

August 19, 2020

Q1FY21 Result Update

■ Change in Estimates | ■ Target | ■ Reco

Change in Estimates

	Cur	rent	Previous		
	FY22E	FY23E	FY22E	FY23E	
Rating	В	UY	В	UY	
Target Price	3	05	3	05	
Sales (Rs. m)	34,221	39,690	34,221	39,690	
% Chng.	-	-			
EBITDA (Rs. m)	5,818	6,747	5,818	6,747	
% Chng.	-	-			
EPS (Rs.)	20.8	24.8	20.8	24.8	
% Chna.	-	-			

Key Financials - Standalone

Y/e Mar	FY20	FY21E	FY22E	FY23E
Sales (Rs. m)	22,442	22,814	34,221	39,690
EBITDA (Rs. m)	4,871	3,878	5,818	6,747
Margin (%)	21.7	17.0	17.0	17.0
PAT (Rs. m)	2,359	1,421	2,921	3,492
EPS (Rs.)	16.8	10.1	20.8	24.8
Gr. (%)	(11.2)	(39.8)	105.5	19.5
DPS (Rs.)	0.4	0.3	0.5	0.6
Yield (%)	0.2	0.1	0.2	0.2
RoE (%)	15.5	8.4	15.3	15.7
RoCE (%)	16.8	9.5	16.2	16.6
EV/Sales (x)	1.7	1.7	1.1	0.9
EV/EBITDA (x)	7.8	9.9	6.5	5.5
PE (x)	15.3	25.4	12.4	10.4
P/BV (x)	2.2	2.1	1.8	1.5

Key Data	KNRL.BO KNRC IN
52-W High / Low	Rs.312 / Rs.171
Sensex / Nifty	38,615 / 11,408
Market Cap	Rs.36bn/ \$ 483m
Shares Outstanding	141m
3M Avg. Daily Value	Rs.112.55m

Shareholding Pattern (%)

Promoter's	55.03
Foreign	1.63
Domestic Institution	34.00
Public & Others	9.34
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	23.0	(9.7)	4.7
Relative	18.0	(3.4)	1.4

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KNR Constructions (KNRC IN)

Rating: BUY | CMP: Rs257 | TP: Rs305

Stellar execution; margins continues to beat

Quick Pointers:

- Despite impact of Covid-19 pandemic, company reported stellar revenues (few companies to report YoY growth) at Rs4.8bn beating estimates.
- With order inflows of Rs23.1mn during the quarter, order book stands strong at Rs72bn (excluding 1 HAM project) translating to 3.2x TTM revenues.
- Stake sale in KNR Walayar Tollways BOT project to Cube Highways is in final stage of negotiations and is expected to conclude in next two months.

KNR Constructions posted strong results beating our & street estimates, despite Covid-19 pandemic impacting execution. Margins were better with rise in share of high margin irrigation segment (23% in the revenue mix). Current labour availability stands at 55-60% of required workforce which is expected to go up to 80-85% in next 1-2 months. WC cycle is elongated at 66days (vs 53days QoQ) as receivables from Telangana Govt. rose to Rs5.4bn (total irrigation receivables Rs6.8bn). With large disbursals (Rs4.4bn) expected from Telangana Govt. in next two weeks (payments halted since Feb'20 as funds diverted for Covid management) and conclusion of Cube deal, company would substantially improve its working capital cycle.

KNRC has robust financials with (a) lean balance sheet (D:E of 0.14x), (b) strong execution capabilities (c) healthy operating margins (average ~18% over FY15-20) and (d) healthy working capital cycle (~90 days). It fits perfectly in our thesis of comfortable order book (Rs72.1bn as on 1QFY21) and lean balance sheet (lower risks of equity dilution). At CMP, the stock trades at a P/E of 25.4x/12.4x on FY21E/FY22E EPS and is trading at an EV of 9.9x/6.5x FY21E/FY22E EBITDA. We maintain BUY rating on the stock with an SOTP based TP of Rs305.

Strong revenues with resilient margins: Revenues grew by 3.2% YoY to Rs4.8bn (above our/street estimates of Rs2.7bn/Rs3.4bn) for 1QFY21 in this tough scenario, led by robust execution and lower than anticipated impact of Covid-19 pandemic. EBITDA rose by 4.8% YoY to Rs943mn with EBITDAM coming in at 19.7% (beating our/ street estimates of 11.1%/15.8%) primarily due to stronger execution and rising share of higher-margin irrigation segment in the revenue mix (23% vs 13% YoY). Adj. PAT came at Rs398mn (PLe: loss of Rs250mn) on the back of better operational efficiencies.

Strong diversified order book, healthy order inflows: KNRC bagged two irrigation projects worth Rs23.1bn in the quarter taking order book to Rs72.1bn as at 1QFY21 (excluding 1 HAM project where AD pending). This translates into an order-book-to-sales ratio of 3.2x TTM revenues. Order book constitutes of Road-HAM projects (31%), Road-Others (15%) and irrigation projects (54%). AD of Oddanchatram–Madathukulam HAM project is expected by Sept'20. With strong bid pipeline, the company targets incremental order inflows of ~Rs20bn in FY21.



Exhibit 1: Quarterly Financials (Standalone): Strong execution revival post lockdown drive revenue growth

Rs mn	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	YoY gr. (%)	QoQ gr. (%)	FY20	FY19	YoY gr. (%)
Revenue	4,646	5,462	5,579	6,756	4,794	3.2	-29.0	22,442	21,373	5.0
Total Revenues	4,646	5,462	5,579	6,756	4,794	3.2	-29.0	22,442	21,373	5.0
Expenditure	3,746	4,204	4,335	5,287	3,850	2.8	-27.2	17,572	17,103	2.7
as % of sales	80.6	77.0	77.7	78.3	80.3			78.3	80.0	
Consumption of RM	1,860	1,721	1,752	2,200	1,899	2.1	-13.7	7,533	6,432	17.1
as % of sales	40.0	31.5	31.4	32.6	39.6			33.6	30.1	
Employee Cost	271	363	303	315	278	2.3	-11.9	1,252	929	34.9
as % of sales	5.8	6.6	5.4	4.7	5.8			5.6	4.3	
Other expenditure	1,615	2,121	2,280	2,772	1,674	3.7	-39.6	8,787	9,742	-9.8
as % of sales	34.8	38.8	40.9	41.0	34.9			39.2	45.6	
EBITDA	900	1,258	1,244	1,469	943	4.8	-35.8	4,871	4,270	14.1
Depreciation	389	475	517	538	331	-14.9	-38.4	1,918	1,681	14.1
EBIT	511	783	727	931	612	19.7	-34.2	2,952	2,589	14.0
Other Income	168	256	70	73	61	-63.6	-16.2	566	634	-10.7
Interest	90	98	142	145	102	13.0	-29.3	474	291	62.9
PBT	589	941	655	859	571	-3.0	-33.5	3,044	2,931	3.8
Total Tax	112	200	186	187	173	55.3	-7.5	685	273	150.5
Adjusted PAT	477	741	469	672	398	-16.6	-40.8	2,359	2,658	-11.2
(Profit)/loss from JV's/Ass/MI	0	0	0	0	0	0.0	0.0	0	0	0.0
PAT after MI	477	741	469	672	398	-16.6	-40.8	2,359	2,658	-11.2
Extra ordinary items	0	-40	-67	0	0	0.0	0.0	-107	-25	0.0
Reported PAT	477	701	402	672	398	-16.6	-40.8	2,252	2,633	-14.5
Adjusted EPS	3	5	3	5	3	-16.6	-40.8	16	19	-14.5
						bps	bps			bps
EBIDTA	19.4	23.0	22.3	21.7	19.7	30	-206	21.7	20.0	173
EBIT	11.0	14.3	13.0	13.8	12.8	177	-101	13.2	12.1	104
EBT	12.7	17.2	11.7	12.7	11.9	-76	-80	13.6	13.7	-15
PAT	10.3	12.8	7.2	9.9	8.3	-197	-165	10.0	12.3	-228
Effective Tax rate	19.0	21.2	28.4	21.8	30.3	1138	855	22.5	9.3	1317

Source: Company, PL

Exhibit 2: SOTP Valuation

Particulars	Segment	Driver	KNR's share	Multiple	Value (Rs mn)	Value / share (Rs)	Proportionate (%) of value / share	Basis
EPC Business	Construction	2,921	100	13	37,976	270	89%	13x on FY22 earnings
Walayar Vadakkancherry BOT Project	BOT	3,974	100	1	3,974	28	9%	Based on 1 P/B of equity
Muzzafarpur Baruani BOT	BOT	1,771	51	1	903	6	2%	Based on 1 P/B of equity
Land Cost					NA	-		
Total Rs mn						305		

Source: Company, PL

Exhibit 3: Key Assumptions

Rs mn	FY18	FY19	FY20	FY21E	FY22E	FY22E
Order inflow	4,853	38,301	34,583	39,771	45,737	52,597
Revenues	19,317	21,373	22,442	22,814	34,221	39,690
Order book	23,227	40,156	52,297	69,253	80,769	93,676
Execution cycle(%)	45%	35%	30%	25%	30%	30%
Ob to sales (x)	1.2	1.9	2.3	3.0	2.4	2.4

Source: Company, PL



Concall Highlights

- KNRC reported strong revenue & earnings performance for the quarter led by strong execution revival post lockdown, rising share of high-margin irrigation segment in revenue mix (23% vs 13% YoY) & higher operational efficiencies.
- KNRC's order book stands at Rs72.1bn (excluding Rs6.4bn HAM projects where AD pending) as at 1QFY21, translating into 3.2x TTM revenues.
 - Of the total order book, HAM road projects account for 31%, Road (Non Captive) for 15% and 54% comes from Irrigation segment.
 - During Q1FY21, KNRC received two irrigation projects worth Rs23.1bn from Govt. of Telangana. However, projects are on hold for two months for negotiation of debt tie-up between State Irrigation dept and banks.
 - During the quarter, company achieved financial closure of Oddanchatram— Madathukulam HAM project. With land availability at 72%, the company expects to receive AD by Sept'20
 - With bids submitted for 7 projects and further 10 projects in the bid pipeline in road segment, the company targets incremental order inflows of ~Rs20bn in FY21.
- Transaction of stake sale in KNR Walayar Tollways BOT project with Cube Highways is in final stage of negotiation and is expected to conclude. Proceeds to be received in the next two months.
- Projects execution have gradually picked up pace with Irrigation projects currently operating at 70% efficiency levels while road projects at 60% efficiency levels (with labour availability at 55-60%).
 - Company expects labour force to rise to 80-85% in next 1-2 months.
- Net working capital rose to 66 days (vs 53 days QoQ) led by rise in receivable days to 90 days (vs 78 days QoQ).
 - Total receivables for irrigation projects stand at Rs6.8bn as at 1QFY21, of which Telangana govt accounts for Rs5.4bn.
 - Payments from Telangana govt were halted since Feb'20 due to funds diversion for Covid management. However, company expects substantial realization (~Rs4.4bn) in the coming two weeks. Such long delays are not witnessed with other state govts.
- The company has already invested Rs2.24bn in its HAM projects till Q1FY21 and would be investing further Rs2.5bn/ Rs1.1bn/ Rs0.4bn in FY21E/22E/23E. Equity requirement for FY21 would be met through fund flows from Cube deal and realization of Telangana government receivables.
- Toll revenue for Barauni-Muzzafpur BOT project has declined to Rs1.42mn/day in 1QFY21 (avg. run-rate Rs2.2mn/day) on account of subdued traffic post relaxation in lockdown.



Financials

Income Statement	(Rs m)
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income Statement (NS III)				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Net Revenues	22,442	22,814	34,221	39,690
YoY gr. (%)	5.0	1.7	50.0	16.0
Cost of Goods Sold	7,533	7,072	10,609	12,304
Gross Profit	14,910	15,742	23,613	27,386
Margin (%)	66.4	69.0	69.0	69.0
Employee Cost	1,252	1,369	1,882	2,183
Other Expenses	8,017	8,555	12,662	14,685
EBITDA	4,871	3,878	5,818	6,747
YoY gr. (%)	14.1	(20.4)	50.0	16.0
Margin (%)	21.7	17.0	17.0	17.0
Depreciation and Amortization	1,918	2,045	2,270	2,495
EBIT	2,952	1,833	3,547	4,252
Margin (%)	13.2	8.0	10.4	10.7
Net Interest	474	504	567	657
Other Income	566	570	924	1,072
Profit Before Tax	3,044	1,900	3,904	4,666
Margin (%)	13.6	8.3	11.4	11.8
Total Tax	685	478	983	1,174
Effective tax rate (%)	22.5	25.2	25.2	25.2
Profit after tax	2,359	1,421	2,921	3,492
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	2,359	1,421	2,921	3,492
YoY gr. (%)	(11.2)	(39.8)	105.5	19.5
Margin (%)	10.5	6.2	8.5	8.8
Extra Ord. Income / (Exp)	(107)	-	=	-
Reported PAT	2,252	1,421	2,921	3,492
YoY gr. (%)	(14.5)	(36.9)	105.5	19.5
Margin (%)	10.0	6.2	8.5	8.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,252	1,421	2,921	3,492
Equity Shares O/s (m)	141	141	141	141
EPS (Rs)	16.8	10.1	20.8	24.8

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Balance Sheet Abstract (Rs	m)			
Y/e Mar	FY20	FY21E	FY22E	FY23E
Non-Current Assets				
Gross Block	12,136	13,636	15,136	16,636
Tangibles	12,136	13,636	15,136	16,636
Intangibles	-	-	-	-
Acc: Dep / Amortization	8,331	10,376	12,646	15,142
Tangibles	8,331	10,376	12,646	15,142
Intangibles	-	-	-	-
Net fixed assets	3,805	3,260	2,489	1,494
Tangibles	3,805	3,260	2,489	1,494
Intangibles	-	-	-	-
Capital Work In Progress	102	102	102	102
Goodwill	-	-	-	-
Non-Current Investments	7,848	8,474	10,433	12,283
Net Deferred tax assets	1,610	1,610	1,610	1,610
Other Non-Current Assets	1,110	1,680	1,981	2,332
Current Assets				
Investments	-	-	-	-
Inventories	1,232	1,563	2,344	2,718
Trade receivables	4,761	5,000	5,625	6,524
Cash & Bank Balance	330	582	1,221	2,916
Other Current Assets	4,230	4,480	5,503	6,478
Total Assets	25,568	27,623	32,626	38,294
Equity				
Equity Share Capital	281	281	281	281
Other Equity	15,958	17,342	20,188	23,590
Total Networth	16,239	17,624	20,469	23,871
Non-Current Liabilities				
Long Term borrowings	1,815	2,315	2,815	3,315
Provisions	-	-	-	-
Other non current liabilities	839	933	1,101	1,296
Current Liabilities				
ST Debt / Current of LT Debt	336	336	336	336
Trade payables	2,511	3,125	4,219	4,893
Other current liabilities	5,437	4,899	5,295	6,192
Total Equity & Liabilities	25,568	27,623	32,626	38,294

Source: Company Data, PL Research

August 19, 2020



Cash Flow (Rs m)				
Y/e Mar	FY20	FY21E	FY22E	FY23E
PBT	2,937	1,900	3,904	4,666
Add. Depreciation	1,918	2,045	2,270	2,495
Add. Interest	474	504	567	657
Less Financial Other Income	566	570	924	1,072
Add. Other	-	-	-	-
Op. profit before WC changes	5,329	4,449	6,742	7,819
Net Changes-WC	(609)	(1,587)	(1,532)	(1,368)
Direct tax	(685)	(478)	(983)	(1,174)
Net cash from Op. activities	4,036	2,384	4,227	5,276
Capital expenditures	(2,845)	(2,092)	(3,446)	(3,334)
Interest / Dividend Income	-	-	-	-
Others	-	-	-	-
Net Cash from Invt. activities	(2,845)	(2,092)	(3,446)	(3,334)
Issue of share cap. / premium	-	-	-	-
Debt changes	(490)	500	500	500
Dividend paid	(73)	(37)	(75)	(90)
Interest paid	(474)	(504)	(567)	(657)
Others	46	-	-	-
Net cash from Fin. activities	(991)	(41)	(143)	(248)
Net change in cash	200	251	639	1,695
Free Cash Flow	1,921	884	2,727	3,776

Source: Company Data, PL Research

Quarterly Financials (Rs m) Y/e Mar

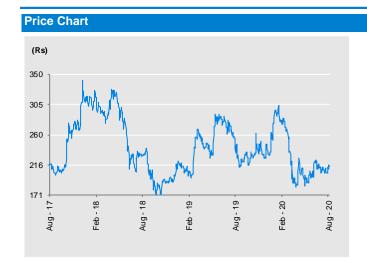
Y/e Mar	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Net Revenue	5,462	5,579	6,756	4,794
YoY gr. (%)	31.2	24.3	(5.6)	3.2
Raw Material Expenses	-	-	-	-
Gross Profit	5,462	5,579	6,756	4,794
Margin (%)	100.0	100.0	100.0	100.0
EBITDA	1,258	1,244	1,469	943
YoY gr. (%)	51.3	38.0	1.9	4.8
Margin (%)	23.0	22.3	21.7	19.7
Depreciation / Depletion	475	517	538	331
EBIT	783	727	931	612
Margin (%)	14.3	13.0	13.8	12.8
Net Interest	98	142	145	102
Other Income	256	70	73	61
Profit before Tax	901	588	859	571
Margin (%)	16.5	10.5	12.7	11.9
Total Tax	200	186	187	173
Effective tax rate (%)	22.2	31.6	21.8	30.3
Profit after Tax	701	402	672	398
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	741	469	672	398
YoY gr. (%)	64.7	(10.0)	(29.0)	(16.6)
Margin (%)	13.6	8.4	9.9	8.3
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	741	469	672	398
YoY gr. (%)	64.7	(10.0)	(29.0)	(16.6)
Margin (%)	13.6	8.4	9.9	8.3
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	741	469	672	398
Avg. Shares O/s (m)	141	141	141	141
EPS (Rs)	5.3	3.3	4.8	2.8

Source: Company Data, PL Research

Key Financial Metrics					
Y/e Mar	FY20	FY21E	FY22E	FY23E	
Per Share(Rs)					
EPS	16.8	10.1	20.8	24.8	
CEPS	30.4	24.7	36.9	42.6	
BVPS	115.5	125.3	145.6	169.8	
FCF	13.7	6.3	19.4	26.9	
DPS	0.4	0.3	0.5	0.6	
Return Ratio(%)					
RoCE	16.8	9.5	16.2	16.6	
ROIC	13.3	7.3	12.8	14.0	
RoE	15.5	8.4	15.3	15.7	
Balance Sheet					
Net Debt : Equity (x)	0.1	0.1	0.1	0.0	
Net Working Capital (Days)	62	77	64	65	
Valuation(x)					
PER	15.3	25.4	12.4	10.4	
P/B	2.2	2.1	1.8	1.5	
P/CEPS	8.5	10.4	7.0	6.0	
EV/EBITDA	7.8	9.9	6.5	5.5	
EV/Sales	1.7	1.7	1.1	0.9	
Dividend Yield (%)	0.2	0.1	0.2	0.2	

Source: Company Data, PL Research





No.	Date	Rating	TP (Rs.) Share Price (Rs.)
1	07-Jul-20	BUY	305 215
2	12-Jun-20	BUY	305 197
3	07-Apr-20	BUY	305 183
4	14-Feb-20	BUY	313 279
5	10-Jan-20	BUY	304 278
6	03-Jan-20	BUY	304 261
7	23-Dec-19	BUY	304 231

Recommendation History

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB	Hold	874	913
2	Ahluwalia Contracts (India)	BUY	288	244
3	Ashoka Buildcon	BUY	147	60
4	Bharat Electronics	Hold	99	97
5	BHEL	Hold	34	41
6	Capacite's Infraprojects	BUY	162	106
7	Container Corporation of India	BUY	468	386
8	Cummins India	Accumulate	472	437
9	Engineers India	BUY	104	68
10	GE T&D India	Hold	86	108
11	H.G. Infra Engineering	BUY	259	200
12	IRB Infrastructure Developers	BUY	139	114
13	ITD Cementation India	BUY	67	52
14	J.Kumar Infraprojects	BUY	176	102
15	Kalpataru Power Transmission	BUY	276	250
16	KEC International	BUY	333	294
17	KNR Constructions	BUY	305	215
18	Larsen & Toubro	BUY	1,192	917
19	NCC	BUY	83	31
20	PNC Infratech	BUY	205	151
21	Power Grid Corporation of India	BUY	205	170
22	Sadbhav Engineering	BUY	87	49
23	Siemens	BUY	1,402	1,159
24	Thermax	Accumulate	798	751
25	Triveni Turbine	BUY	83	64
26	Voltamp Transformers	BUY	1,244	1,095

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock Under Review (UR) : Rating likely to change shortly



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