

June 8, 2018 Wealth Research

# **Q4FY18 Result Update**

# **Ahluwalia Contracts (India) Ltd**

# Order execution ramp up – key trigger

**Accumulate** 

Ahluwalia Contracts (India) Ltd (ACIL), for Q4FY18, reported mixed numbers. Revenue declined by 5% YoY to ₹447 crore, mainly due to slow execution and GST impact. EBITDA grew ~25% to ₹53 crore. Lower raw material cost and construction expenses led to EBITDA margin expansion of 286bps to 12%. Net profit grew 54% to ₹31 crore, on the back of lower interest cost. As of Mar'18, ACIL has reduced debt to ₹30 crore (vs ₹90 crore in Mar'17). ACIL has declared a dividend of ₹0.3/share, for the first time in the last 6 years.

Management Guidance: For FY19 and FY20, the management has guided for revenue growth of 20% each. Order inflows of ₹2,000-2,200 crore are expected in FY19, with EBITDA margins of 13-14% and working capital improvement of 3-4 days.

Recommendation: Post our Q3FY18 result update (8 Mar'18 @ ₹371, Rating: Accumulate), in-line with our expectation the stock price of ACIL touched its 52 week high of ₹445 (on 8 May'18), surpassing our then target price of ₹421. Given the current market volatility, the stock price of ACIL has corrected to ₹355, thus trading at 13.6x P/E on FY20E basis. The company continues to bid cautiously so as to safeguard its EBITDA margins, which can be attributed to the 10% decline in order inflows in FY18 to ₹1,300 crore. Given the government's focus on buildings, healthy bid pipeline and opportunities in the higher ticket size orders (₹500 crore+), we anticipate ACIL to be a beneficiary of the same. We maintain our Accumulate rating and value the company at 16x FY20E EPS giving a target price of ₹418.

**Q4FY18 Result Summary** 

Y/E Mar (₹ Cr.)	Q4FY18	Q4FY17	YoY (%)	Q3FY18	QoQ (%)
Revenue	447	472	(5.3)	361	23.7
EBITDA	53	43	24.5	62	(14.5)
Margin (%)	12.0	9.1	286bps	17.3	-535bps
PAT	31	20	54.0	29	6.3
EPS (₹)	4.63	3.00		4.35	

Source: Company, Centrum Wealth Research

Order inflows gaining traction: Given the increasing competitive intensity, ACIL adopted a cautious bidding approach which resulted in order inflows declining by 10% YoY to ₹1,300 crore in FY18. Order book stood at ₹3,700 crore as of Mar'18. Post securing new orders worth ₹1,600 crore during the quarter, the current order book is ~₹4,700 crore (2.8x FY18 revenue), thus providing revenue visibility. ACIL's bid pipeline stands at ₹3,000 crore, which includes projects related to hospitals, airports and institution. Given the company's approach and order profile we expect the company to maintain margins of 13%+ in FY19E/20E.

Good balance sheet position: ACIL's debt as of Mar'18 stands at ₹29 crore (vs ₹61 crore in Dec'17 and ₹90 crore in Mar'17). We anticipate ACIL to be a debt free company by FY20E. We believe reduction in debt led to saving in finance cost resulting in better profitability. In addition, better order execution could aid in generating cash flows, which could help in improving working capital cycle.

**Risk factors:** 1) Slower than expected order execution, could impact revenue growth, 2) Increase in sub-contracting expenses to hurt margins, 3) Delay in payments leading to higher working capital requirement.

Key Data	
Current Market Price (₹)	355
Target Price (₹)	418
Potential upside	17.9%
Sector Relative to Market	In-line
Stock Relative to Sector	In-line

#### Stock Information 532811 **BSE Code NSE Code AHLUCONT** Face Value (₹/Share) 2.0 6.7 No. of shares (Cr.) 2,375 Market Cap (₹ Cr.) 998 Free float (₹ Cr.) 445/236 52 Week H / L (₹) Avg. Daily turnover (12M, ₹ Cr.)

#### **Shareholding Pattern (%)**

	Mar-18	Mar-17
Promoters#	58.0	59.6
Mutual Funds	15.3	14.6
FPIs	20.3	19.4
Others including Public	6.4	6.4

#Promoter holding diluted post sale of shares by promoter member in Apr'17.

#### 1 year Indexed Price Performance



#### **Price Performance (%)**

	1M	3M	6M	1YR
ACIL	(16.6)	(4.3)	(0.7)	6.4
S&P BSE Small Cap	(7.2)	(2.8)	(6.9)	8.8

Source: Bloomberg, Centrum Wealth Research

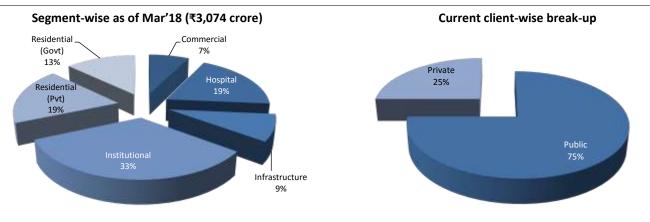
Mrinalini Chetty, Research Analyst

#### **Financial Summary**

	/									
Y/E Mar (₹ Cr.	.) Revenue	YoY (%)	EBITDA	EBITDA (%)	NPAT	YoY (%)	EPS (₹)	P/E (x)	EV/EBITDA (x)	RoE (%)
FY16A	1,250	17.9	161	12.9	84	31.8	12.60	28.1	15.0	22.2
FY17A	1,427	14.2	173	12.1	86	1.9	12.84	27.6	13.5	18.5
FY18P	1,647	15.4	219	13.3	115	34.2	17.23	20.6	10.4	20.4
FY19E	1,921	16.7	257	13.4	152	31.3	22.62	15.7	8.6	22.0
FY20E	2,152	12.0	290	13.5	175	15.5	26.11	13.6	7.0	20.9

Source: Company, Centrum Wealth Research, P = Provisional

Exhibit 1: Order Book break-up



Source: Company, Centrum Wealth Research

## **Q4FY18 Concall Highlights**

- With the recent addition of ₹1,600 crore worth of orders, the share of government orders has increased to ~75%. Going forward, the company is looking at an equal distribution of order book between public and private sector.
- Of the current order bid pipeline of ₹3,000 crore, private sector constitutes 20%. Opportunity in the government orders is coming from Healthcare (AIIMS and State governments like Bihar looking to build hospitals), Redevelopment projects (Central Public Works Department CPWD and NBCC opportunity of ₹1,000-1,500 crore) and airports (modernising/increasing size of 70 airports). Opportunity in the private sector is coming from existing clients like Times of India, AMITY and Brookfield. The company is witnessing some traction in the commercial real estate sector, however the private residential side continues to witness a slowdown.
- At present, the company does not have any L1 position in orders. Slow moving orders account for ₹150 crore (vs ₹200 crore earlier).
- Order book break up based on geography North contributed 55%, East 31% and West 14%.
- Average cost of debt is at 9.2%.
- > The company has declared a dividend of ₹0.3/share in FY18. This was the first dividend declared after 6 years.
- ➤ ACIL is not looking at investing in any major capex over the next 2 years. For FY19, ACIL expects to incur a normal capex of ₹17-18 crore.
- ▶ Update on Kota Project FY18 revenue stood at ₹1.25 crore. The company expects the project to break even in FY19. Additional capex of ₹8-10 crore is expected on this project. The company is open to monetize this project post achieving higher occupancy level.
- > Competitive Intensity ACIL continues to witness high competitive intensity. Average number of bidders for a project having a ticket size of ₹500 crore+ is 4-5 and sub ₹500 crore is 5-10. The company continues its cautious bidding approach so as to safeguard margins.

**Exhibit 2: Quarterly Performance** 

Y/E Mar (₹ Cr.)	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Revenue	472	504	335	361	447
YoY Growth %	23.0	64.6	15.2	0.8	(5.3)
Raw Materials	250	275	118	146	218
% of sales	53.0	54.5	35.1	40.5	48.7
Personnel Expenses	32	32	34	34	34
% of sales	6.9	6.3	10.2	9.5	7.5
Other Expenses	146	144	133	118	142
% of sales	31.0	28.5	39.8	32.7	31.8
EBIDTA	43	54	50	62	53
EBIDTA margin %	9.1	10.6	14.9	17.3	11.9
Depreciation	6.4	6.3	6.4	6.4	6.5
Interest	7.6	3.8	4.6	12.4	4.2
Other Income	2.1	1.5	1.0	1.1	2.7
PBT	30.9	45.0	39.8	44.8	45.3
Provision for tax	10.8	15.4	14.1	15.6	14.3
Effective tax rate %	34.8	34.3	35.3	34.9	31.5
Net Profit	20.1	29.5	25.8	29.2	31.0
YoY Growth %	(24.6)	35.3	29.0	19.6	54.0
PAT margin %	4.3	5.9	7.7	8.1	6.9

Source: Company, Centrum Wealth Research

#### From the Technical & Derivative Desk

- > The stock is moving with the territory of a 'Rising Channel' on weekly chart from last three years (see exhibit 3).
- > Currently, the stock is correcting from the higher end of the mentioned channel and has also given a breakdown from 'Head & Shoulder' pattern on daily time scale.
- > Also, the stock is sustaining below its '200 EMA' on daily chart, which is a negative sign for the counter.
- > Since 'RSI' oscillator is rebounding from the oversold territory; a bounce back can be possible in the stock.
- But, the neckline of the 'Head & Shoulder' (which is placed around ₹368) is likely to act as a resistance. Thus, fresh buying is not advisable at current juncture.

**Exhibit 3: Technical Chart** 



Source: Company, Centrum Wealth Research

# **Financials**

#### **Income Statement**

Y/E Mar (₹ Cr)	FY16	FY17	FY18P	FY19E	FY20E
Revenue	1,250	1,427	1,647	1,921	2,152
Growth %	17.9	14.2	15.4	16.7	12.0
Raw Materials	607	726	756	957	1,072
% of sales	48.6	50.9	45.9	49.8	49.8
Personnel Expenses	159	154	134	171	192
% of sales	12.7	10.8	8.1	8.9	8.9
Other Expenses	323	374	538	536	598
% of sales	25.8	26.2	32.6	27.9	27.8
EBIDTA	161	173	219	257	290
EBIDTA margin %	12.9	12.1	13.3	13.4	13.5
Depreciation	20	24	26	27	28
Interest	35	27	25	7	3
Other Income	14	8	6	6	6
PBT	119	131	175	230	265
Provision for tax	35	45	59	78	90
Effective tax rate %	29.2	34.1	34.0	34.0	34.0
Net Profit	84	86	115	152	175
Growth %	31.8	1.9	34.2	31.3	15.5
PAT margin %	6.8	6.0	7.0	7.9	8.1

Source: Company, Centrum Wealth Research, P = Provisional

## **Balance Sheet**

Y/E Mar (₹ Cr)	FY16	FY17	FY18P	FY19E	FY20E
Share capital	13	13	13	13	13
Reserves & surplus	409	495	608	744	903
Shareholder's fund	422	508	621	757	917
Loan fund	133	90	30	29	-
Total cap. employed	555	598	651	786	917
Net fixed assets	197	193	190	183	175
Deferred Tax Assets	15	13	22	22	22
Investments	6.3	6.3	-	-	-
Cash and bank	88	123	125	200	328
Inventories	205	201	189	316	342
Debtors	557	602	671	858	914
Loans & adv and OCA	89	98	47	134	151
Total current assets	939	1,023	1,033	1,508	1,734
Current lia. and prov.	602	637	594	927	1,014
Net current assets	337	386	439	582	720
Total assets	555	598	651	786	917

Source: Company, Centrum Wealth Research. OCA – Other Current Assets

## **Cash Flow**

Y/E Mar (₹ Cr)	FY16	FY17	FY18P	FY19E	FY20E
Net Profit Before Tax	119	131	175	230	265
Depreciation	20	24	26	27	28
Others	17	16	19	0.7	(2.8)
Change in working capital	(72)	(31)	(51)	(68)	(11)
Tax expenses	(7)	(12)	(59)	(78)	(90)
Cash flow from Ops	77	127	109	112	190
Capex	(22)	(20)	(23)	(20)	(20)
Other investing activities	(3)	11	13	6	6
Cash flow from Invest	(25)	(9)	(10)	(14)	(14)
Proceeds from equity	-	-	-	-	-
Borrowings/(Repayments)	(31)	(52)	(60)	(1)	(29)
Dividend paid	-	-	(2)	(16)	(16)
Interest paid	(26)	(19)	(25)	(7)	(3)
Cash flow from financing	(58)	(71)	(88)	(23)	(48)
Net Cash Flow	(6)	48	11	74	128

Source: Company, Centrum Wealth Research

## **Key Ratios**

key katios					
Y/E Mar	FY16	FY17	FY18P	FY19E	FY20E
Return ratios (%)					
RoE	22.2	18.5	20.4	22.0	20.9
RoCE	29.5	27.3	32.0	32.9	31.5
Turnover Ratios (days)					
Inventory	54	52	43	48	56
Debtors	152	148	141	145	150
Creditors	82	83	81	83	87
Fixed asset turnover (x)	3.6	3.6	3.6	4.0	4.3
Solvency Ratio (x)					
Debt-Equity	0.3	0.2	0.0	0.0	-
Interest coverage	4.4	5.9	8.0	33.7	77.5
Per share (₹)					
EPS	12.6	12.8	17.2	22.6	26.1
BVPS	63.0	75.9	92.8	113.0	136.8
CEPS	15.6	16.4	21.1	26.7	30.3
<b>Dividend Ratios</b>					
DPS (₹)	-	-	0.3	2.0	2.0
Dividend Yield (%)	-	-	0.1	0.6	0.6
Dividend Payout (%)	-	-	2.0	10.3	8.9
Valuation (x)					
P/E	28.1	27.6	20.6	15.7	13.6
P/BV	5.6	4.7	3.8	3.1	2.6
EV/EBIDTA	15.0	13.5	10.4	8.6	7.0
EV/Sales	1.9	1.6	1.4	1.1	1.0

Source: Company, Centrum Wealth Research

#### **Appendix**

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