



PNC Infratech Limited

Result Update Presentation

Q1 FY 2017-18



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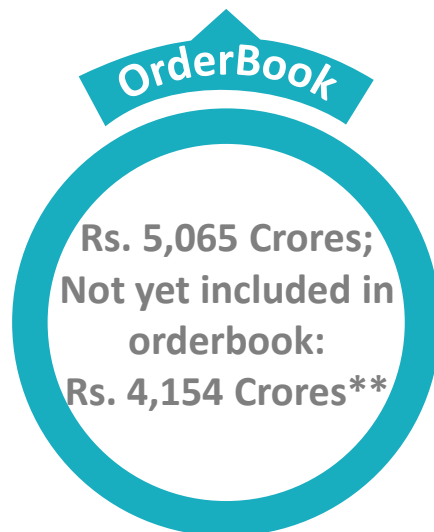
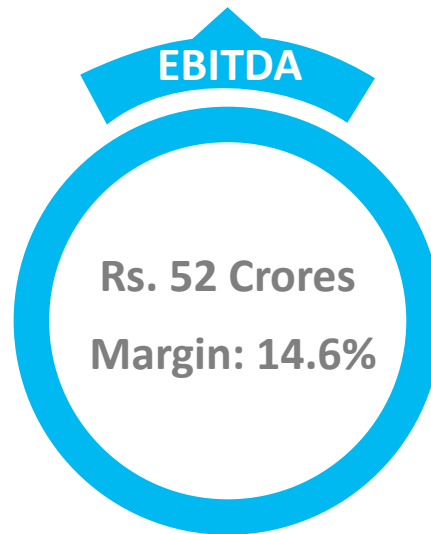
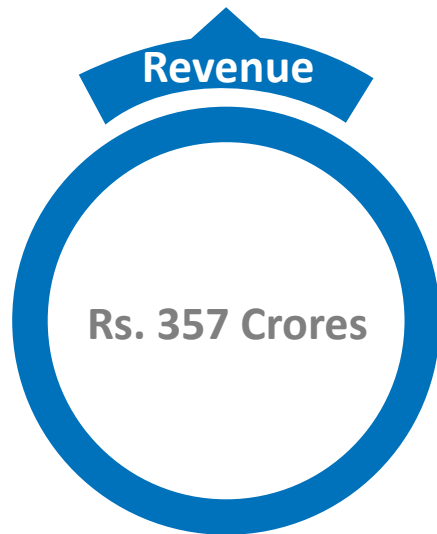
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Key Highlights & Financials

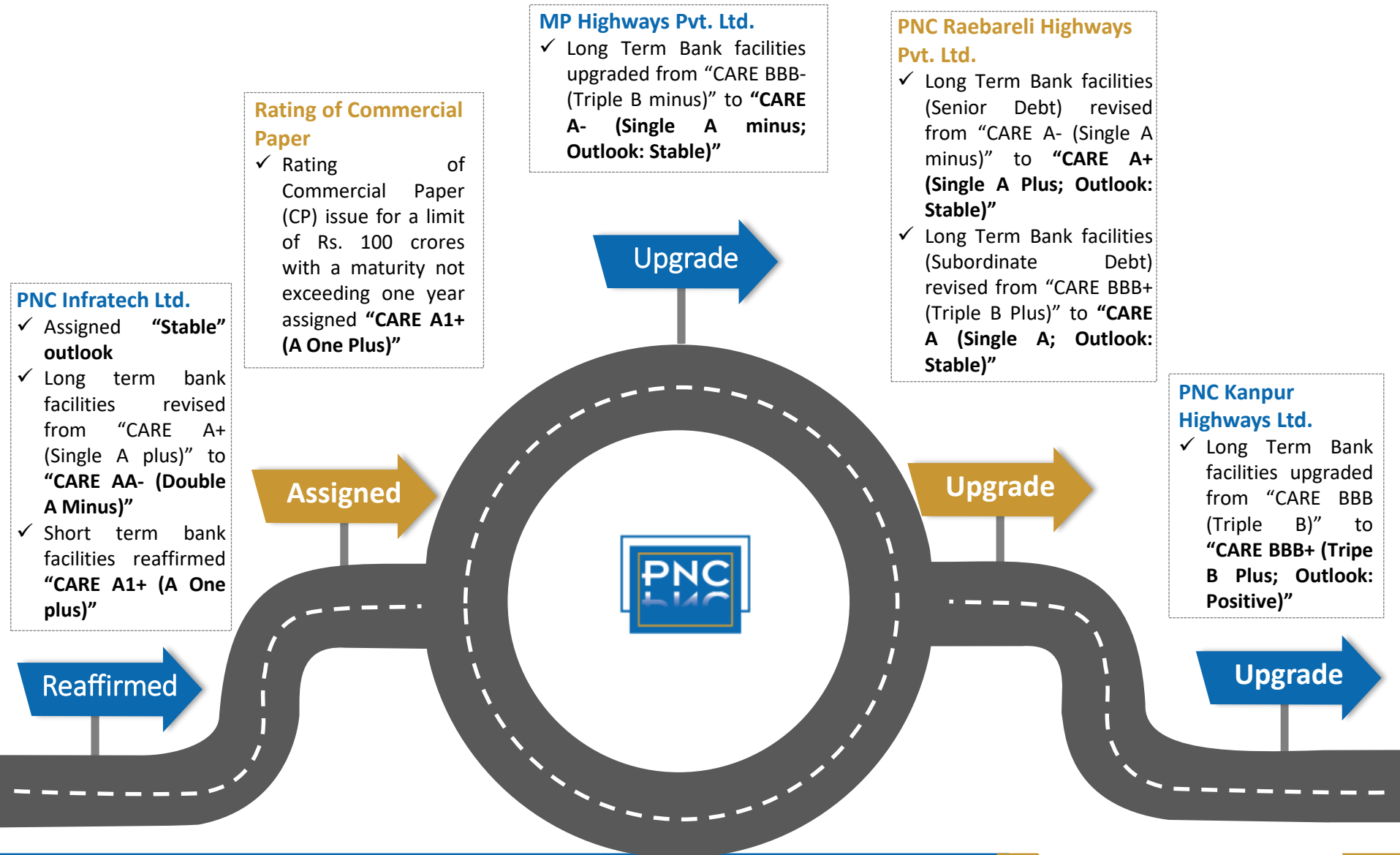
Key Highlights



** Bid Project Cost of recently won 3 HAM projects

* Net Working Capital

Credit Ratings



Recently Won HAM Projects



2 laning with paved shoulders of **Dausa-Lalsot-Kauthun section** of NH-11 A (Extension) in the state of Rajasthan under NHDP IV

Rs. 881
crores

BID PROJECT COST

Rs. 1,310
crores

BID PROJECT COST

4 laning **Jhansi-Khajuraho section** of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III

Rs. 1,410
crores

BID PROJECT COST

4 laning **Jhansi-Khajuraho section** of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III

Rs. 1,434
crores

BID PROJECT COST

6 laning **Chitradurga - Davanagere** including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V

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Order-book Details

Robust Order-book of over Rs. 5,000 crores

- Remaining value of contracts under execution Rs. 5,065 crores as on June 30, 2017.
- ✓ In addition, the company has received LOI for the following projects worth Rs. 4,154 crores which has not been included in the above contract under execution yet
 - 6 laning Chitradurga - Davanagere including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V, on Hybrid Annuity Model for a bid project cost of **Rs. 1,434 crores.**
 - 4 laning **Jhansi-Khajuraho section** of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III, on Hybrid Annuity Model for a bid project cost of **Rs. 1,410 crores**
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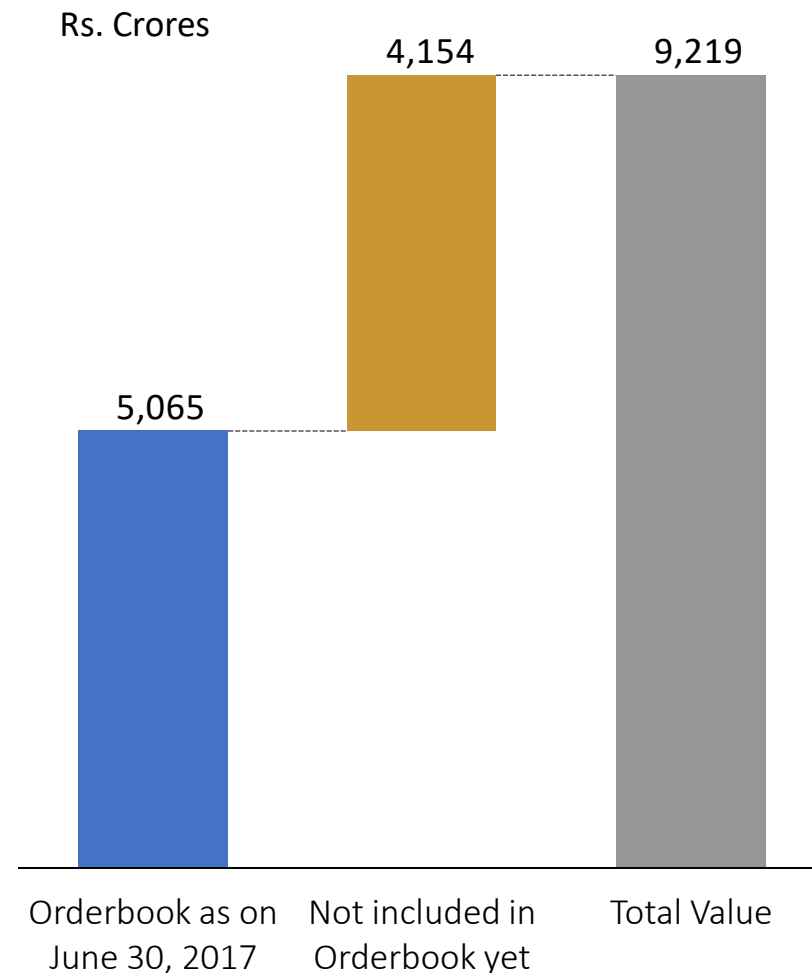
Key EPC Projects Under Construction	Awarding Authority	Remaining Value (Rs. Crores)
Nagina-Kashipur	NHAI	1,156
Varanasi-Gorakhpur	NHAI	810
Dausa-Lalsot	NHAI	655
Aligarh-Moradabad	NHAI	531
Bhojpur-Buxar	NHAI	477
Koilwar-Bhojpur	NHAI	453
Top 6 projects		4,082
Other Projects		983
Total Order Book		5,065
Top 6 projects as % to Total Order Book		80.6%

Road EPC projects constitute 94% of order-book

Recent HAM Order Won



Recent Order Wins	Bid Project Cost (Rs. Crores)
6 laning Chitradurga - Davanagere including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V	1,434
4 laning Jhansi-Khajuraho section of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III	1,410
4 laning Jhansi-Khajuraho section of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III	1,310
Total	4,154



In-house Equipment Bank



Name of Machinery	OEM	Quantity
Heavy Duty Vehicles	Ashok Leyland, Tata Motors	651
Diesel Generators	Cummins/Jackson, Sudhir, Kirloskar, A/L, Greaves, Prakash, Escorts	292
Light Duty Vehicles and Attachments	Mahindra, Tata, Farm Trac, John Deere	197
Storage Tank	--	113
Passenger Vehicles	Toyota, Mercedes, Tata, Mahindra, BMW	82
Soil Compactors	Escorts, Greaves, IR, Volvo, HAMM	68
Wheel Loaders	CAT, HM, Liugong	70
Backhoe Loader	CAT, JCB	70
Compressor	IR, Local	67
Weigh Bridge upto 100 Ton	(Ashbee/ Vishwakarma/ Jyoti Weighing)	66
Excavators	Komatsu, CAT, Volvo, Dozco	52
Paver Finisher (Concrete / Bituminous)	IR, Apollo, Voegele, Wirtgen, Multiquip	51
Motor Grader	CAT, Volvo, Sany	49
Batching Plant & Concrete Mixture	Schwing Stetters, Universal, Allen Buildwell	49
Tandem Rollers	IR, HAMM	42
Static Roller / Plate Compactors	Local	30
Tar Boiler/Bitumen Distributor	Local, Apollo, Allwin	28
Cranes	Alpha, CAT, Escorts	25
Hot Mix Plants	Apollo, Linnhoff, Speco, Shiv Shakti	19
Broomer	Apollo, Allwin	18
Wet Mix Plants	Apollo, Everest, Shiv Shakti	15
Crusher Plants	Metso, Terex, Local	15
Kerb Paver	Apollo, Arrow, Roadtech	14
Concrete Pump and Placer	Schwing Stetter, Putz, Greaves, Surilla	10
Tower Light	Bellstone, IR, Akshay Patra, Prakash	10
PTR	HAMM, IR, Greaves	10
Gross Block*		Rs. 626 crores

Rs. Crores



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BOT Portfolio

Sizeable BOT Portfolio



Project	% Stake	Authority	State / Stretch	Type	JV Partners	Kms / Lanes	TPC (Rs. Crs)	Invested Equity (Rs. Crs)	PNC Share of Invested Amount (Rs. Crs)	Grant (Rs. Crs)	Total Debt (Rs. Crs)	Debt as on 30th June '17 (Rs. Crs)
Ghaziabad Aligarh	35%*	NHAI	UP / NH-91	Toll	SREI, Galfar	125 / 4	2,019.0	194.0	67.9* / 118.1#	311.0	1,514.0	1307.7
Kanpur Kabrai	100%	NHAI	UP / NH-86	Toll	-	123 / 2	458.5	67.5	67.5	123.0	268.0	237.8
Gwalior Bhind	100%	MPRDC	MP / NH-92	Toll	-	107.68 / 2	340.3	78.3	78.3	27.0	235.0	212.0
Bareilly Almora	100%	UPSHA	UP / SH-37	Toll	-	54 / 4	604.5	74.6	74.6	70.0	460.0	454.6
Rae Bareli Jaunpur	100%	NHAI	UP / NH-231	Annuity	-	166.40 / 2	837.4	139.6	139.6	0.0	697.8	697.8
Narela Industrial Area	100%	DSIIDC	Delhi / NA	Annuity	-	33 / -	175.0	35.0	35.0	0.0	140.0	94.7
Kanpur Ayodhya	100%	NHAI	UP / NH-28	OMT	-	217 / 4	-	0.1	0.1	-	-	-
Dausa-Lalsot	100%	NHAI	Raj / NH11A	Hybrid	-	83.45 / 4/2	819.9	5.0	5.0	383.5	370.9	-
							5,254.6	594.1	586.1	914.5	3,685.7	3,004.6

All Projects Operational; No further equity commitment for any BOT project

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Annexure I – Summary Financials

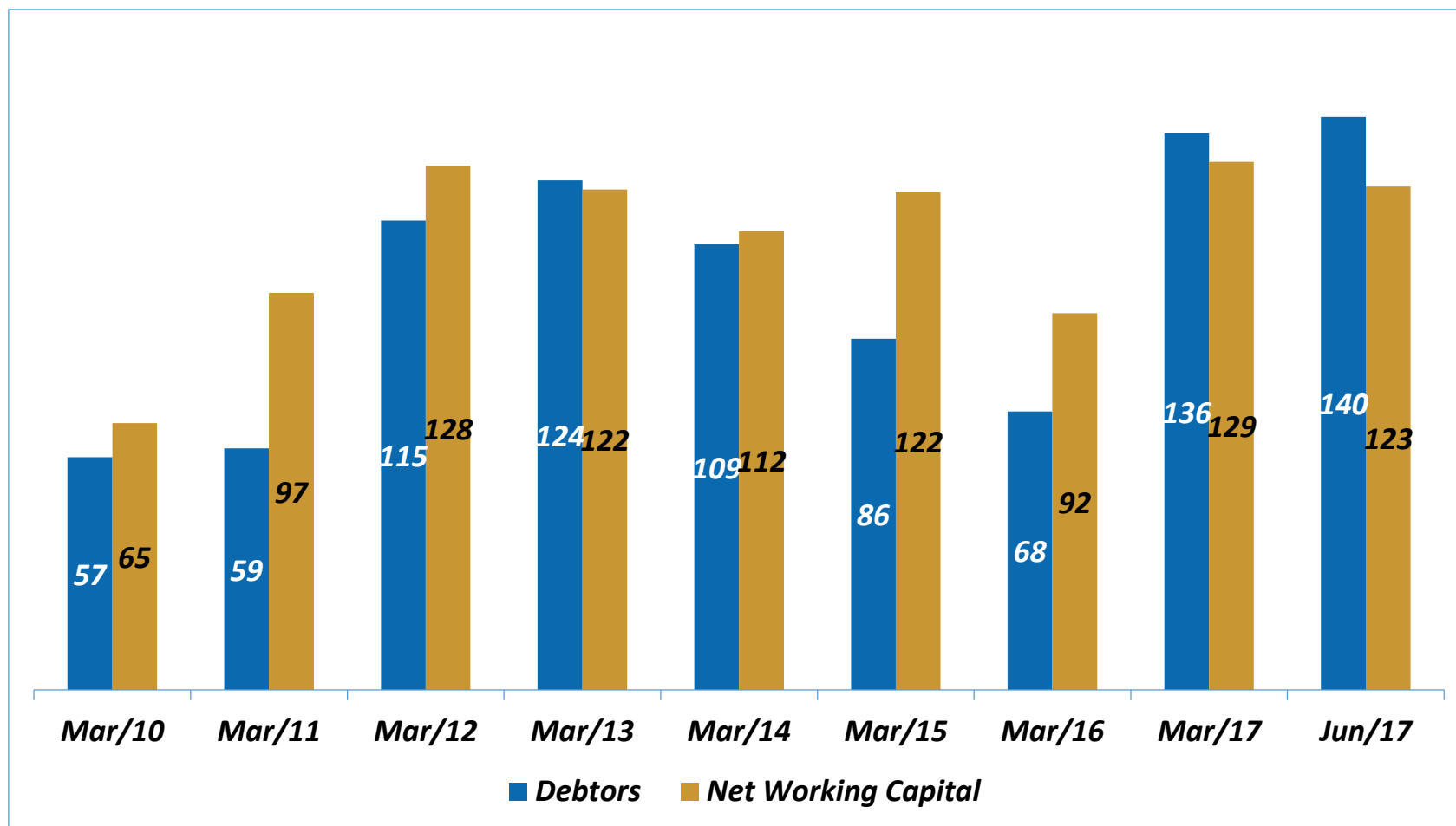
Quarter 1 Profitability Statement – Standalone



Rs. Crores	Q1 FY18	Q1 FY17
REVENUE	356.7	515.0
EBITDA	52.0	67.1
EBITDA margin	14.6%	13.0%
Other Income	5.5	17.4
Depreciation	17.5	12.1
Interest	8.0	2.2
Profit Before Tax	31.9	70.3
Tax Expenses		
Current Tax	1.8	6.5
Taxation in respect of earlier years	0.0	0.0
Deferred Tax	0.3	(0.3)
Profit for the quarter	29.8	64.0
PAT Margin	8.4%	12.4%
Total Other Comprehensive Income, net of tax	0.1	0.0
Total Comprehensive income for the quarter	29.9	64.0
Cash Profit *	47.4	76.1

Cash Profit : Total Comprehensive Income for the quarter + Depreciation

Net Working Capital Days*



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Annexure II – Company Overview

Introduction



Infrastructure construction, development and management company; expertise in execution of projects including highways, bridges, flyovers, airport runways, industrial areas and transmission lines

Executed 59 major infrastructure projects spread across 13 states, of which 38 are road EPC projects; currently executing 17 projects

Strong credit rating of CARE AA- for Long Term, CARE A1+ for Short Term Loans, "Stable" outlook and CARE A1+ for Commercial Paper

Large fleet of sophisticated equipment and professionally qualified & experienced employee base

Operating 6 BOT & 1 OMT project, comprising of both toll & annuity assets; 1 HAM project under-construction and 3 HAM projects under implementation

Established track record of timely/early completion of projects

Business Overview



Completed 38 infrastructure road projects on EPC basis

Roads & Highways EPC

Roads & Highways BOT / OMT / HAM

Operating 6 BOT & 1 OMT project, comprising of both toll & annuity assets; 1 HAM project under-construction & 3 HAM projects under-implementation

Set up power transmission lines of approximately 350 km of 132/220 kilovolt lines on a turn-key basis

Power Transmission

Airport Runways

Executed 19 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

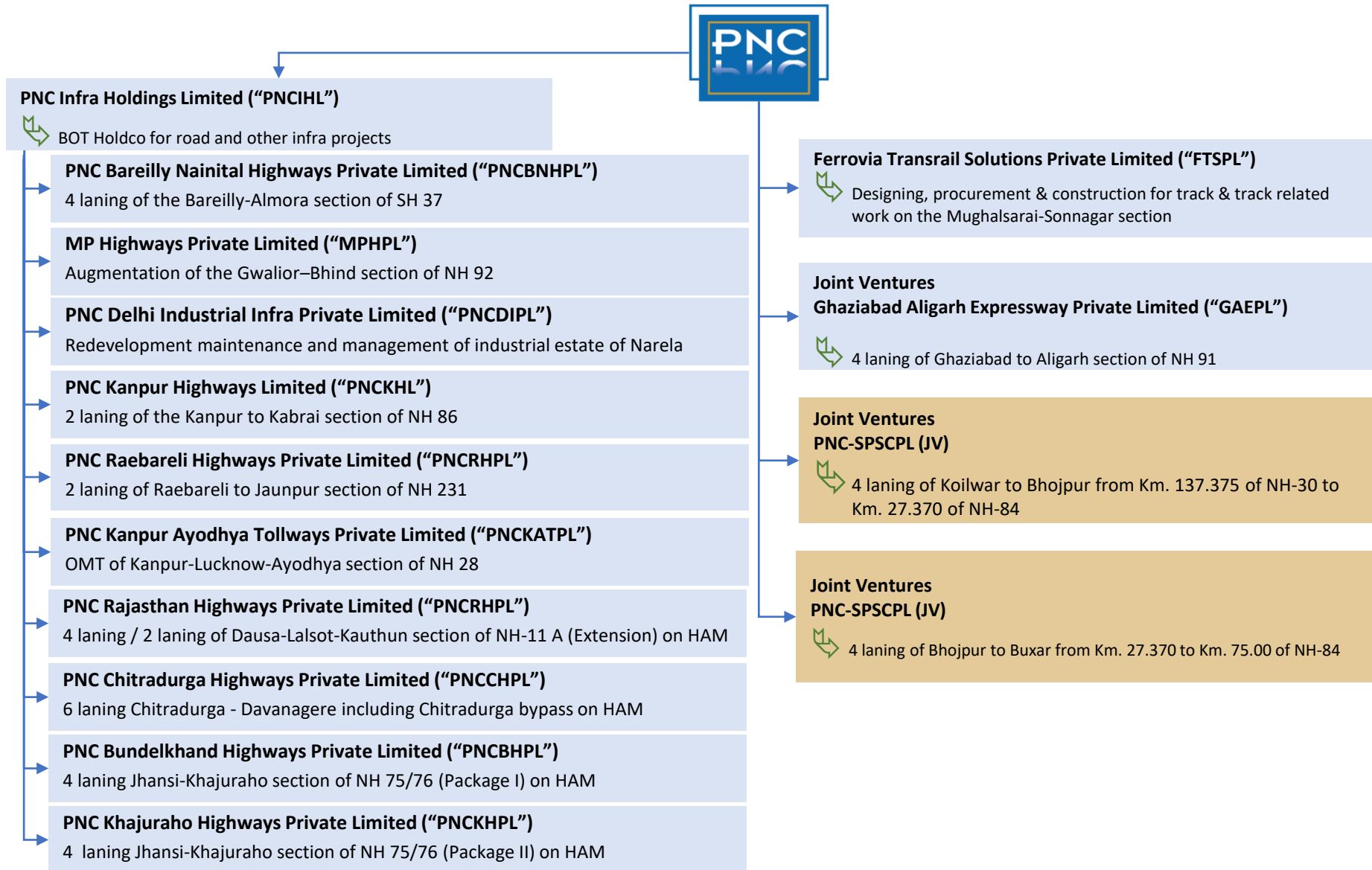
Completed first of its kind BOT annuity project - area redevelopment and management of Industrial Estate of Narela, New Delhi for Delhi State Industrial & Infrastructure Development Corporation (DSIIDC)

Industrial Area Development

Dedicated Freight Corridor / Railways

Design, procurement and construction of track and track related works on Mughalsarai - Sonnagar section of Dedicated Eastern Freight Corridor on EPC basis – under execution

Corporate Structure



Experienced Promoters



➤ Mr. Pradeep Kumar Jain - Chairman & Managing Director

- Over 38 years of experience in the construction, infrastructure sector and allied areas
- Responsible for overall administration and supervision of projects and liaison with agencies



➤ Mr. Naveen Kumar Jain - Whole-time Director

- Over 29 years of experience in industries such as construction, cold storage, transportation, machineries and transport organization
- Responsible for supervision of administration, human resources, legal and logistics-related functions



➤ Mr. Chakresh Kumar Jain - Managing Director & CFO

- Over 28 years of experience in development of infrastructure sector, such as construction of highways, airports, rail over-bridges among others
- Responsible for overall finance, project management and administration



➤ Mr. Yogesh Kumar Jain - Managing Director

- Over 23 years of experience in planning, execution, supervision of work starting from pre-qualification and tendering up to completion and handing over of sites
- Responsible for technical supervision of projects up to completion stage of such projects

Board of Directors



Mr. Pradeep Kumar Jain
CMD



Mr. Naveen Kumar Jain
Whole-time Director



Mr. Chakresh Kumar Jain
Managing Director & CFO



Mr. Yogesh Kumar Jain
Managing Director



Mr. Anil Kumar Rao
Whole-time Director



Mr. Chhotu Ram Sharma
Independent Director



Mr. Subhash Chander Kalia
Independent Director



Mr. Ashok Kumar Gupta
Independent Director



Mr. Rakesh Kumar Gupta
Independent Director



Ms. Deepika Mittal
Independent Director

Clientele



Uttar Pradesh Power Corporation Limited



For further information, please contact:

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