Businesses

- 📍 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

**Irrigation & Water Management Projects  
And  
Urban Water Infrastructure Management**



# PROJECT GALLERY

## Completed Projects

KNR Walayar Toll Road



Eturunagaram Bridge over river Godavari



## Completed Projects

Walayar Toll plaza



Muzaffarpur-Barauni Road Project



# Under-Construction Projects

Coimbatore Flyover



Coimbatore Flyover



# Under-Construction Projects

## Salem Flyover



## Flyover in Madurai - Ramanathpuram Section



# Equipments

Salem work yard



Tippers on site



# Irrigation Projects

## Palamurru lift Irrigation



## Irrigation Projects

### Palamurru lift Irrigation



For further information, please contact

<b>Company :</b>	<b>Investor Relations Advisors :</b>
<p>KNR Constructions Ltd. CIN: L74210DL1995PLC238364</p> <p>Mr. K. Venkata Ram Rao (GM - Finance &amp; Accounts)</p> <p><a href="mailto:venkatram@knrcl.com">venkatram@knrcl.com</a></p> <p><a href="http://www.knrcl.com">www.knrcl.com</a></p>	<p>Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285</p> <p><b>Mr. Jigar Kavaiya / Mr. Kevin Shah</b></p> <p>+91-9920602034 / +91 9769122099</p> <p><a href="mailto:Jigar.kavaiya@sgapl.net">Jigar.kavaiya@sgapl.net</a> / <a href="mailto:kevin.shah@sgapl.net">kevin.shah@sgapl.net</a></p> <p><a href="http://www.sgapl.net">www.sgapl.net</a></p>