

PNC Infratech Limited



Results Update Presentation
Q1 FY 2016-17

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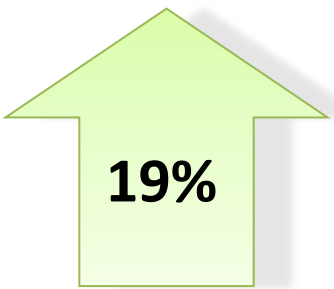
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Key Highlights & Financials

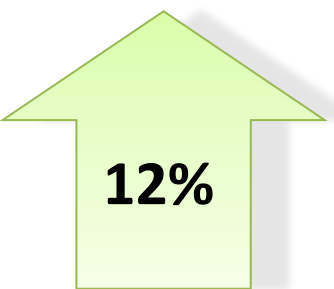
Standalone



19%

Revenue

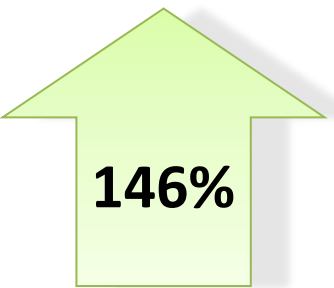
Rs. 515 Crs



12%

EBITDA

Rs. 67 Crs
(Margin: 13.0%)



146%

PAT

Rs. 64 Crs
(Margin: 12.4%)

Consolidated

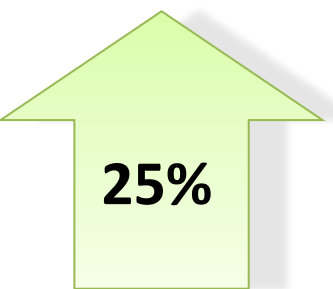


(6%)*

Revenue

Rs. 635 Crs

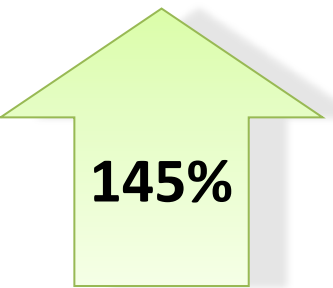
** - As per Ind-AS; As per IGAAP
the revenue growth is 24%*



25%

EBITDA

Rs. 166 Crs
(Margin: 26.1%)



145%

PAT[^]

Rs. 54 Crs
(Margin: 8.5%)

[^] - After MI & share in profit/ loss of associate cos.

First HAM Project

- 4 laning / 2 laning with paved shoulders of Dausa-Lalsot-Kauthun section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV, on Hybrid Annuity Model for a bid project cost of Rs. 881.0 crores

Projects Award

- **Received projects worth Rs. 1,374 crores** for Year till date
 - ✓ Bid Project Cost Rs. 881 crores of Dausa –Lalsot-Kauthun Section received from NHAI
 - ✓ Project worth Rs. 233 crores of Etah to Kasganj received from UPPWD
 - ✓ Project worth Rs. 140 crores Airport Runway at Bakshi Ka Talab Lucknow received from MES
 - ✓ Project worth Rs. 120 crores of Nanau-Dadon of UP PWD (LOA is awaited)

Subsidiaries' Credit Rating

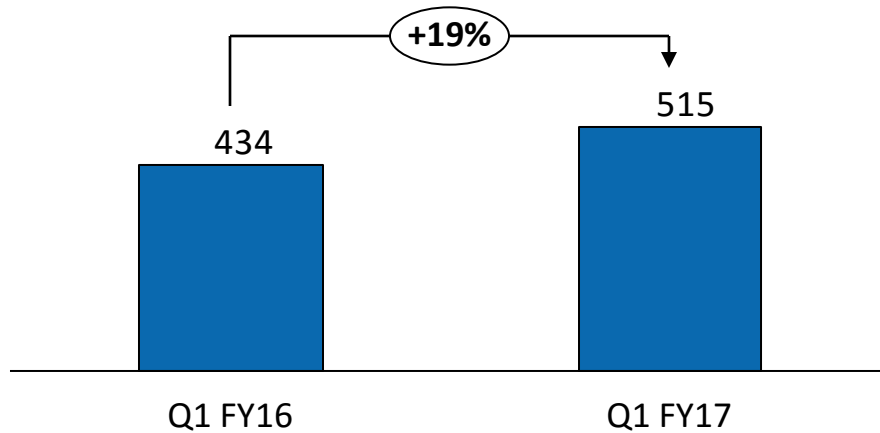
- Upgraded credit rating on bank facilities of PNC Raebareli Highways Private Limited
 - ✓ Long term bank facilities (Senior Debt) from CARE BBB to **CARE A(-)**
 - ✓ Long term bank facilities (Subordinate Debt) from CARE BBB(-) to **CARE BBB(+)**

Corporate Action

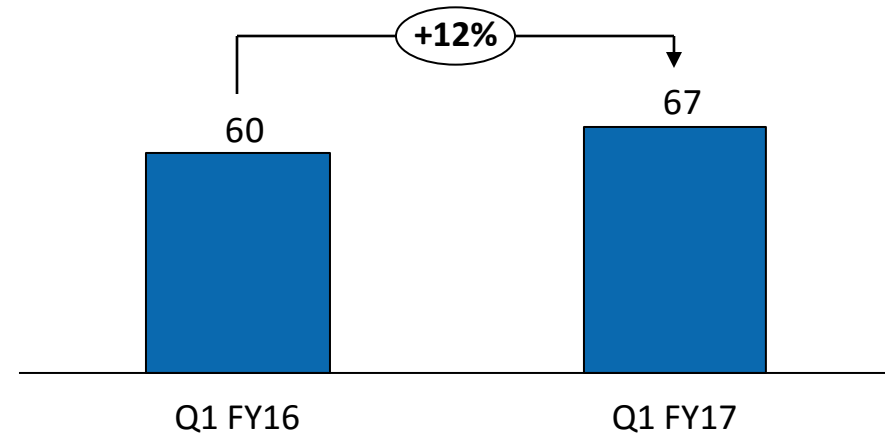
- Sub-division of equity shares of face value Rs. 10/- each into 5 equity shares of Rs. 2/- each to improve liquidity
 - ✓ Issued capital has increased from 5,13,07,833 shares of Face value of Rs. 10 each to 25,65,39,165 shares of Face value of Rs. 2 each

Standalone Financial Highlights – Quarter 1

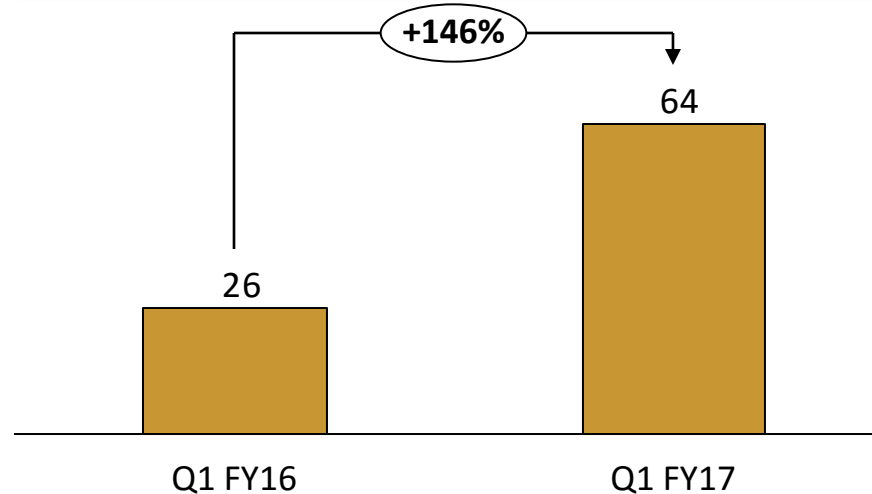
Revenue (Rs. Crs)



EBITDA (Rs. Crs)

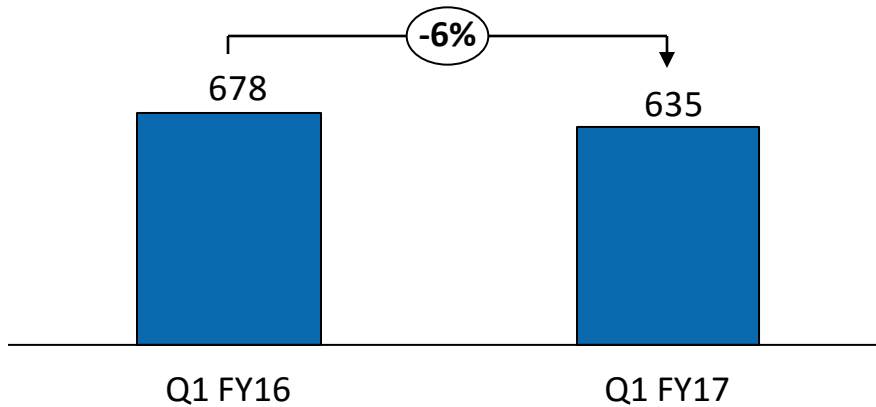


PAT (Rs. Crs)

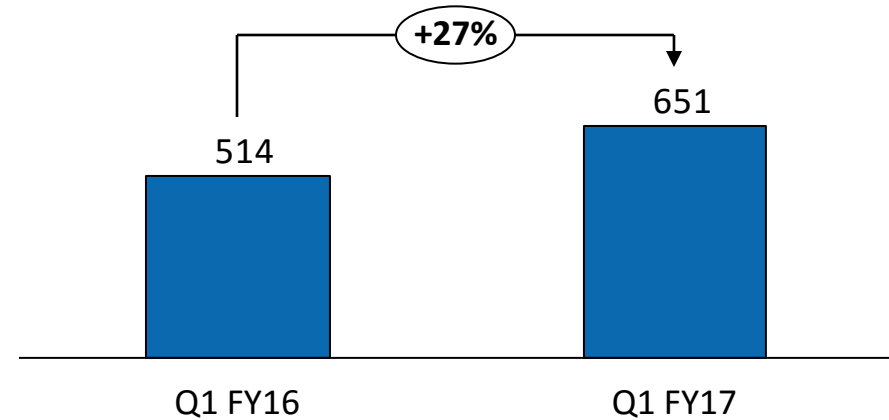


Consolidated Financial Highlights – Quarter 1

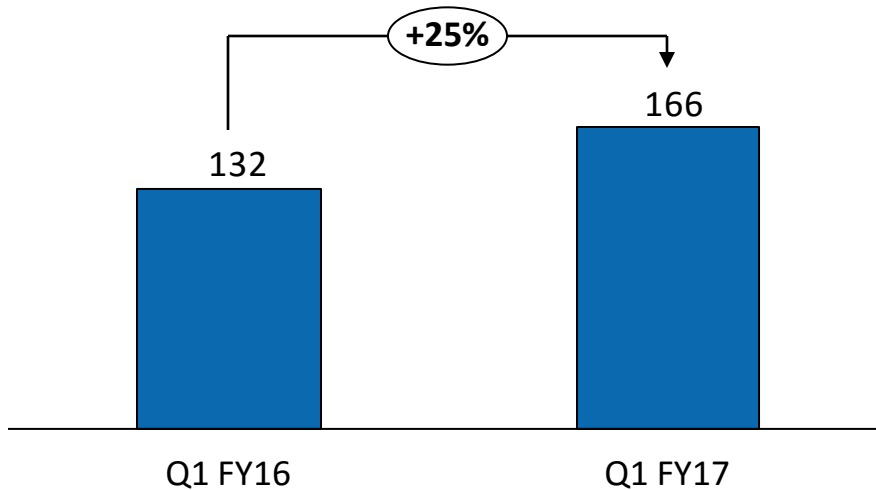
Revenue (Rs. Crs) [as per Ind-AS]



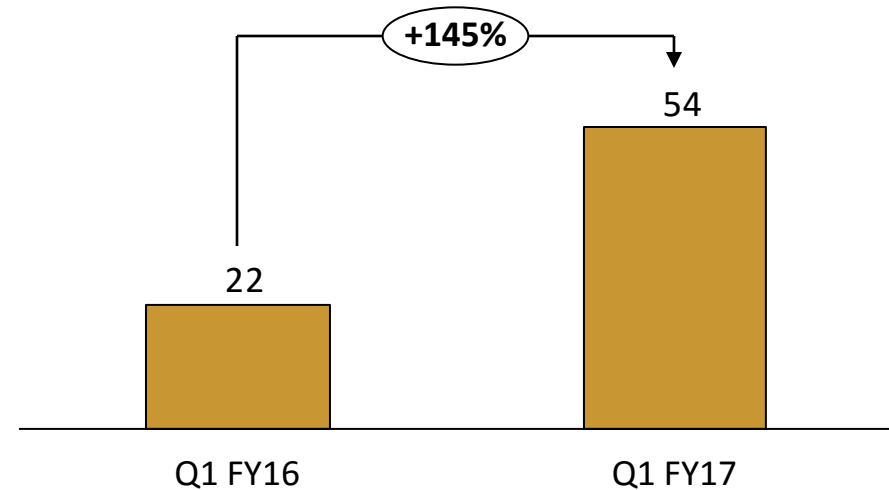
Revenue (Rs. Crs) [as per I GAAP]



EBITDA (Rs. Crs)

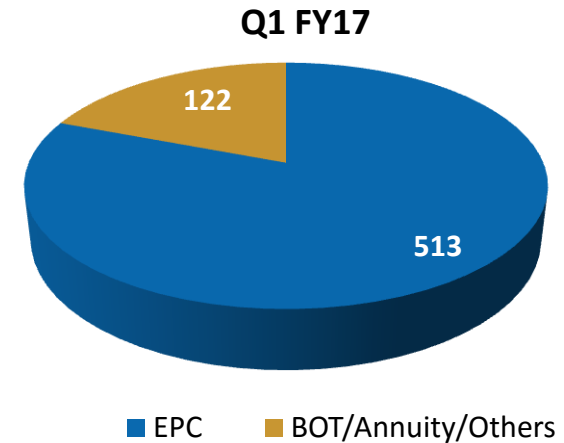
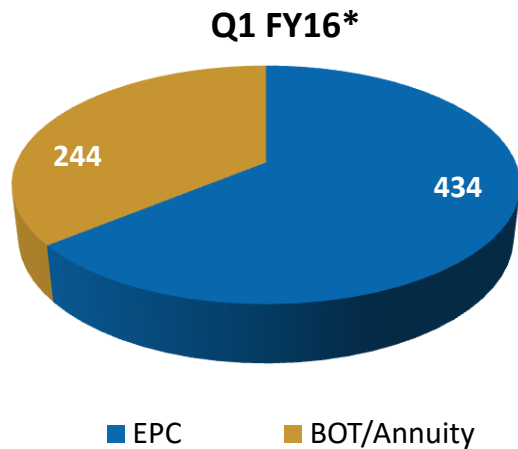


PAT after MI & Asso. Profit (Rs. Crs)



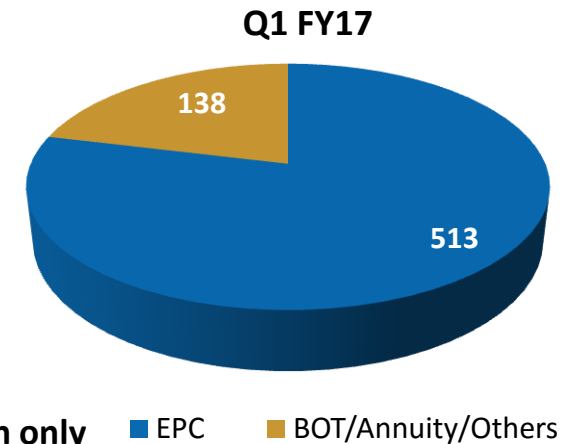
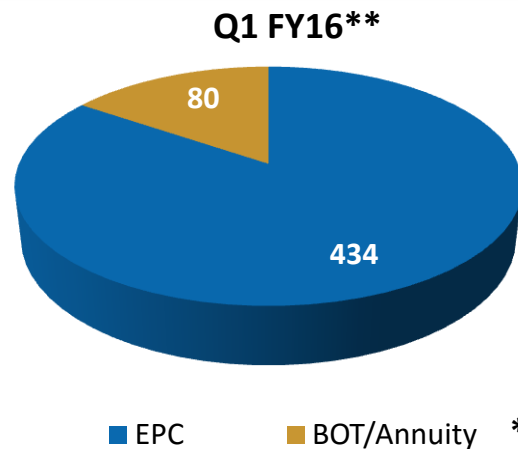
Segmental Revenue Break-up

Quarter 1 (Rs. Crs)



* As per Ind-AS

Quarter 1 (Rs. Crs)



** As per I GAAP for comparison only



Order-book Details

Order-book Highlights

- Remaining value of contracts under execution Rs.5,101 crores as on June 30, 2016. In addition, the Company has received Letters of Award (LoA) of the following 3 projects in July'2016

1. LOA for 4 laning / 2 laning with paved shoulders of Dausa-Lalsot-Kauthun section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV, on Hybrid Annuity Model for a bid project cost of Rs. 881.0 crores*
2. LOA received for a project involving 4 laning of Etah to Kasganj road in Uttar Pradesh from Public Works Department (PWD), Uttar Pradesh for a contract value of Rs. 232.91 crore*
3. LOA received for a project extension and resurfacing of Runway at Air Force Station Bakshi Ka Talab, Lucknow in Uttar Pradesh from Military Engineer Services (MES) for a contract value of Rs.139.61 crore*

The above order book also doesn't include one more EPC road project of UPPWD for which the company was the declared lowest bidder (L1) for quoted bid price of Rs. 120 crore*

Road EPC projects constitute 96.5 % of order-book

Key EPC Projects Under Construction	Remaining Value (Rs. Crores)
Nagina-Kashipur	1,156
Varanasi-Gorakhpur	869
Aligarh-Moradabad	645
Agra-Firozabad	523
Bhojpur-Buxar	477
Top 5 projects	3,670
Other Projects	1,431
Total Order Book	5,101
Top 5 projects as % to Total Order Book	71.9%



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 30 th June '16 (Rs. Crs)
Ghaziabad Aligarh	35%*	NHAI	UP / NH-91	Toll	SREI, Galfar	125 / 4	2,019.0	194.0	67.9*/98.05 #	311.0	1,514.0	1,384.6
Kanpur Kabrai	100%	NHAI	UP / NH-86	Toll	-	123 / 2	458.5	67.5	67.5	123.0	268.0	254.6
Gwalior Bhind	100%	MPRDC	MP / NH-92	Toll	-	107.68 / 2	340.3	78.3	78.3	27.0	235.0	218.1
Bareilly Almora	100%	UPSHA	UP / SH-37	Toll	-	54 / 4	604.5	74.6	74.6	70.0	460.0	458.8
Rae Bareli Jaunpur	100%	NHAI	UP / NH-231	Annuity	-	166.40 / 2	837.4	139.6	139.6	0.0	697.8	623.2
Narela Industrial Area	100%	DSIIDC	Delhi / NA	Annuity	-	33 / -	175.0	35.0	35.0	0.0	140.0	108.5
Kanpur Ayodhya	100%	NHAI	UP / NH-28	OMT	-	217 / 4	-	0.1	0.1	-	-	-
							4,434.7	589.1	561.05	531.0	3,314.8	3,047.8

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

DSIIDC: Delhi State Industrial & Infrastructure Development Corporation



Annexure I – Summary Financials

Quarter 1 Profitability Statement



Rs. Crores	Standalone			Consolidated		
	Q1 FY17	Q1 FY16	YoY growth	Q1 FY17	Q1 FY16	YoY growth
REVENUE	515.0	434.4	19%	635.4	677.7	-6%
EBITDA	67.1	60.1	12%	165.8	132.2	25%
EBITDA margin	13.0%	13.8%		26.1%	19.5%	
Other Income	17.4	1.9		49.0	9.0	
Depreciation	12.1	11.8		63.1	45.5	
Interest	2.2	10.4		78.0	59.4	
Profit before Minority interest / share in Net Profit / (loss) of Associates	70.3	39.8		73.6	36.4	
Minority Interest	-	-		0.1	0.002	
Share of Profit / (Loss) of Associates Companies	-	-		(11.8)	(0.2)	
Profit Before Tax	70.3	39.8	77%	62.0	36.2	71%
Tax Expenses						
Current Tax	14.7	14.9		17.9	15.0	
Reduction in tax due to other comprehensive Income	(0.005)	(0.03)		(0.005)	(0.03)	
Deferred Tax	(0.3)	(1.1)		(0.3)	(1.0)	
MAT Credit Entitlement	(8.2)	-		(9.8)	-	
Profit for the quarter	64.0	26.1	146%	54.2	22.1	145%
PAT Margin	12.4%	6.0%		8.5%	3.3%	
Total other Comprehensive income, net of tax	0.02	0.06		0.02	0.1	
Total Comprehensive income for the quarter	64.0	26.1		54.2	22.2	
Cash Profit *	76.1	37.9		117.3	67.7	

Reconciliation Statement of Profit and Loss as previously reported under IGAAP to Ind-AS for the quarter ended 30th June 2015



Particulars	Standalone (Rs. Crores)	Consolidated (Rs. Crores)
Net profit/ (loss) as per Indian GAAP	26.11	24.61
Recognition & Measurement at Fair Valuation of toll, cash & annuity received and receivable impacting revenue, interest expenses / income, amortisation & other expenses	-	(2.40)
Actuarial Gain – Net of tax	(0.06)	(0.07)
Misc. – Fair Valuation	0.02	(0.01)
Total Profit / (Loss)	(0.04)	(2.47)
Net Profit /Loss as per IND-AS	26.06	22.14

Annual Profitability Statement [as per I GAAP]



Rs. Crores	Standalone			Consolidated		
	FY16	FY15	YoY growth	FY16	FY15	YoY growth
REVENUE	2,014.16	1,560.99	29%	2,394.60	1,860.89	29%
EBITDA	265.96	216.62	23%	407.35	279.87	46%
EBITDA margin	13.20%	13.88%		17.01%	15.04%	
Other Income	20.16	13.82		16.65	12.14	
Depreciation	52.46	36.37		109.08	60.34	
Interest	33.23	46.24		128.75	92.51	
PBT	200.41	147.84	36%	186.16	139.16	34%
Tax	-3.38	47.48		-4.06	47.88	
Net Profit before Exceptional Items	203.79	100.36		190.23	91.28	
Short/(Excess) Provision for Taxation of Earlier Years	-38.95	0.00		-38.95	0.00	
Profit After Tax	242.74	100.36	142%	229.18	91.28	151%
PAT Margin	12.05%	6.43%		9.57%	4.91%	
Minority Interest	0.00	0.00		0.00	0.00	
Share of Profit / (Loss) of Associates Companies	0.00	0.00		-13.07	0.00	
PAT after MI & Asso. Profit	242.74	100.36	142%	216.10	91.28	137%
Cash Profit *	295.20	136.73	116%	325.18	151.62	114%

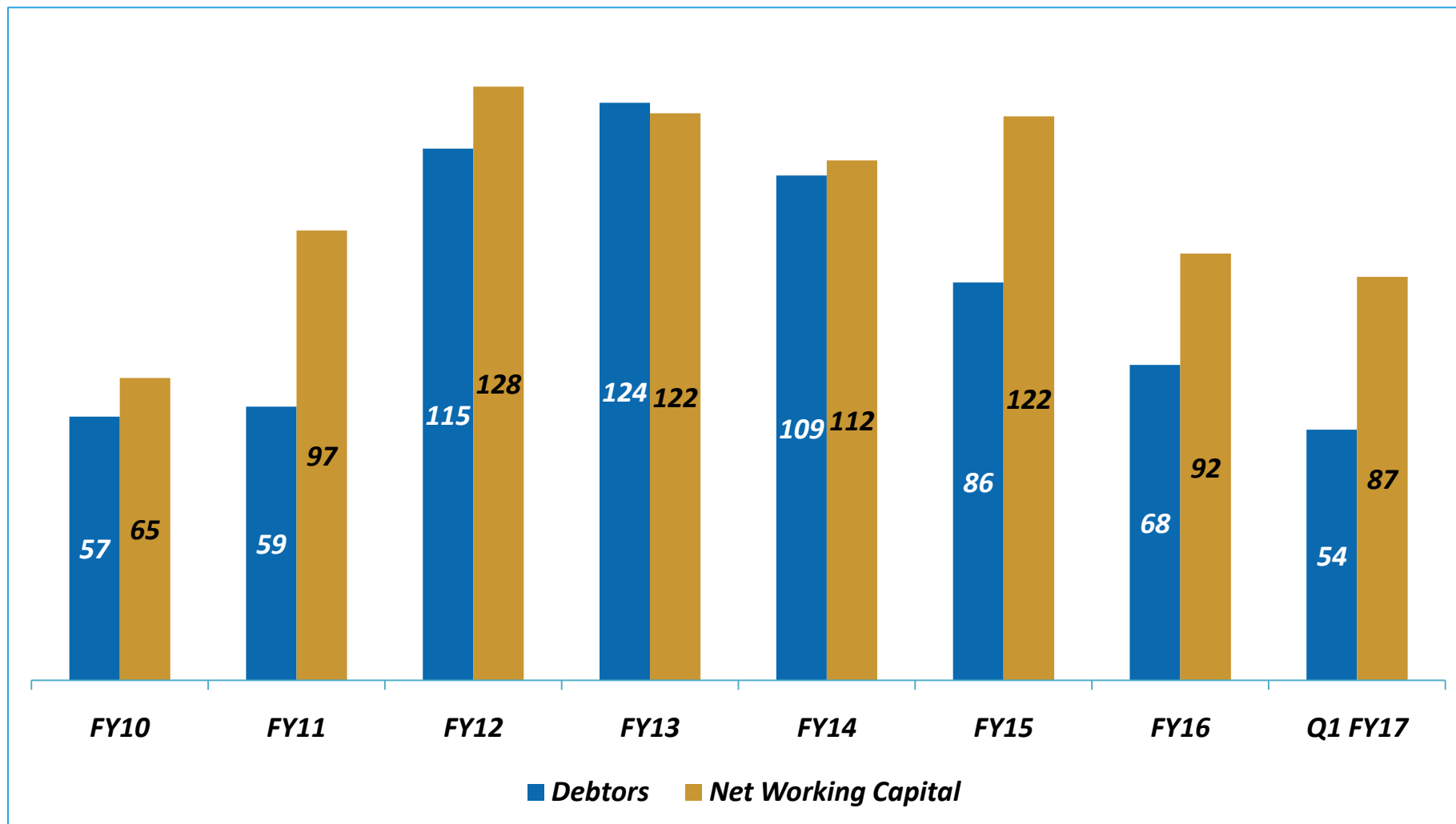
Balance Sheet [as per I GAAP]



Rs. Crores	Standalone		Consolidated	
	Mar-16	Mar-15	Mar-16	Mar-15
Shareholder's Fund	1,362.26	718.44	1,309.74	871.08
Share capital	51.31	39.81	51.31	39.81
Reserves & Surplus	1,310.96	678.63	1,258.44	831.27
Minority Interest	-	-	0.05	0.05
Non-current liabilities	165.84	274.05	1,734.76	1,566.22
Long term borrowings	6.03	23.76	1,573.54	1,306.56
Other non-current liabilities	159.81	250.29	161.22	259.66
Current liabilities	362.14	585.19	545.93	660.07
Short term borrowings	0.00	300.26	29.92	328.35
Trade Payables	106.16	108.12	204.62	111.14
Other current liabilities	255.97	176.81	311.39	220.59
TOTAL EQUITIES & LIABILITIES	1,890.25	1,577.68	3,590.48	3,097.43
Non-current assets	921.66	751.60	2,601.70	2,384.60
Fixed assets	214.39	217.45	2,289.88	2,165.52
Non-Current Investments	464.36	423.54	55.38	92.88
Other Non-current assets	242.91	110.62	256.43	126.20
Current assets	968.59	826.08	988.78	712.82
Current Investment	0.00	0.00	10.19	0.88
Inventories	236.38	222.53	236.38	222.53
Trade receivables	376.30	366.74	412.07	264.42
Cash and bank balances	97.05	21.16	106.58	41.10
Other current assets	258.86	215.66	223.56	183.91
TOTAL ASSETS	1,890.25	1,577.68	3,590.48	3,097.43

Strong credit rating of CARE A+ for Long Term and CARE A1+ for short-term loans

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 June 30, 2016

Particulars (Rs. Crores)	Utilization Planned	Revised Utilization Planned*	Amount Utilized	Amount Pending Utilization
	1	2	3	4=2-3
Funding working capital requirements	150.00	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	65.00	0.00
Investment in capital equipment	85.06	81.70	69.47	12.23
Partial repayment or pre-payment of Debt	35.14	35.14	35.14	0.00
General Corporate purposes	81.10	85.35	81.10	4.25
Issue related expenses (only those apportioned to our company)	18.40	17.51	17.51	0.00
Total	434.70	434.70	418.22	16.48

*Approved by Shareholders through Postal Ballot on July 19, 2016

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Annexure II – Company Overview



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

Executed 55 major infrastructure projects spread across 13 states , of which 34 are road EPC projects; currently executing 17 projects

Strong credit rating of CARE A+ for Long Term and CARE A1+ for Short Term Loans

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

Operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets

Established track record of timely/early completion of projects

Completed 34 infrastructure road projects on EPC basis

Roads & Highways EPC

Roads & Highways BOT / OMT

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

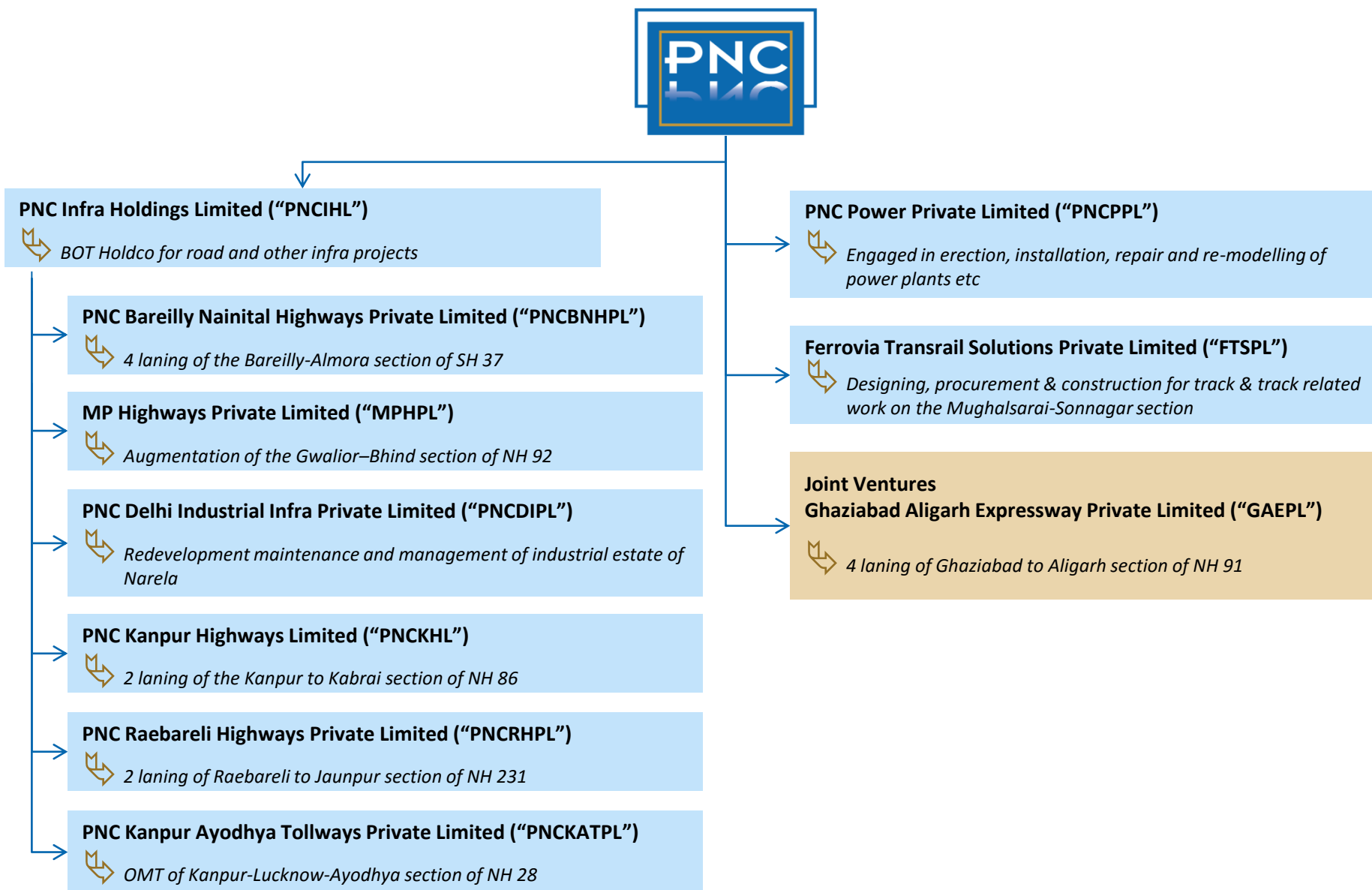
Executed 19 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

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





➤ **Mr. Pradeep Kumar Jain - Chairman & Managing Director**

- Over 37 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 28 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**

- Over 27 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 22 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



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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