

PNC Infratech Limited



Results Update Presentation

Q3 and 9m FY 2015-16

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Key Highlights & Financials

➤ **Robust growth in financials**

- ✓ Standalone Revenue, EBITDA and PAT grew by 35%, 21% and 38% respectively, y-o-y
 - Standalone EBITDA Margin at 13.0%, PAT margin at 6.2%
- ✓ Consolidated Revenue, EBITDA and PAT (after MI & share in profit/ loss of associate cos.) grew by 35%, 71% and 39% respectively, y-o-y
 - Consolidated EBITDA Margin at 18.6%, PAT (after MI & associate cos. profit/ loss) margin at 4.3%

➤ **Tolling commenced from October 19, 2015 at the 100% owned Bareilly Almora project**

➤ **Execution of Sale Agreement for Investment in Jaora-Nayagaon Toll Road Company Pvt. Ltd.**

- ✓ Negotiated sale of minority stake of 8.51% in Jaora - Nayagaon Toll Road Company Pvt. Ltd. to Viva Highways Ltd.
- ✓ Sale completed on 2nd January, 2016 for an aggregate consideration of Rs. 34.19 Crores, resulting in a profit of Rs. 9.77 crores

➤ **Outstanding order book of Rs. 3,060 crores as of December 31, 2015; in addition**

- ✓ L1 for NHAI project of improvement/augmentation of 146.4 km long Aligarh-Moradabad section of NH-93 to two lanes with paved shoulders, in the state of Uttar Pradesh; total project cost Rs.644.5 crores*
- ✓ Letter of Acceptance received on 11th January 2016 for project of re-surfacing/ strengthening of runway at Air Force Station, Kanpur, for total contract cost of Rs.167.25 crores*

➤ **Revision in Ratings of Long term debt of Subsidiary Companies**

- ✓ MP Highways Private Limited revised from CARE BBB To CARE BBB(+)
- ✓ PNC Kanpur Highways Limited revised from CARE BBB(-) To CARE BBB
- ✓ PNC Bareilly Nainital Highways Private Limited revised from CARE BBB(-) To CARE BBB

➤ **Robust growth in financials**

- ✓ Standalone Revenue, EBITDA and PAT grew by 30%, 22% and 32% respectively, y-o-y
 - Standalone EBITDA Margin at 13.3%, PAT margin at 6.2%
- ✓ Consolidated Revenue, EBITDA and PAT (after MI & share in profit/ loss of associate cos.) grew by 29%, 45% and 8% respectively, y-o-y
 - Consolidated EBITDA Margin at 17.3%, PAT (after MI & associate cos. profit/ loss) margin at 4.0%

➤ **Secured new orders* worth Rs. 1,743 crores till date, in the current financial year**

➤ **Long term and short term credit ratings upgraded from CARE A to CARE A+ and CARE A1 to CARE A1+, respectively**

➤ **Standalone Debt to Equity**

- ✓ 0.45:1 as on March 31, 2015
- ✓ 0.04:1 as on December 31, 2015

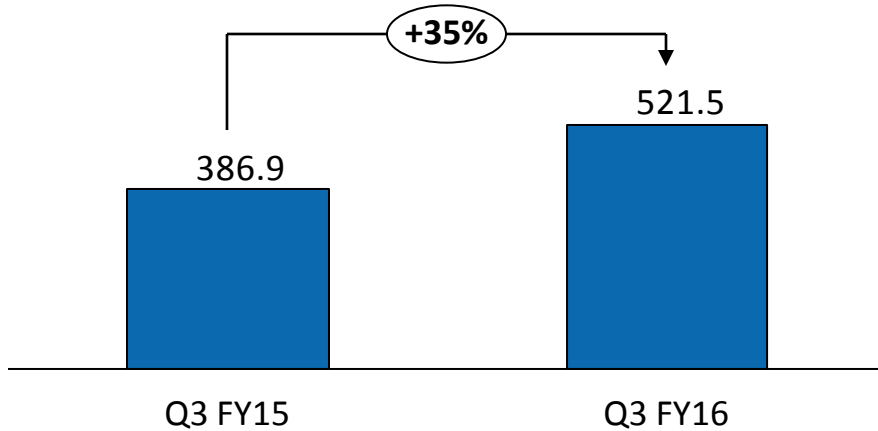
➤ **Consolidated Debt to Equity**

- ✓ 1.88:1 on March 31, 2015
- ✓ 1.21:1 on December 31, 2015

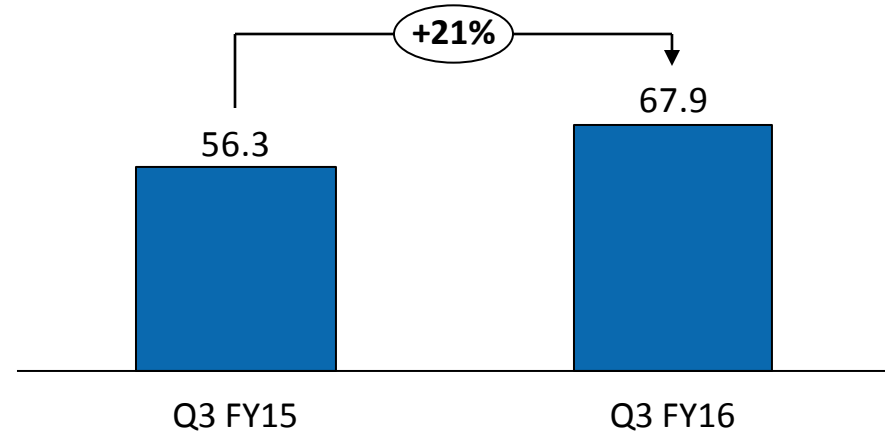
➤ **Commenced tolling on 3 BOT projects**

- ✓ Tolling commenced from May 7, 2015 at the 100% owned Kanpur-Kabrai project
- ✓ Tolling commenced from June 25, 2015 at the 35% owned Ghaziabad Aligarh project
- ✓ Tolling commenced from October 19, 2015 at the 100% owned Bareilly Almora project

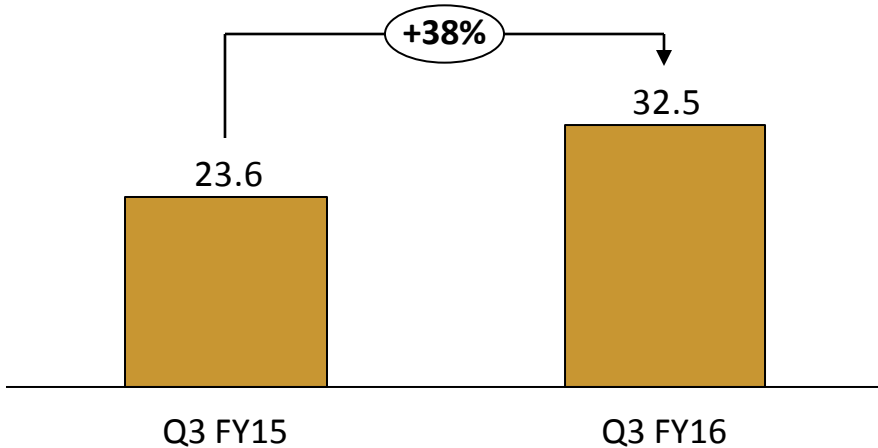
Revenue (Rs. Crs)



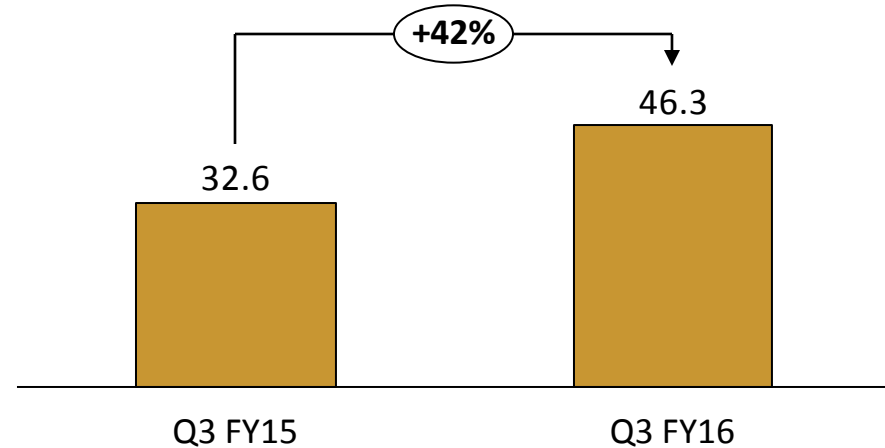
EBITDA (Rs. Crs)



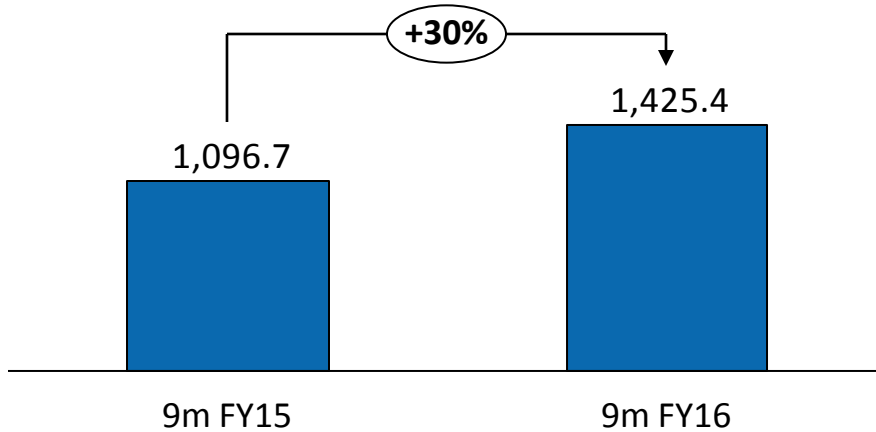
PAT (Rs. Crs)



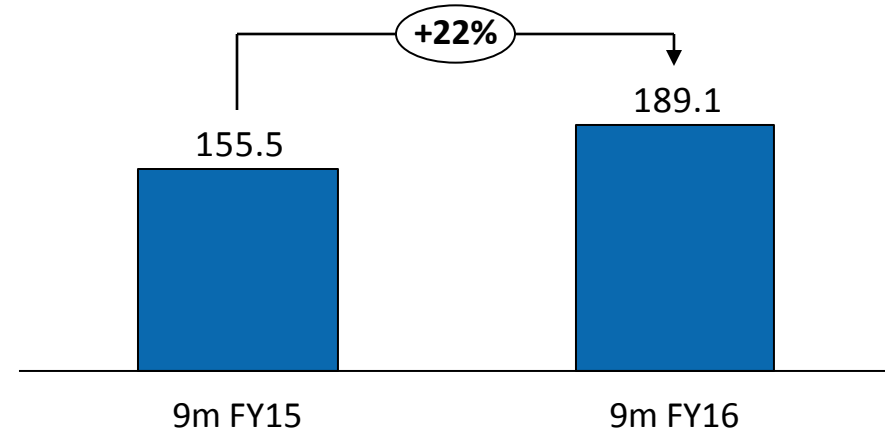
Cash Profit (Rs. Crs)



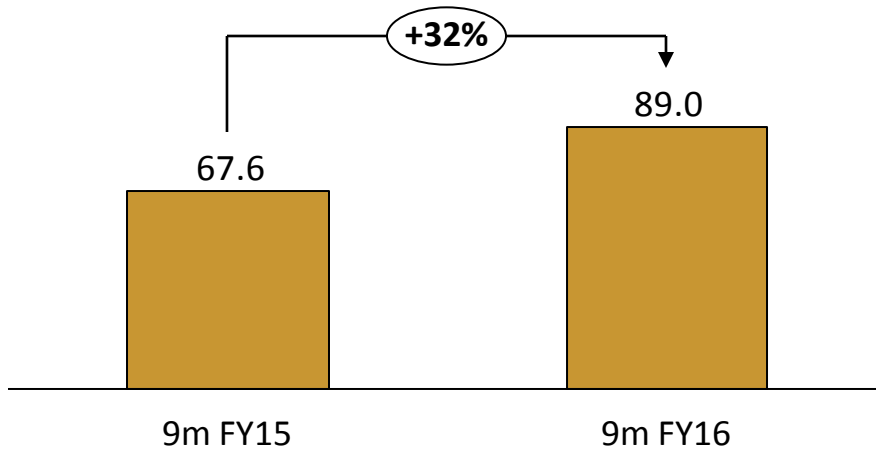
Revenue (Rs. Crs)



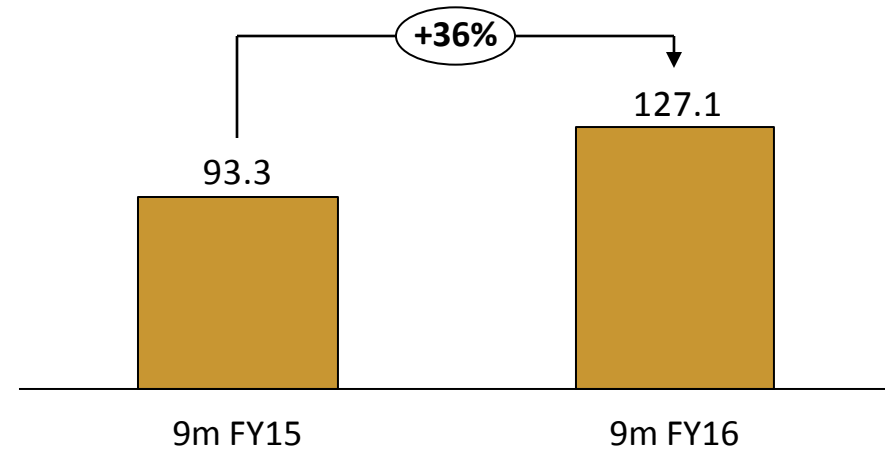
EBITDA (Rs. Crs)



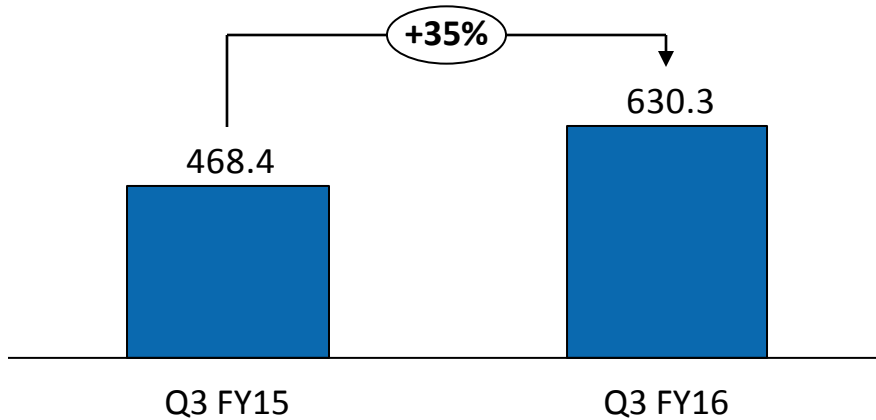
PAT (Rs. Crs)



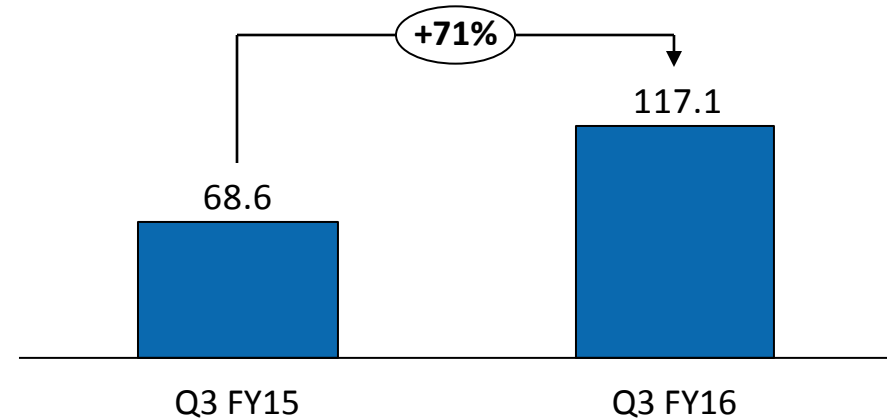
Cash Profit (Rs. Crs)



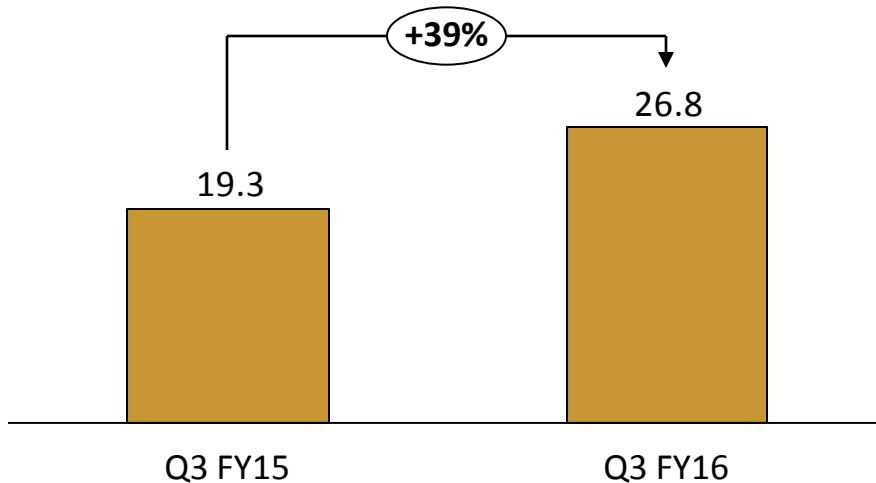
Revenue (Rs. Crs)



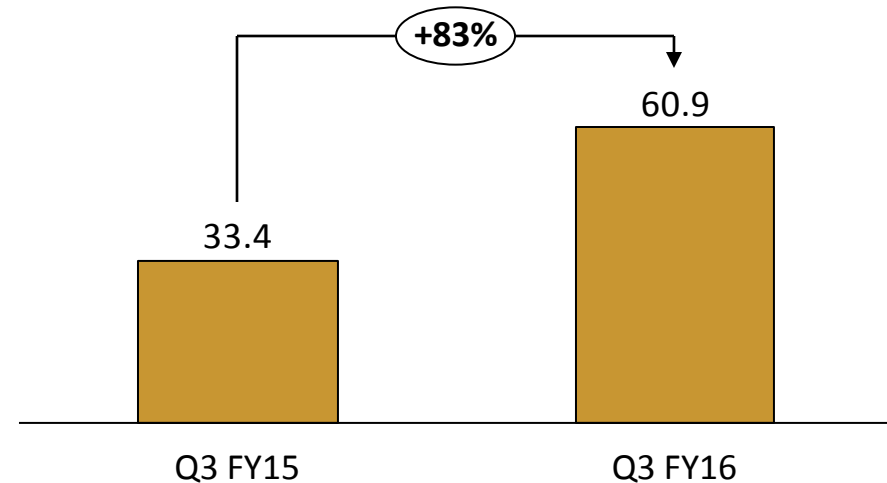
EBITDA (Rs. Crs)



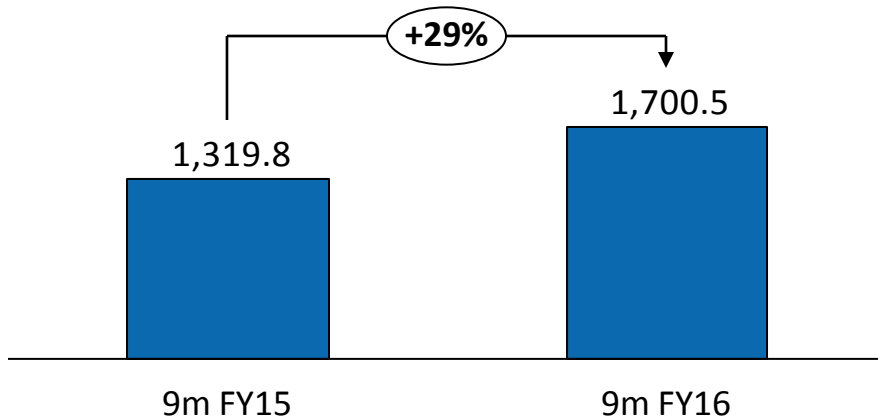
PAT after MI & Asso. Profit (Rs. Crs)



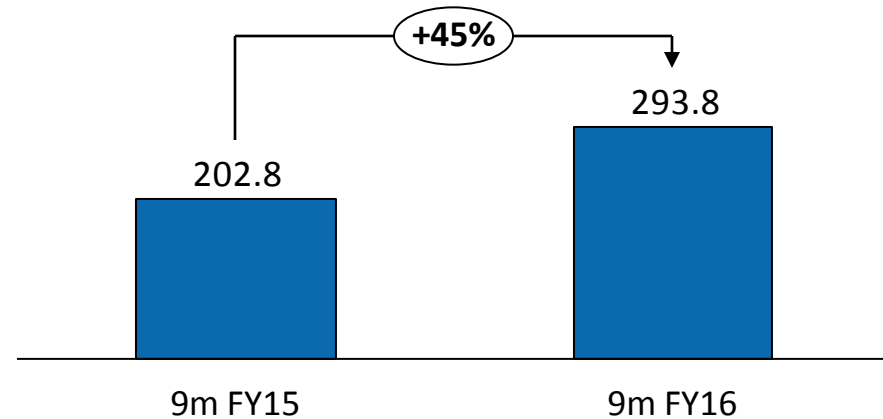
Cash Profit* (Rs. Crs)



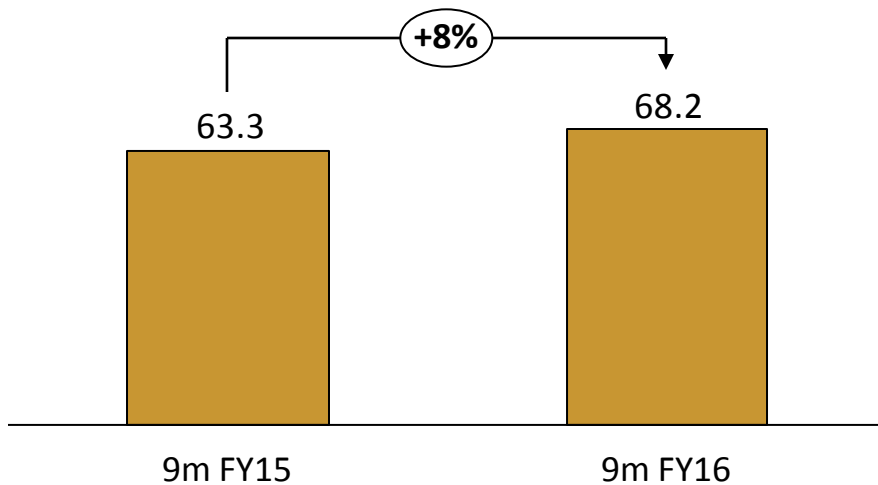
Revenue (Rs. Crs)



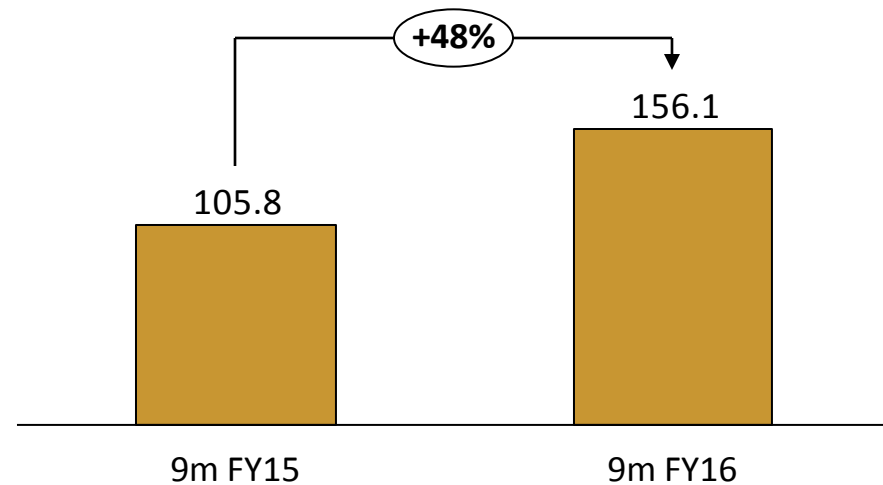
EBITDA (Rs. Crs)



PAT after MI & Asso. Profit (Rs. Crs)



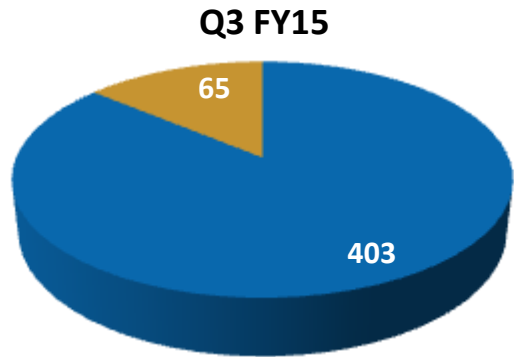
Cash Profit* (Rs. Crs)



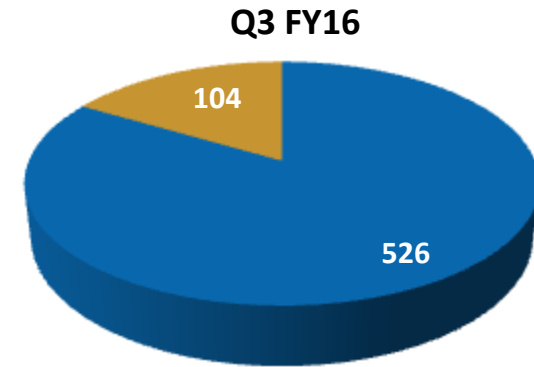
Segmental Revenue Break-up



Quarter (Rs. Crs)

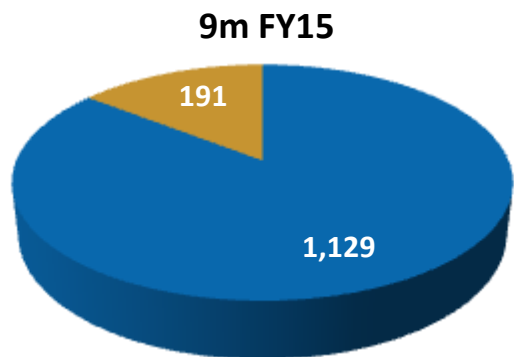


■ EPC ■ BOT/Annuity/Others

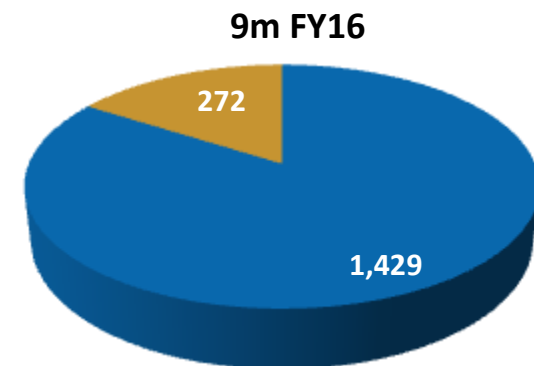


■ EPC ■ BOT/Annuity/Others

9 Months (Rs. Crs)



■ EPC ■ BOT/Annuity/Others



■ EPC ■ BOT/Annuity/Others

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Order-book Details

Order-book Highlights

■ Remaining value of contracts under execution Rs. 3,060 crores as on December 31, 2015, in addition to the following:

1. L1 for NHAI project of improvement/ augmentation of 146.4 km long Aligarh-Moradabad section of NH-93 to two lanes with paved shoulders, in the state of Uttar Pradesh; total project cost Rs.644.5 crores*
2. Letter of Acceptance received on 11th January 2016 for project of Resurfacing/ Strengthening of runway at Air Force Station, Kanpur for total project cost Rs. 167.25 Crore*

Road EPC projects constitute 99.6 % of order-book

| Key EPC Projects Under Construction | Remaining Value (Rs. Crores) |
|---|------------------------------|
| Agra-Firozabad | 1,207 |
| Bhojpur-Buxar | 477 |
| Koilwar-Bhojpur | 453 |
| Sonauli-Gorakhpur | 355 |
| Barabanki-Jarwal | 168 |
| Top 5 projects | 2,660 |
| Other Projects | 400 |
| Total Order Book | 3,060 |
| Top 5 projects as % to Total Order Book | 87% |



BOT Portfolio

Sizeable BOT Portfolio



PNC Infratech Limited (PNC)

Operational
Under-construction

| | % Stake | Authority | State | Stretch | Type | JV Partners | Kms / Lanes | Invested Equity (Rs. Crores) | PNC Share of Invested Equity (Rs. Crores) | Balance commitment as on Dec. 31, 2015 |
|------------------------|---------|-----------|-------|---------|---------|--------------|-------------|------------------------------|---|--|
| Ghaziabad Aligarh | 35.00% | NHAI | UP | NH-91 | Toll | SREI, Galfar | 125 / 4 | 194.0 | 67.9 | 0 |
| Kanpur Kabrai | 100.00% | NHAI | UP | NH-86 | Toll | - | 123 / 2 | 67.5 | 67.5 | 0 |
| Gwalior Bhind | 100.00% | MPRDC | MP | NH-92 | Toll | - | 107.68 / 2 | 78.3 | 78.3 | 0 |
| Bareilly Almora | 100.00% | UPSHA | UP | SH-37 | Toll | - | 54 / 4 | 74.6 | 74.6 | 0 |
| Rae Bareli Jaunpur | 100.00% | NHAI | UP | NH-231 | Annuity | - | 166.40 / 2 | 139.6 | 139.6 | 0 |
| Narela Industrial Area | 100.00% | DSIIDC | Delhi | NA | Annuity | - | 33 / - | 35.0 | 35.0 | 0 |
| Kanpur Ayodhya | 100.00% | NHAI | UP | NH-28 | OMT | - | 217 / 4 | 0.1 | 0.1 | 0 |
| | | | | | | | | 589.1 | 463.0 | |

No further equity commitment for any BOT project



Annexure I – Summary Financials

Quarter 3 Profitability Statement



| Rs. Crores | Standalone | | | Consolidated | | |
|--|--------------|--------------|------------|--------------|--------------|------------|
| | Q3 FY16 | Q3 FY15 | YoY growth | Q3 FY16 | Q3 FY15 | YoY growth |
| REVENUE | 521.6 | 386.9 | 35% | 630.3 | 468.4 | 35% |
| EBITDA | 67.9 | 56.3 | 21% | 117.1 | 68.6 | 71% |
| EBITDA margin | 13.0% | 14.5% | | 18.6% | 14.6% | |
| Other Income | 3.6 | 3.1 | | 2.3 | 3.4 | |
| Depreciation | 13.9 | 9.0 | | 34.1 | 14.0 | |
| Interest | 8.1 | 14.6 | | 35.2 | 25.8 | |
| PBT | 49.5 | 35.8 | 38% | 50.1 | 32.3 | 55% |
| Tax | 17.0 | 12.2 | | 18.7 | 12.9 | |
| Profit After Tax | 32.5 | 23.6 | 38% | 31.4 | 19.4 | 62% |
| PAT Margin | 6.2% | 6.1% | | 5.0% | 4.1% | |
| Minority Interest | 0.0 | 0.0 | | 0.0 | 0.0 | |
| Share of Profit / (Loss) of Associates Companies | 0.0 | 0.0 | | -4.6 | 0.0 | |
| PAT after MI & Asso. Profit | 32.5 | 23.6 | 38% | 26.8 | 19.3 | 39% |
| Cash Profit | 46.3 | 32.6 | 42% | 60.9 | 33.4 | 83% |

9 months Profitability Statement



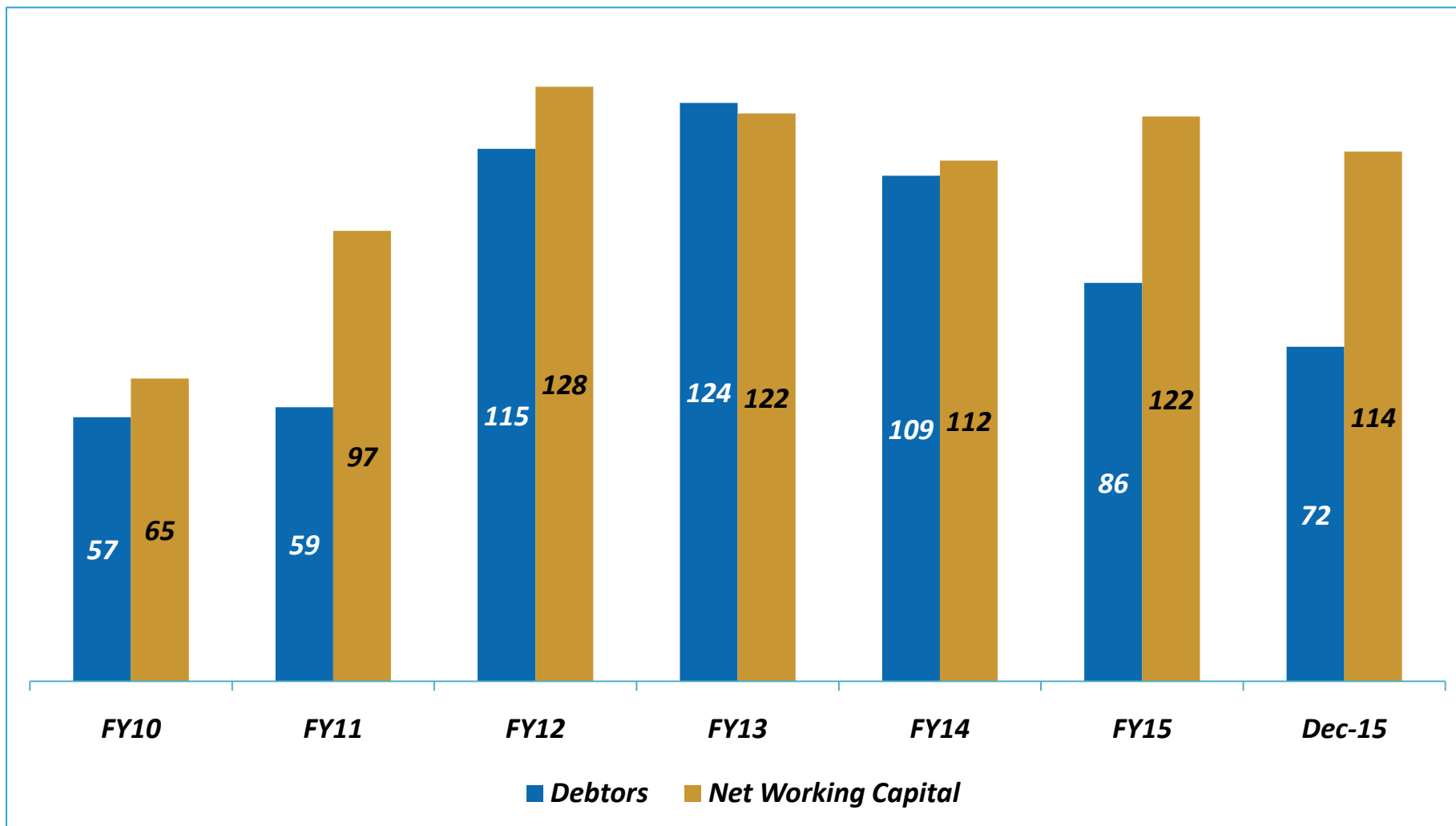
| Rs. Crores | Standalone | | | Consolidated | | |
|--|----------------|----------------|------------|----------------|----------------|------------|
| | 9m FY16 | 9m FY15 | YoY growth | 9m FY16 | 9m FY15 | YoY growth |
| REVENUE | 1,425.4 | 1,096.7 | 30% | 1,700.5 | 1,319.8 | 29% |
| EBITDA | 189.1 | 155.5 | 22% | 293.8 | 202.8 | 45% |
| EBITDA margin | 13.3% | 14.2% | | 17.3% | 15.4% | |
| Other Income | 8.7 | 6.3 | | 5.9 | 7.5 | |
| Depreciation | 38.1 | 25.8 | | 87.9 | 42.5 | |
| Interest | 24.4 | 35.3 | | 85.0 | 69.9 | |
| PBT | 135.4 | 100.7 | 34% | 126.8 | 97.8 | 30% |
| Tax | 46.4 | 33.1 | | 48.3 | 34.5 | |
| Profit After Tax | 89.0 | 67.6 | 32% | 78.5 | 63.3 | 24% |
| PAT Margin | 6.2% | 6.2% | | 4.6% | 4.8% | |
| Minority Interest | 0.0 | 0.0 | | 0.0 | 0.0 | |
| Share of Profit / (Loss) of Associates Companies | 0.0 | 0.0 | | -10.2 | 0.0 | |
| PAT after MI & Asso. Profit | 89.0 | 67.6 | 32% | 68.2 | 63.3 | 8% |
| Cash Profit | 127.1 | 93.3 | 36% | 156.1 | 105.8 | 48% |

Annual Profitability Statement



| Rs. Crores | Standalone | | | Consolidated | | |
|-------------------------|----------------|----------------|------------|----------------|----------------|------------|
| | FY15 | FY14 | YoY growth | FY15 | FY14 | YoY growth |
| REVENUE | 1,561.0 | 1,152.1 | 35% | 1,860.9 | 1,360.0 | 37% |
| EBITDA | 216.6 | 141.9 | 53% | 279.9 | 175.4 | 60% |
| EBITDA margin | 13.9% | 12.3% | | 15.0% | 12.9% | |
| Other Income | 13.8 | 10.6 | | 12.1 | 10.8 | |
| Depreciation | 36.4 | 24.8 | | 60.3 | 40.2 | |
| Interest | 46.2 | 23.4 | | 92.5 | 60.9 | |
| PBT | 147.8 | 104.2 | 42% | 139.2 | 85.2 | 63% |
| Tax | 47.5 | 34.1 | | 47.9 | 34.6 | |
| Profit After Tax | 100.4 | 70.1 | 43% | 91.3 | 50.6 | 80% |
| PAT Margin | 6.5% | 6.1% | | 4.9% | 3.7% | |
| Minority Interest | - | - | | - | 4.5 | |
| PAT after MI | 100.4 | 70.1 | 43% | 91.3 | 55.2 | 65% |
| Cash Profit | 136.8 | 94.9 | 44% | 151.6 | 95.4 | 59% |

Net Working Capital Days*



Offer Proceeds

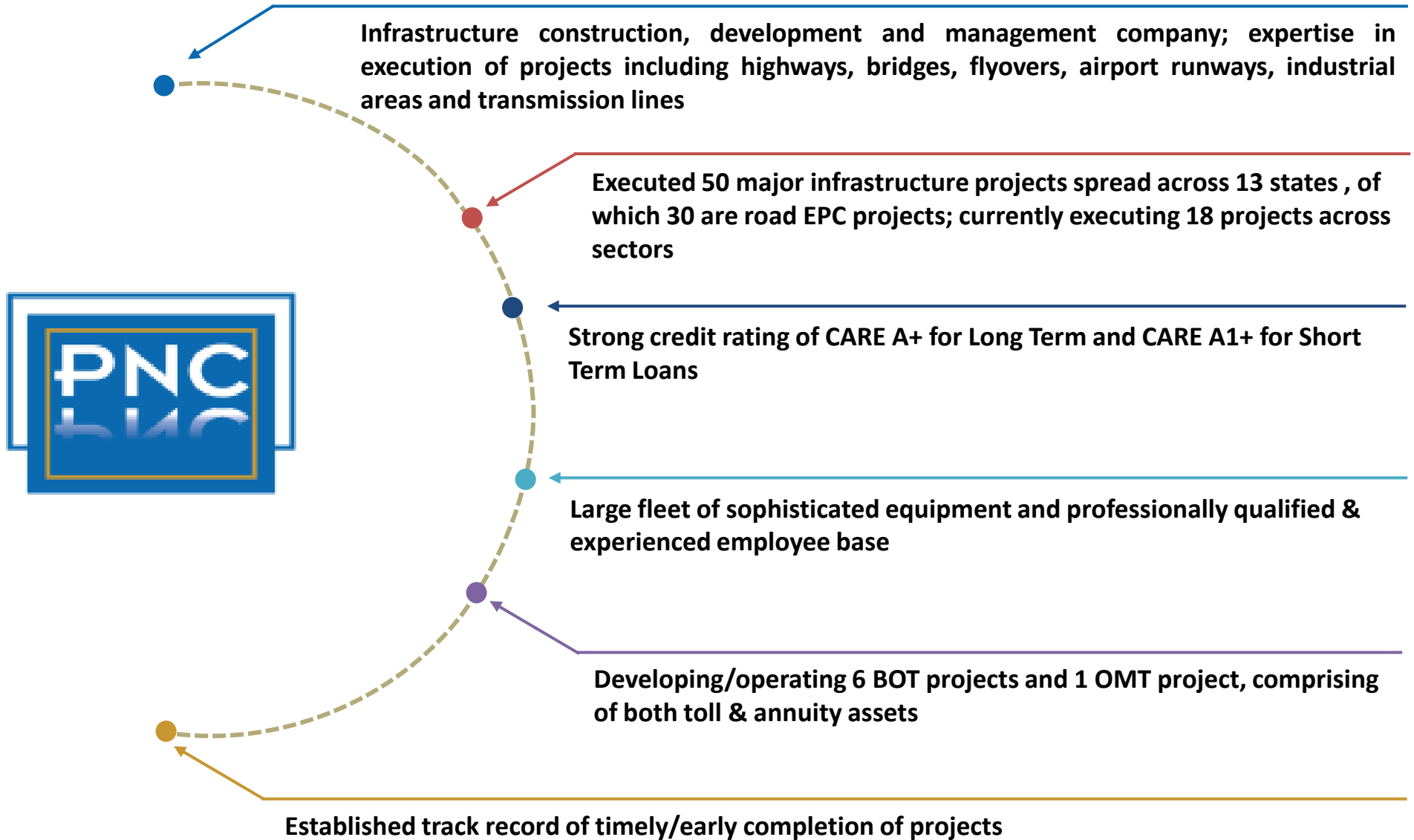
| Particulars | Rs. Crores |
|------------------------------|---------------|
| A Fresh Issue | 434.70 |
| B Offer for Sale | 53.74 |
| C Gross Fund Raised (A+B) | 488.44 |
| Less: Offer for Sale portion | 53.74 |
| D Total Net Proceeds | 434.70 |

Utilization of Net Proceeds as on December 31, 2015

| Particulars (Rs. Crores) | Utilization Planned | Amount Utilized | Amount Pending Utilization |
|---|---------------------|-----------------|----------------------------|
| Funding working capital requirements | 150.00 | 150.00 | 0.00 |
| Investment in our subsidiary, PNC Raebareli Highways Private Limited for part-financing the Raebareli-Jaunpur Project | 65.00 | 65.00 | 0.00 |
| Investment in capital equipment | 85.06 | 64.46 | 20.60 |
| Partial repayment or pre-payment of Debt | 35.14 | 31.86 | 3.28 |
| General Corporate purposes | 81.10 | 81.10 | 0.00 |
| Issue related expenses (only those apportioned to our company) | 18.40 | 17.50 | 0.90 |
| Total | 434.70 | 409.92 | 24.78 |

5

Annexure II – Company Overview



Completed 30 infrastructure road projects on EPC basis

Roads & Highways EPC

Roads & Highways BOT / OMT

Developing/operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets

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 by Military Engineering Services

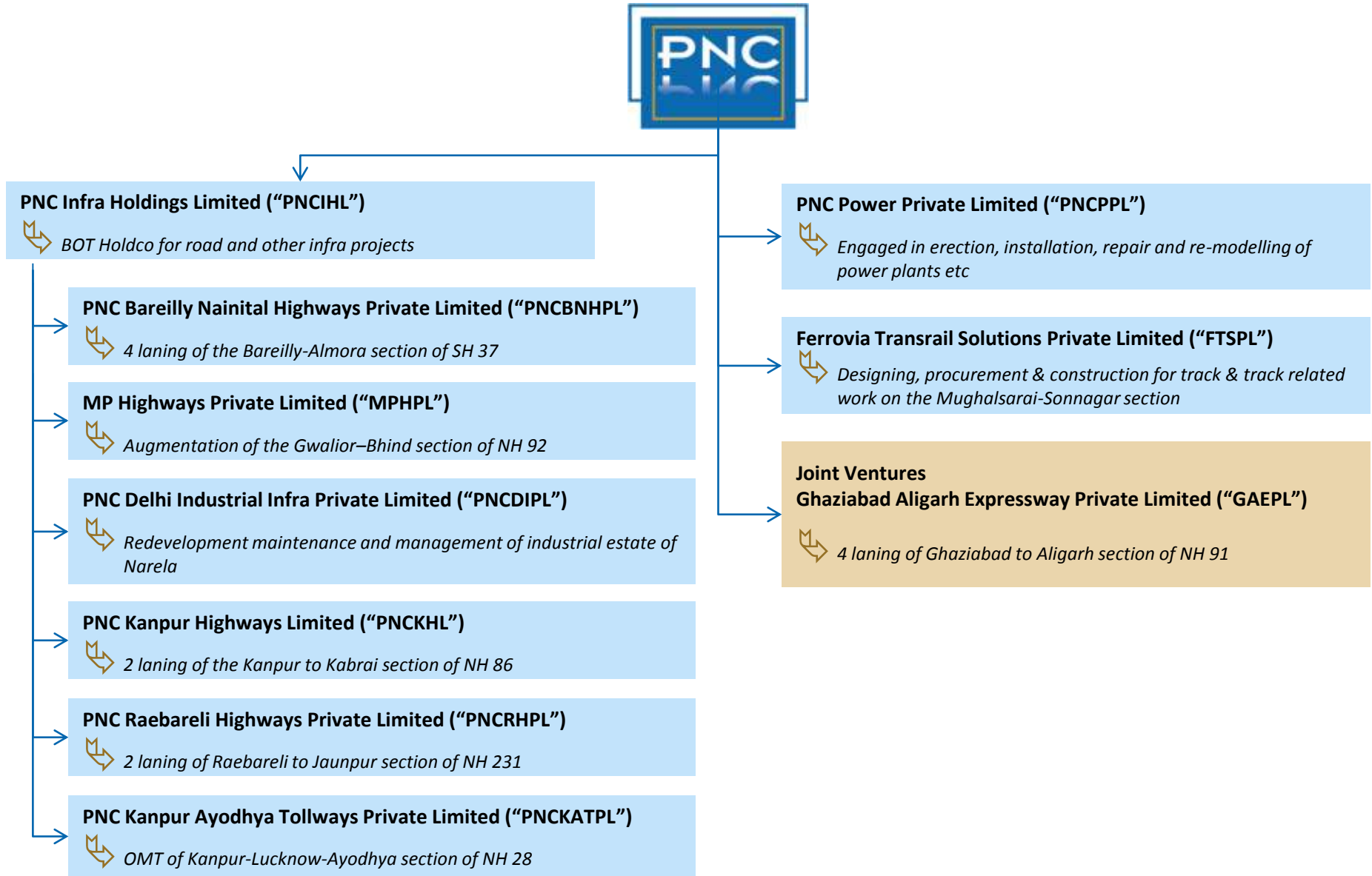
Completed first of its kind BOT annuity project - area redevelopment and management of Industrial Estate of Narela, New Delhi for Delhi State Industrial & Infrastructure Development Corporation (DSIIDC)

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







Mr. Pradeep Kumar Jain
CMD



Mr. Naveen Kumar Jain
Whole-time Director



Mr. Chakresh Kumar Jain
Managing Director



Mr. Yogesh Kumar Jain
Managing Director



Mr. Anil Kumar Rao
Whole-time Director



Mr. Sunil Chawla
Non-Executive Director



Mr. Chhotu Ram Sharma
Independent Director



Mr. Subhash Chander Kalia
Independent Director



Mr. Dharam Veer Sharma
Independent Director



Mr. Ashok Kumar Gupta
Independent Director



Mr. Rakesh Kumar Gupta
Independent Director



Ms. Deepika Mittal
Independent Director



Uttar Pradesh Power Corporation Limited



For further information, please contact:

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Investor Relations Advisors :

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