

Result Update

November 16, 2018

Rating matrix Rating : Buy Target : ₹ 80 Target Period : 18-24 months Potential Upside : 36%

| Changed from ₹ 95 to ₹ 80 |
|----------------------------|
| hanged from ₹ 2.2 to ₹ 1.9 |
| hanged from ₹ 3.2 to ₹ 2.5 |
| Unchanged |
| |

| Quarterly performance | | | | | | |
|-----------------------|---------|---------|----------|---------|---------|--|
| | Q2FY19 | Q2FY18 | YoY (%) | Q1FY19 | QoQ (%) | |
| Revenue | 1,541.1 | 1,128.4 | 36.6 | 1,625.2 | -5.2 | |
| EBITDA | 59.1 | 84.3 | -29.9 | 62.9 | -6.1 | |
| EBITDA (%) | 3.7 | 7.4 | -371 bps | 3.9 | -12 bps | |
| PAT | 85.9 | 74.1 | 16.0 | 67.7 | 27.0 | |

| Key financial | s | | | |
|---------------|---------|---------|---------|----------|
| ₹ Crore | FY17 | FY18 | FY19E | FY20E |
| Net Sales | 6,211.2 | 5,871.7 | 7,243.1 | 10,475.7 |
| EBITDA | 402.4 | 399.4 | 404.2 | 567.8 |
| Net Profit | 351.1 | 333.6 | 340.3 | 452.5 |
| EPS (₹) | 2.0 | 1.9 | 1.9 | 2.5 |

| Valuation sum | mary | | | |
|---------------|------|------|-------|-------|
| (x) | FY17 | FY18 | FY19E | FY20E |
| P/E | 30.2 | 31.8 | 31.2 | 23.5 |
| Target P/E | 41.1 | 43.2 | 42.4 | 31.9 |
| EV / EBITDA | 22.4 | 22.3 | 22.2 | 15.2 |
| P/BV | 6.3 | 5.8 | 5.3 | 4.8 |
| RoNW (%) | 21.0 | 18.3 | 17.1 | 20.4 |
| RoCE (%) | 28.1 | 26.5 | 24.8 | 29.8 |

| Amount (₹ crore) |
|-------------------|
| 10,620.0 |
| 0.0 |
| 1,713.5 |
| 8,906.5 |
| 139 / 51 |
| 180.0 |
| ₹1 |
| |

| Price performance | | | | |
|-------------------|------|--------|--------|--------|
| Return % | 1M | 3M | 6M | 12M |
| NCC | 13.3 | (16.0) | (31.3) | (18.7) |
| NBCC | 24.3 | (11.5) | (32.9) | (51.1) |
| Simplex Infra | 9.1 | (46.0) | (61.7) | (54.8) |

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NBCC Ltd (NBCC)

₹ 59

Strong execution to drive revenue growth...

- Net sales grew at a robust pace of 39.7% YoY to ₹ 1582.1 crore (our estimate: ₹ 1331.1 crore) on account of 38.8% strong growth in PMC revenues to ₹ 1392.4 crore (our estimate: ₹ 1171.9 crore). Also, given the changes in accounting standard to Ind-As 115, NBCC reported revenue growth of 266.2% YoY to ₹ 53.3 crore in real estate division
- EBITDA margins contracted 371 bps YoY to 3.7% (our estimate: 8.8%) mainly due to a sharp decline of 900 bps YoY in PMC division EBIT margins to 7.7%
- PAT grew 16.0% YoY to ₹ 85.9 crore due to strong topline growth and higher other income (₹ 64.4 crore in Q2FY19)

Maintains revenue guidance; good order awarding expected in FY19E...

The order book was at \sim ₹ 80,000 crore as on Q1FY19. Out of this, it has awarded orders worth \sim ₹ 40,000 crore to various contractors. These projects are currently under execution. NBCC will incrementally award \sim ₹ 5000 worth of orders in H2FY19E. Regarding key redevelopment projects in Delhi, the management has said it has received clearance from the High Court for Netaji Nagar & Sarojini Nagar. Consequently, the company will commence construction activity at these sites from January, 2019. It expects clearance for Nauroji Nagar at the next hearing on November 28, 2018. With these projects, NBCC's execution is expected to pick up. It maintains \sim 30-35% topline growth guidance for FY19E. Overall, we expect revenues to grow at 33.6% CAGR to ₹ 10475.7 crore in FY18-20E.

Margin impacted due to change in accounting standards to Ind-As 115...

The management clarified that lower margins are due to a change in accounting standards to Ind-As 115. Under Ind-As 115, the company is unable to include certain upfront fees in its topline, which could be booked based on milestone. Currently, these fees are to be included as advances from customer. Overall, the management indicated that margins will stay in the band of 6.5-7.0%, going ahead.

New opportunities to knock at NBCC's doors...

NBCC recently acquired a 100% stake in HSCC for ₹ 285 crore, which has orders for construction of hospitals and medical colleges in India & abroad. HSCC's FY18 order book, revenues, PAT were at ~₹ 9000 crore, ₹ 1600 crore, ₹ 75-80 crore, respective. Its financials will be consolidated from Q3FY19E. Secondly, NBCC has been appointed as the project management consultant for completion of Amrapali projects worth ₹ 8500 crore for which, it has proposed 10% margins. The financing terms are likely to be clear by Q4FY19E. In the interim, NBCC has floated 10 (out of 16) tenders for the project, while the balance six tenders would be floated by Q3FY19E end. Also, NBCC has shown interest in participating in acquiring 100% of Jaypee Infratech that is in the resolution process under NCLT.

Execution set to pick up; maintain BUY...

With the company steadily getting clearances for the Delhi redevelopment projects, the management is geared up for a significant ramp up in execution at key projects. With this, they have maintained their initial revenue guidance of ~30-35%. We also like NBCC given its unique business model (PWO status leading to awarding of contract on nomination basis) and huge opportunities ahead. We expect its revenues, earnings to grow at 33.5%, 16.5% CAGR, respectively, in FY18-20E. Hence, we continue to maintain our BUY rating on the stock with an SOTP based revised target price of ₹ 80 (implying ~32x FY20E EPS).



| Variance analysis | | | | | | |
|--------------------------------|---------|---------|---------|----------|---------|--|
| Particular | Q2FY19 | Q2FY19E | Q2FY18 | YoY(%) | Q1FY19 | QoQ(%) Comments |
| Net Sales | 1,541.1 | 1,322.4 | 1,128.4 | 36.6 | 1,625.2 | 2 -5.2 Topline grew due to strong growth in PMC revenues and change in revenue recognition standard to Ind-As 115 for real estate |
| Other Income | 64.4 | 27.9 | 21.0 | 206.9 | 37.9 | 70.2 |
| Material Consumed | 0.5 | 1.6 | 0.8 | -33.8 | 2.0 | 74.4 |
| Changes in Inventories of WIP | 24.6 | 47.3 | -22.7 | -208.3 | 58.1 | -57.7 |
| Expenditure in Piece rate Work | 1,390.9 | 1,131.4 | 950.8 | 46.3 | 1,388.4 | 0.2 |
| Employee Benefit Expenses | 67.6 | 59.0 | 85.6 | -21.0 | 72.4 | -6.6 |
| Other Expenses | 15.9 | -25.4 | 11.8 | 34.6 | 13.7 | 15.4 |
| EBITDA | 59.1 | 117.2 | 84.3 | -29.9 | 62.9 | -6.1 EBITDA margin de-grew on account of change in accounting standards |
| EBITDA Margin (%) | 3.7 | 8.8 | 7.4 | -371 bps | 3.9 | 9 -12 bps |
| Depreciation | 0.6 | 0.7 | 0.7 | -6.7 | 0.7 | -3.0 |
| Interest | 0.0 | 0.1 | 0.2 | -100.0 | 0.1 | -100.0 |
| PBT | 122.9 | 116.5 | 104.5 | 17.6 | 100.1 | 22.8 |
| Taxes | 36.9 | 37.7 | 30.4 | 21.7 | 32.4 | 14.0 |
| PAT | 85.9 | 78.8 | 74.1 | 16.0 | 67.7 | 27.0 PAT grew at a lower rate due to EBITDA margin contraction |

Source: Company, ICICI Direct Research

Change in estimates

| Particulars | FY18E | | FY19E | | | FY20E | | |
|---------------|---------|---------|---------|----------|---------|----------|-----------|---|
| | | Old | New | % Change | Old | New | % Change | Comments |
| Revenue | 5,871.7 | 6,688.5 | 7,243.1 | 8.3 | 9,987.1 | 10,475.7 | 4.9 | We tweak our estimates for real estate division and upgrade |
| | | | | | | | | execution in line with management guidance |
| EBITDA | 399.4 | 489.0 | 404.2 | -17.3 | 759.6 | 567.8 | -25.2 | |
| EBITDA Margin | 6.8 | 7.3 | 5.5 | -180bps | 7.60 | 5.4 | -224.8bps | |
| PAT | 333.6 | 396.6 | 340.3 | -14.2 | 579.7 | 452.5 | -21.9 | EBITDA margin downgrade leads to PAT downgrade |
| EPS | 1.9 | 2.2 | 1.9 | -14.2 | 3.2 | 2.5 | -21.9 | |

Source: Company, ICICI Direct Research

Assumptions for PMC division

| | | | Cur | rent | Ea | rlier | |
|-------------------|--------|--------|---------|---------|---------|---------|---------------------------|
| ₹ crore | FY17 | FY18E | FY19E | FY20E | FY19E | FY20E | |
| Order inflow | 2,982 | 5,000 | 7,000 | 10,000 | 7,000 | 10,000 | We maintain our estimates |
| Order Backlog | 76,499 | 87,802 | 100,274 | 100,520 | 101,297 | 101,305 | |
| Average Execution | 13.6% | 10.4% | 12.4% | 18.0% | 11.4% | 16.9% | |



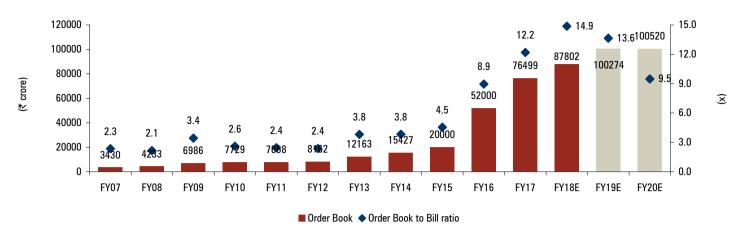
Conference call highlights

- Orderbook update: Currently, NBCC's order book is at ~₹ 80,000 crore. Out of this, NBCC has awarded orders worth ~₹ 40,000 crore to various contractors. In YTD FY19, the company has awarded projects worth ₹ 7,000 crore and further expects to award ~₹ 5000 crore worth of orders in rest of FY19E. The company saw order inflows of ₹ 10,000 crore in YTD FY19 and expects the orderbook to reach ₹ 1,00,000 crore by FY19E
- Margins comment: The management clarified that lower margins are due to a change in accounting standards to Ind-As 115. Under Ind-As 115, the company is unable to include upfront fees, which it used to book earlier. These fees could be booked based on milestone, going ahead. Currently, these fees are reported as advance from customer under other current liabilities in balance sheet
- Revenue guidance: The management has maintained its initial guidance of 30-35% topline growth for FY19E. Even with the work at the Delhi redevelopment colonies delayed by a month due to the tree felling issues, the management is confident of a significant ramp up in execution and may achieve this target
- Delhi redevelopment colonies: Subsequent to the High Court lifting ban on Netaji Nagar & Sarojini Nagar redevelopment colonies, NBCC has started construction at these sites. The management has said the company will start booking revenues from these projects in Q4FY19E. Also, the court's hearing on Nauroji Nagar is on November 28, 2018. Any clarity on execution at this site can be expected thereafter. NBCC has invested ₹ 850 crore as seed development money in the Delhi redevelopment projects. In terms of Pragati Maidan project, it is back on track and is likely to see a significant ramp up in execution
- HSCC acquisition update: NBCC acquired a 100% stake in HSCC at a value of ₹ 285 crore. This acquisition gives NBCC access to orders for construction of hospitals and medical colleges in India & abroad. HSCC's FY18 order book, revenues, PAT were at ~₹ 9000 crore, ₹ 1600 crore, ₹ 75-80 crore, respectively, and is targeting ₹ 1600 crore topline in FY19E. NBCC will consolidate HSCC's financials from Q3FY19E
- Amrapali project update: NBCC has been appointed by the Supreme Court as a project management consultancy to complete the Amrapali projects worth ₹ 8500 crore. NBCC is expected to earn 10% of the project worth as part of consultancy charges and additional 1% of the project worth from the inventory that it is allowed to sell. While clarity on financing of the project is still awaited, the court is currently in the process of sorting out the funding issues. In the interim, NBCC has floated 10 orders as of now out of 16 tenders towards completion of the project
- Jaypee Infratech acquisition: NBCC has shown expression of interest (EOI) to participate in acquisition of Jaypee Infratech's assets, which is facing resolution process under NCLT. While the value of assets is expected to be clear in December, 2018 once the IRP releases adequate data, the management has said Jaypee's acquisition is strategic with the stressed company having huge land parcel between Delhi & Agra, land around the new airport in Noida

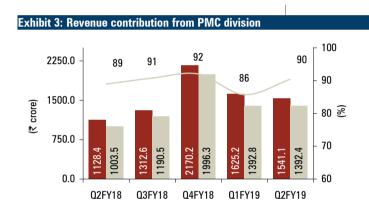


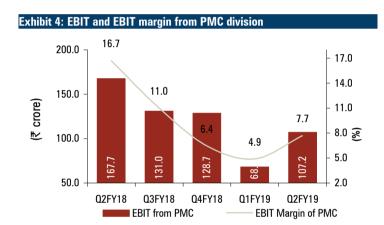
Company Analysis

Exhibit 2: Strong order book and consistent order inflow...



Source: Company, ICICI Direct Research

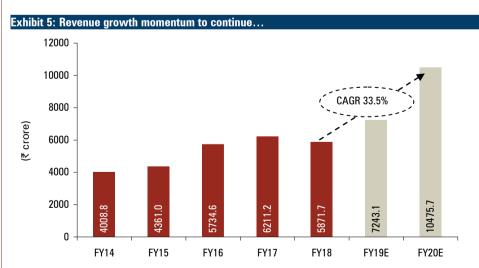




Source: Company, ICICI Direct Research

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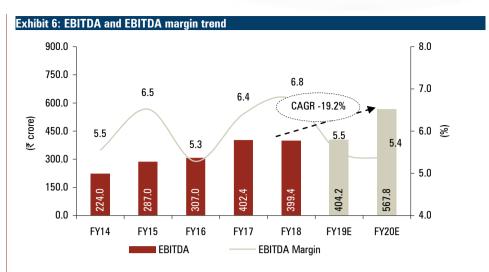
We expect revenues to witness robust growth of 33.5% CAGR to ₹ 10475.7 crore during FY18-20E





We expect EBITDA to grow at 19.2% CAGR to ₹ 567.8 crore during FY18-20E

We envisage PAT will post healthy growth of 16.5% CAGR during FY18-20E to $\ref{totaleq}$ 452.5 crore aided mainly by the strong topline performance

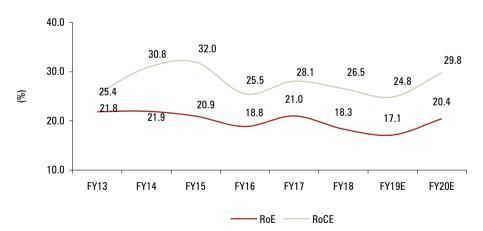


Source: Company, ICICI Direct Research

Exhibit 7: PAT growth trend 600.0 7.0 6.5 6.3 6.1 450.0 CAGR -16.5% 6.0 5.6 (₹ crore) 300.0 5.0 150.0 4.6 4.27.2 0.0 4.0 FY13 FY14 FY15 FY16 FY17 FY18 FY19E FY20E PAT **PAT Margin**

Source: Company, ICICI Direct Research

Exhibit 8: RoE and RoCE trend





We arrive at a target price of ₹ 80/share for NBCC based on SOTP methodology

Outlook and Valuation

With the company steadily getting clearances for the Delhi redevelopment projects, the management is geared up for significant ramp up in execution at key projects. With this, the management has maintained its initial revenue guidance of ~30-35%. We also like NBCC given its unique business model (PWO status leading to awarding of contract on nomination basis) and huge opportunities ahead. We expect its revenues, earnings to grow at 33.5%, 16.5% CAGR, respectively, in FY18-20E. Hence, we continue to maintain our BUY rating on the stock with an SOTP based revised target price of ₹ 80 (implying ~32x FY20E EPS).

We value NBCC's PMC business & redevelopment business on a DCF based methodology to capture the long term opportunities in each business. We consider cost of equity of 13% for the PMC business and 14% for the redevelopment space. Based on these assumptions, we value NBCC's PMC business at ₹ 43/share and redevelopment opportunities at ₹ 30/share. The real estate business has been valued at ₹ 7/share (at 0.7x P/BV) while the EPC business has been valued at ₹ 1/share (5x FY20E EV/EBIT).

| Exhibit 9: SoTP valuation summary | | | | | | | |
|-----------------------------------|------------------------|-------------|---------------------|--|--|--|--|
| SOTP valuation | Equity Value (₹ crore) | ₹ per share | Comments | | | | |
| PMC Business | 7745 | 43 | DCF based valuation | | | | |
| Re-development Business | 5347 | 30 | DCF based valuation | | | | |
| Real Estate Business | 1190 | 7 | at 0.7x P/BV | | | | |
| EPC | 139 | 1 | at 5x FY20E EV/EBIT | | | | |
| Total | 14422 | 80 | | | | | |
| Rounded off Target Price | | 80 | | | | | |

Source: Company, ICICI Direct Research

| /aluation | | | | | | | |
|-----------|---|--|--|---|--|--|---|
| Sales | Growth | EPS | Growth | PE E | V/EBITDA | RoNW | RoCE |
| (₹ cr) | (%) | (₹) | (%) | (x) | (x) | (%) | (%) |
| 5,734.6 | 31.5 | 1.6 | 3.5 | 37.0 | 30.2 | 18.8 | 25.5 |
| 6,211.2 | 8.3 | 2.0 | 22.4 | 30.2 | 22.4 | 21.0 | 28.1 |
| 5,871.7 | -5.5 | 1.9 | -5.0 | 31.8 | 22.3 | 18.3 | 26.5 |
| 7,243.1 | 23.4 | 1.9 | 2.0 | 31.2 | 22.2 | 17.1 | 24.8 |
| 10,475.7 | 44.6 | 2.5 | 33.0 | 23.5 | 15.2 | 20.4 | 29.8 |
| | Sales (₹ cr) 5,734.6 6,211.2 5,871.7 7,243.1 | Sales Growth (₹ cr) (%) 5,734.6 31.5 6,211.2 8.3 5,871.7 -5.5 7,243.1 23.4 | Sales Growth EPS (₹ cr) (%) (₹) 5,734.6 31.5 1.6 6,211.2 8.3 2.0 5,871.7 -5.5 1.9 7,243.1 23.4 1.9 | Sales Growth EPS Growth (₹ cr) (%) (₹) (%) 5,734.6 31.5 1.6 3.5 6,211.2 8.3 2.0 22.4 5,871.7 -5.5 1.9 -5.0 7,243.1 23.4 1.9 2.0 | Sales Growth EPS Growth PE F (₹ cr) (%) (₹) (%) (x) 5,734.6 31.5 1.6 3.5 37.0 6,211.2 8.3 2.0 22.4 30.2 5,871.7 -5.5 1.9 -5.0 31.8 7,243.1 23.4 1.9 2.0 31.2 | Sales Growth EPS Growth PE EV/EBITDA (₹ cr) (%) (₹) (%) (x) (x) 5,734.6 31.5 1.6 3.5 37.0 30.2 6,211.2 8.3 2.0 22.4 30.2 22.4 5,871.7 -5.5 1.9 -5.0 31.8 22.3 7,243.1 23.4 1.9 2.0 31.2 22.2 | Sales Growth EPS Growth PE EV/EBITDA RoNW (₹ cr) (%) (₹) (%) (x) (x) (%) 5,734.6 31.5 1.6 3.5 37.0 30.2 18.8 6,211.2 8.3 2.0 22.4 30.2 22.4 21.0 5,871.7 -5.5 1.9 -5.0 31.8 22.3 18.3 7,243.1 23.4 1.9 2.0 31.2 22.2 17.1 |



Recommendation History vs. Consensus



Source: Bloomberg, Company, ICICI Direct Research

Key events

| Date | Event |
|--------|--|
| Mar-16 | The Board of Directors of NBCC at its meeting on March 11, 2016, considers and approves the proposal for splitting one equity share into five of the company |
| | subject to the approval of shareholders with respect to the same |
| Mar-16 | The Board of Directors of NBCC accord in-principle approval for takeover of Hindustan Steelworks Construction (HSCL) after restructuring its balance sheet involving |
| | waiving off government loans with interest up to the date of takeover. |
| Apr-16 | NBCC secures projects worth ₹ 227 crore in the project management and consultancy (PMC) division in March, 2016 |
| May-16 | NBCC secures projects worth ₹ 133.4 crore in April, 2016 |
| Jun-16 | NBCC splits its share in 1:5 ratio |
| Jun-16 | NBCC bags orders worth ₹ 1901 crore in May, 2016 |
| Jul-16 | The company receives orders worth ~₹ 588 crore in June, 2016 |
| Jul-16 | NBCC is entrusted work of redeveloping three colonies viz. Sarojini Nagar, Netaji Nagar, Nauroji Nagar while remaining will be redeveloped by CPWD |
| Jul-16 | The Cabinet approves 15% stake sale in NBCC. Currently, the Centre holds 90% stake in the company |
| Aug-16 | The company receives orders worth ~₹ 345 crore in July, 2016 |
| Aug-16 | NBCC secures work for construction of 30 bedded ESIC Hospital at Baltikuri, West Bengal worth ₹ 250 crore |
| Aug-16 | NBCC signs memorandum of agreement (MOA) with Goa Shipyard for construction of office building for mine counter measure vessels (MCMV) and additional |
| | space in the yard of Goa Shipyard, valued at \sim ₹ 100 crore |
| Aug-16 | NBCC secures ₹ 120 crore order from Archaeological Survey of India for construction of Institute of Archaeology & UNESCO Category-II Centre at Greater Noida |
| | |
| Sep-16 | NBCC secures total business worth ₹ 614.8 crore in August, 2016 |
| Sep-16 | NBCC bags order worth ~₹ 270 crore from University Grant Commission (UGC) for construction of new UGC building complex at JNU campus |

Source: Company, ICICI Direct Research

| Rank | Name | Latest Filing Date | % O/S | Position (m) | Change (m) |
|------|--|--------------------|-------|--------------|------------|
| 1 | Government of India | 3-Jul-18 | 73.8% | 1,327.5 | 1.1 |
| 2 | Life Insurance Corporation of India | 30-Jun-18 | 6.5% | 117.9 | 0.0 |
| 3 | The Vanguard Group, Inc. | 31-Aug-18 | 0.8% | 14.7 | 0.5 |
| 4 | ICICI Prudential Asset Management Co. Ltd. | 31-Aug-18 | 0.4% | 7.7 | -3.2 |
| 5 | HDFC Asset Management Co., Ltd. | 31-Aug-18 | 0.3% | 6.1 | 0.0 |
| 6 | Jupiter Asset Management Ltd. | 30-Jun-18 | 0.3% | 6.1 | 0.0 |
| 7 | Kotak Mahindra Asset Management Company Ltd. | 31-Aug-18 | 0.3% | 6.0 | 0.6 |
| 8 | IDFC Asset Management Company Private Limited | 31-Aug-18 | 0.2% | 4.3 | 1.4 |
| 9 | HSBC Global Asset Management (Hong Kong) Limited | 30-Jun-18 | 0.2% | 4.2 | -2.2 |
| 10 | Wellington Management Company, LLP | 30-Jun-17 | 0.2% | 3.1 | 0.3 |

| Shareholding | Shareholding Pattern | | | | | | | | | | | | |
|--------------|----------------------|--------|--------|--|--|--|--|--|--|--|--|--|--|
| (in %) | Mar-18 | Jun-18 | Sep-18 | | | | | | | | | | |
| Promoter | 74.3 | 73.7 | 73.7 | | | | | | | | | | |
| Public | 25.7 | 26.3 | 26.3 | | | | | | | | | | |
| Others | 0.0 | 0.0 | 0.0 | | | | | | | | | | |
| Total | 100.0 | 100.0 | 100.0 | | | | | | | | | | |

Source: Reuters, ICICI Direct Research

Recent Activity

| · | | |
|---|-----------|------------|
| Buys | | |
| Investor name | Value (m) | Shares (m) |
| J.P. Morgan Asset Management (Hong Kong) Ltd. | 1.7 | 1.6 |
| IDFC Asset Management Company Private Limited | 1.4 | 1.4 |
| Reliance Nippon Life Asset Management Limited | 1.3 | 1.3 |
| Government of India | 1.2 | 1.1 |
| Kotak Mahindra Asset Management Company Ltd. | 0.6 | 0.6 |

| Sells | | |
|--|-----------|------------|
| Investor name | Value (m) | Shares (m) |
| Amundi Hong Kong Limited | -4.2 | -4.0 |
| Allianz Global Investors Asia Pacific Limited | -5.5 | -3.8 |
| ICICI Prudential Asset Management Co. Ltd. | -3.2 | -3.2 |
| HSBC Global Asset Management (Hong Kong) Limited | -2.4 | -2.2 |
| NN Investment Partners (Singapore) Ltd. | -2.7 | -1.7 |

Source: Reuters, ICICI Direct Research



Financial summary

| Profit and loss statement | | | | ₹ Crore |
|---------------------------|---------|---------|---------|----------|
| (₹ Crore) | FY17 | FY18 | FY19E | FY20E |
| Net Sales | 6,211.2 | 5,871.7 | 7,243.1 | 10,475.7 |
| Other income | 88.6 | 106.1 | 111.4 | 117.0 |
| Total revenues | 6,368.0 | 6,011.1 | 7,460.6 | 10,726.2 |
| Raw Material Expense | 5,493.7 | 5,097.4 | 6,164.5 | 8,918.7 |
| Employee benefit expenses | 236.1 | 309.7 | 371.6 | 445.9 |
| Other Expenses | 79.0 | 65.2 | 302.8 | 543.3 |
| EBITDA | 402.4 | 399.4 | 404.2 | 567.8 |
| | | | | |
| Interest | 0.7 | 0.2 | 0.3 | 0.4 |
| Depreciation | 2.6 | 2.7 | 2.9 | 3.0 |
| Other income | 88.6 | 106.1 | 111.4 | 117.0 |
| PBT | 487.7 | 502.6 | 512.5 | 681.4 |
| Taxes | 136.6 | 169.0 | 172.2 | 229.0 |
| PAT | 351.1 | 333.6 | 340.3 | 452.5 |
| PAT Growth rate | 22.4 | (5.0) | 2.0 | 33.0 |
| Adjusted EPS (Diluted) | 2.0 | 1.9 | 1.9 | 2.5 |
| | | | | |

Source: Company, ICICI Direct Research

| Cash flow statement | | | ; | ₹ Crore |
|-------------------------------------|---------|---------|----------|-----------|
| (₹ Crore) | FY17 | FY18 | FY19E | FY20E |
| Profit after Tax | 351.1 | 333.6 | 340.3 | 452.5 |
| Depreciation | 2.6 | 2.7 | 2.9 | 3.0 |
| Interest | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | (357.7) | (298.6) | (681.9) | (1,291.9) |
| Cash Flow before wc changes | 132.6 | 206.8 | (166.5) | (607.4) |
| Net Increase in Current Assets | 227.9 | 23.5 | 398.2 | 945.9 |
| Net Increase in Current Liabilities | 78.6 | (63.7) | 257.7 | 143.4 |
| Net CF from operating activities | 439.1 | 166.5 | 489.4 | 481.9 |
| (Purchase)/Sale of Fixed Assets | (4.2) | (1.3) | (3.9) | (4.0) |
| Net CF from Investing activities | 145.2 | 158.1 | (392.5) | 113.0 |
| Inc / (Dec) in Equity Capital | | - | - | - |
| Dividend | (201.8) | (167.9) | (171.3) | (227.7) |
| Net CF from Financing activities | (208.0) | (167.9) | (171.3) | (227.7) |
| Net Cash flow | 376.2 | 156.7 | (74.4) | 367.2 |
| Opening Cash | 720.2 | 1,553.0 | 1,713.5 | 1,639.2 |
| Closing Cash/ Cash Equivalent | 1,096.4 | 1,709.7 | 1,639.2 | 2,006.4 |

Source: Company, ICICI Direct Research

| Balance sheet | | | ₹ | Crore |
|-----------------------------|---------|---------|---------|---------|
| (₹ Crore) | FY17 | FY18 | FY19E | FY20E |
| Liabilities | | | | |
| Equity Capital | 180.0 | 180.0 | 180.0 | 180.0 |
| Reserve and Surplus | 1,493.6 | 1,641.4 | 1,810.4 | 2,035.1 |
| Total Shareholders funds | 1,673.6 | 1,821.4 | 1,990.4 | 2,215.1 |
| Total Liabilities | 1,740 | 1,895 | 2,064 | 2,289 |
| Assets | | | | |
| Gross Block | 68.3 | 69.4 | 73.3 | 77.3 |
| Less Acc. Dep | 5.0 | 7.5 | 10.4 | 13.4 |
| Net Block | 63.3 | 61.8 | 62.9 | 63.9 |
| Investments | 104.8 | 58.6 | 558.6 | 558.6 |
| Inventory | 1,570.4 | 1,657.5 | 1,798.1 | 2,600.5 |
| Sundry Debtors | 2,186.6 | 2,258.5 | 2,282.1 | 3,300.6 |
| Loans & Advances | 784.0 | 2,174.0 | 914.3 | 1,322.3 |
| Cash & Bank Balances | 1,553.0 | 1,713.5 | 1,639.2 | 2,006.4 |
| Other Current Assets | 426.5 | 608.5 | 608.5 | 608.5 |
| Total Current Assets | 6,520.4 | 8,412.1 | 7,242.1 | 9,838.3 |
| Trade Payable | 2,543.3 | 2,993.8 | 2,381.3 | 3,444.1 |
| Other Current Liabilities | 1,463.5 | 1,859.7 | 2,209.6 | 2,888.4 |
| Provisions | 104.0 | 150.5 | 168.5 | 211.0 |
| Other Financial Liabilities | 738.5 | 824.6 | 861.2 | 1,245.5 |
| Net Current Assets | 1,409.1 | 1,589.1 | 1,257.1 | 1,480.9 |
| Total Assets | 1,740 | 1,895 | 2,064 | 2,289 |

Source: Company, ICICI Direct Research

| Key ratios | | | | |
|----------------------|-------|-------|-------|-------|
| | FY17 | FY18 | FY19E | FY20E |
| Per Share Data (₹) | | | | |
| EPS - Diluted | 2.0 | 1.9 | 1.9 | 2.5 |
| Cash EPS | 2.0 | 1.9 | 1.9 | 2.5 |
| Book Value | 9.3 | 10.1 | 11.1 | 12.3 |
| Dividend per share | 1.0 | 0.9 | 1.0 | 1.3 |
| Operating Ratios (%) | | | | |
| EBITDA / Net Sales | 6.5 | 6.8 | 5.6 | 5.4 |
| PAT / Net Sales | 5.7 | 5.7 | 4.7 | 4.3 |
| Inventory Days | 92.3 | 103.0 | 90.6 | 90.6 |
| Debtor Days | 128.5 | 140.4 | 115.0 | 115.0 |
| Creditor Days | 149.5 | 186.1 | 120.0 | 120.0 |
| Return Ratios (%) | | | | |
| RoNW | 21.0 | 18.3 | 17.1 | 20.4 |
| RoCE | 28.1 | 26.5 | 24.8 | 29.8 |
| Valuation Ratios (x) | | | | |
| EV / EBITDA | 22.4 | 22.3 | 22.2 | 15.2 |
| P/E (Diluted) | 30.2 | 31.8 | 31.2 | 23.5 |
| EV / Net Sales | 1.5 | 1.5 | 1.2 | 0.8 |
| Market Cap / Sales | 1.7 | 1.8 | 1.5 | 1.0 |
| Price to Book Value | 6.3 | 5.8 | 5.3 | 4.8 |
| Dividend yield | 1.7 | 1.6 | 1.6 | 2.1 |
| Solvency Ratios (x) | | | | |
| Net Debt / Equity | (1.0) | (0.9) | (0.8) | (0.9) |
| Current Ratio | 1.1 | 1.1 | 1.1 | 1.1 |
| Quick Ratio | 0.7 | 0.8 | 0.7 | 0.7 |
| | | | | |



ICICI Direct Research Coverage Universe (Construction)

| | CMP | | | M Cap | EPS | (₹) | | P/E | (x) | | EV/EBIT | DA (x) | | P/B | (x) | | RoE | (%) | |
|------------------------|-----|-------|--------|--------|------|-------|-------|------|-------|-------|---------|--------|-------|------|-------|-------|------|-------|-------|
| Sector / Company | (₹) | TP(₹) | Rating | (₹ Cr) | FY17 | FY18E | FY19E | FY17 | FY18E | FY19E | FY17 | FY18E | FY19E | FY17 | FY18E | FY19E | FY17 | FY18E | FY19E |
| NBCC (NBCC) | 72 | 95 | Buy | 12,960 | 2.0 | 1.9 | 2.0 | 34.8 | 36.7 | 34.6 | 26.4 | 26.3 | 25.0 | 7.3 | 6.7 | 6.1 | 21.0 | 18.3 | 17.7 |
| Simplex Infra (SIMCON) | 427 | 500 | Hold | 2,580 | 20.4 | 19.9 | 21.0 | 21.5 | 22.1 | 20.8 | 9.5 | 9.1 | 7.9 | 1.7 | 1.6 | 1.2 | 7.9 | 7.2 | 5.6 |
| NCC (NAGCON) | 103 | 140 | Buy | 6,017 | 4.1 | 4.8 | 6.5 | 24.3 | 20.7 | 15.2 | 10.9 | 8.5 | 7.6 | 1.6 | 1.4 | 1.3 | 6.6 | 6.8 | 8.4 |



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Buy: >10%/15% for large caps/midcaps, respectively;

Hold: Up to \pm 10%; Sell: -10% or more;



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