

February 12, 2021

Q3FY21 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Cu	rrent	Pre	vious
	FY22E	FY23E	FY22E	FY23E
Rating	E	BUY	ı	BUY
Target Price	•	111		83
Sales (Rs. m)	1,02,767	1,15,557	1,02,756	1,14,017
% Chng.	-	1.4		
EBITDA (Rs. n	n) 12,743	14,329	12,742	14,138
% Chng.	-	1.4		
EPS (Rs.)	7.9	9.4	7.6	9.0
% Chng.	4.3	5.1		

Key Financials - Standalone

Y/e Mar	FY20	FY21E	FY22E	FY23E
Sales (Rs. m)	82,188	71,111	1,02,767	1,15,557
EBITDA (Rs. m)	10,302	8,462	12,743	14,329
Margin (%)	12.5	11.9	12.4	12.4
PAT (Rs. m)	4,147	2,162	4,839	5,748
EPS (Rs.)	6.8	3.5	7.9	9.4
Gr. (%)	(34.4)	(47.9)	123.9	18.8
DPS (Rs.)	1.5	1.5	1.5	1.5
Yield (%)	1.7	1.7	1.7	1.7
RoE (%)	8.4	4.2	8.9	9.8
RoCE (%)	12.6	9.5	14.2	15.1
EV/Sales (x)	0.8	0.9	0.8	0.7
EV/EBITDA (x)	6.6	7.8	6.1	5.6
PE (x)	13.3	25.4	11.4	9.6
P/BV (x)	1.1	1.1	1.0	0.9

Key Data	NGCN.BO NJCC IN
52-W High / Low	Rs.100 / Rs.16
Sensex / Nifty	51,532 / 15,173
Market Cap	Rs.55bn/ \$ 755m
Shares Outstanding	610m
3M Avg. Daily Value	Rs.1931.14m

Shareholding Pattern (%)

Promoter's	19.68
Foreign	10.32
Domestic Institution	11.43
Public & Others	58.57
Promoter Pledge (Rs bn)	2.54

Stock Performance (%)

	1M	6M	12M
Absolute	47.7	184.4	87.6
Relative	41.2	112.0	50.1

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NCC (NJCC IN)

Rating: BUY | CMP: Rs90 | TP: Rs111

Large order inflows keeps the outlook strong

Quick Pointers:

- During 3Q NCC bagged projects worth Rs137bn (further Rs12bn in Jan'21);
 YTD order inflows at ~Rs200bn plus (twice the FY21 OI target of Rs100bn).
- Order book (OB) stands strong at Rs391.8bn (5.7x TTM revenues). AP exposure in OB is low at Rs43bn, with all projects active.
- Management reduced revenue guidance for FY21 to Rs71-72bn (from earlier Rs77bn) with blended EBITDAM in the range of 12%.

NCC reported weak quarterly numbers as revenues came below our and street estimates due to tepid execution levels. However, rigid cost control measures and better operational efficiencies led to positive surprise for EBITDA margins. Liquidity position is resilient on the back of timely disbursements from Central and State Govt. authorities and easing of finance cost burden (down 25% YoY) with lower interest rates and reduced performance BG requirements. Due to lower than anticipated 9M execution levels, management reduced FY21 revenue guidance to Rs71-72bn (earlier Rs77bn) but maintained strong optimism going ahead led by strong order book, robust execution momentum & better liquidity position.

We believe that with vast experience and proven execution capabilities, the company can leverage rising opportunities in buildings, water infra, transportation, metros, defense and airports as the economy witnesses a strong Infra push. With tepid 9M execution and revised management guidance, we have tweaked our FY21 revenue estimates downwards by 15.6% while keeping FY22/23 estimates largely unchanged. At CMP, the stock trades at a P/E of 25.4x/11.4x on FY21E/FY22E EPS and an EV of 7.8x/6.1x FY21E/FY22E EBITDA. We roll over to FY23 estimates and raise our target multiple on construction business from 10x to 11x. We maintain BUY rating on the stock with a revised SoTP based TP of Rs111 (Earlier TP Rs83).

Tepid execution levels; Margins resilient at 12.5%: NCC's revenues for 3Q declined 9.4% to Rs19.2bn (below PLe & street estimates of Rs23.6bn/ Rs22.2bn) due to lower than anticipated execution of its order book. EBITDA fell 4.3% YoY to and came in at Rs2.4bn (PLe 2.7bn) with EBITDA margins improving 67bps YoY to 12.5% (PLe: 11.3%) on the back of better operating efficiencies and cost control measures. Adj PAT came in at Rs703mn (vs PLe Rs771mn), boosted by higher other income at Rs245mn (PLe 199mn) and lower finance cost at Rs1,065mn (PLe 1,359mn). Effective tax rate was higher at 38% (vs PLe 25.2%).

Strong diversified Order book; Large Order inflows: NCC secured orders worth ~Rs137bn in Q3FY21 taking the order book to Rs391.8bn as at 3QFY21. This translates to an order book-to-sales of 5.7x TTM revenues, giving strong revenue visibility for next 2-3 years. Further it bagged orders worth Rs12bn in Jan'21 and targets incremental orders of Rs15-20bn in FY21. Order book comprises of Buildings (58%), Water (17%), Roads (6%), Irrigation (6%), Mining (6%), Electrical division (7%) and others (1%). Andhra Pradesh Government projects in the order book stand low at Rs43bn, all of which are active projects.



Exhibit 1: Quarterly Financials (Standalone): Execution miss offset by better operating margins and lower interest cost

Y/e March (Rs mn)	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	YoY gr. (%)	QoQ gr. (%)	9MFY21	9MFY20	YoY gr. (%)
Revenue	21,172	21,820	11,788	15,408	19,184	(9.4)	24.5	46,380	60,368	(23.2)
Total Revenues	21,172	21,820	11,788	15,408	19,184	(9.4)	24.5	46,380	60,368	(23.2)
Expenditure	18,672	19,014	10,631	13,310	16,791	(10.1)	26.2	40,732	52,872	(23.0)
as % of sales	88.2	87.1	90.2	86.4	87.5			87.8	87.6	0.3
Consumption of RM	16,813	17,421	9,445	12,062	15,437	(8.2)	28.0	36,943	47,528	(22.3)
as % of sales	79.4	79.8	80.1	78.3	80.5			79.7	78.7	1.2
Employee Cost	1,105	971	866	826	903	(18.2)	9.3	2,595	3,381	(23.2)
as % of sales	5.2	4.5	7.3	5.4	4.7			5.6	5.6	(0.1)
Other expenditure	754	622	321	422	451	(40.2)	6.8	1,194	1,964	(39.2)
as % of sales	3.6	2.9	2.7	2.7	2.3			2.6	3.3	(20.9)
EBITDA	2,500	2,805	1,156	2,098	2,393	(4.3)	14.1	5,647	7,496	(24.7)
Depreciation	450	439	435	434	439	(2.5)	1.1	1,308	1,336	(2.1)
EBIT	2,050	2,366	721	1,664	1,954	(4.7)	17.4	4,340	6,160	(29.6)
Other Income	319	241	326	373	245	(23.2)	(34.5)	945	1,272	(25.8)
Interest	1,418	1,195	1,159	1,177	1,065	(24.9)	(9.5)	3,401	3,984	(14.6)
PBT	951	1,412	-111	860	1,134	19.2	31.8	1,883	3,449	(45.4)
Total Tax	-381	375	-280	276	431	(213.2)	56.1	427	338	26.3
Adjusted PAT	1,332	1,037	169	584	703	(47.2)	20.4	1,456	3,111	(53.2)
(Profit)/loss from JV's/Ass/MI	0	0	0	0	0	0.0	0.0	0	0	NA
PAT after MI	1,332	1,037	169	584	703	(47.2)	20.4	1,456	3,111	(53.2)
Extra ordinary items	-229	67	0	0	0	(100.0)	0.0	0	-394	(100.0)
Reported PAT	1,103	1,104	169	584	703	(36.3)	20.4	1,456	2,717	(46.4)
Adjusted EPS	2.2	1.7	0.3	1.0	1.2	(48.0)	20.4	2.4	5.2	(53.9)
						bps	Bps			bps
EBIDTA	11.8	12.9	9.8	13.6	12.5	66.6	(114.2)	12.2	12.4	(24.1)
EBIT	9.7	10.8	6.1	10.8	10.2	50.4	(61.2)	9.4	10.2	(84.8)
EBT	4.5	6.5	(0.9)	5.6	5.9	141.8	32.8	4.1	5.7	(165.2)
PAT	5.2	5.1	1.4	3.8	3.7	(154.7)	(12.6)	3.1	4.5	(136.0)
Effective Tax rate	(40.0)	26.6	252.8	32.1	38.0	7805.1	591.0	22.7	9.8	1286.6

Source: Company, PL

Exhibit 2: SoTP Valuation

Project/Business	Equity investment (Rs mn)	Valuation (Rs mn)	Rs/share	Valuation methodology
Value of standalone construction business	7,748	63,231	103.7	11x FY23 earnings
Value of international subsidiary				
Investments in real estate	3,458	1,383	2.3	0.5x invested book
Value accretion from Other Investments (Brindavan)	35	35	0.1	Value of Investments
Value accretion from roads, power and housing projects	5,488	2,744	4.5	0.5x invested book
Target Price			111	

Source: Company, PL

Exhibit 3: Key Assumptions

Rs mn	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Order inflow	83,271	2,20,013	2,07,448	-64,062	1,05,214	1,20,965	1,39,697
Revenues	78,921	75,593	1,20,798	82,188	71,111	1,02,767	1,15,557
Order book	1,80,900	3,25,320	4,11,970	2,65,720	2,99,824	3,18,022	3,42,161
Execution cycle (%)	44%	30%	33%	24%	25%	33%	35%
Ob to sales (x)	2.29	4.30	3.41	3.23	4.22	3.09	2.96

Source: Company, PL



Concall Highlights

- NCC's revenues in 3QFY21 fell 9.4% YoY to Rs19.2bn with EBITDA margins improving 67bps YoY to 12.5% on the back of better operating efficiencies and cost control measures.
 - Lower debt utilisation levels and reduced interest rates have led finance cost to come down by a sharp 25% YoY to Rs1.1bn in 3Q.
 - Further, under Aatmanirbhar Bharat initiative, Performance BG requirements have been reduced from 10% to 3/5% which led to BG's worth Rs4.4bn being released with consequent reduction in BG commission.
- NCC's order book stands strong at Rs391.8bn as at 3QFY21. This translates into an order book-to-sales ratio of 5.7x trailing revenues.
 - Order book comprises of Buildings (58%), Water and Railways (17%), Roads (6%), Irrigation (6%), Mining (6%), Electrical division (7%) and others (1%).
 - Company secured orders worth ~Rs137bn in Q3FY21 and further Rs12bn worth orders in Jan'21.
 - Total order inflows YTD stand at over Rs200bn (twice the earlier OI target of Rs100bn for FY21).
 - During the quarter, the company removed 2 slow moving orders worth Rs17.7bn from the order book.
 - With strong bid pipeline, the company targets incremental order inflows of Rs15-20bn in FY21E.
- Going ahead, the company envisages huge potential in Affordable housing and Water Supply space (Jal Jeevan mission) and would focus primarily on these two segments.
- Management reduced their FY21 guidance to Rs71-72bn (from Rs77bn earlier) with blended EBITDAM expected to be in the range of 12%.
- Standalone debt came down by ~Rs0.35bn sequentially to Rs19.7bn as at Q3FY21, of which Rs1.4bn is low interest Covid loans. With cash balance of Rs4bn, D:E stands comfortable at 0.4x.
- Govt of Andhra Pradesh's projects in the order book stand at Rs43bn, all of which are active projects.
 - With realisation of payments of Rs3bn in 9MFY21, receivables from AP Govt have gone down to Rs5.5bn as at 3Q. The company expects to receive further Rs1.5-2bn in 4QFY21.



Financials

Income Statement (Rs m
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Income Statement (Rs m)				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Net Revenues	82,188	71,111	1,02,767	1,15,557
YoY gr. (%)	(32.0)	(13.5)	44.5	12.4
Cost of Goods Sold	29,447	27,378	40,079	45,067
Gross Profit	52,741	43,733	62,688	70,490
Margin (%)	64.2	61.5	61.0	61.0
Employee Cost	4,352	3,556	5,138	5,778
Other Expenses	-	-	-	-
EBITDA	10,302	8,462	12,743	14,329
YoY gr. (%)	(27.6)	(17.9)	50.6	12.4
Margin (%)	12.5	11.9	12.4	12.4
Depreciation and Amortization	1,775	1,787	2,018	2,180
EBIT	8,526	6,675	10,725	12,149
Margin (%)	10.4	9.4	10.4	10.5
Net Interest	5,179	4,924	5,594	5,854
Other Income	1,513	1,138	1,336	1,387
Profit Before Tax	4,534	2,889	6,467	7,682
Margin (%)	5.5	4.1	6.3	6.6
Total Tax	713	727	1,628	1,934
Effective tax rate (%)	15.7	25.2	25.2	25.2
Profit after tax	3,820	2,162	4,839	5,748
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	4,147	2,162	4,839	5,748
YoY gr. (%)	(33.4)	(47.9)	123.9	18.8
Margin (%)	5.0	3.0	4.7	5.0
Extra Ord. Income / (Exp)	(327)	-	-	-
Reported PAT	3,820	2,162	4,839	5,748
YoY gr. (%)	(32.3)	(43.4)	123.9	18.8
Margin (%)	4.6	3.0	4.7	5.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	3,820	2,162	4,839	5,748
Equity Shares O/s (m)	610	610	610	610
EPS (Rs)	6.8	3.5	7.9	9.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Non-Current Assets				
Gross Block	20,914	22,914	24,914	26,914
Tangibles	20,914	22,914	24,914	26,914
Intangibles	-	-	-	-
Acc: Dep / Amortization	10,431	12,218	14,237	16,417
Tangibles	10,431	12,218	14,237	16,417
Intangibles	-	-	-	-
Net fixed assets	10,483	10,695	10,677	10,497
Tangibles	10,483	10,695	10,677	10,497
Intangibles	-	-	-	-
Capital Work In Progress	148	148	148	148
Goodwill	-	-	-	-
Non-Current Investments	15,886	16,794	18,725	20,445
Net Deferred tax assets	2,055	2,055	2,055	2,055
Other Non-Current Assets	2,655	2,133	3,083	3,467
Current Assets				
Investments	-	-	-	-
Inventories	5,148	4,871	7,039	7,915
Trade receivables	26,180	25,327	33,786	37,991
Cash & Bank Balance	3,169	9,300	(1,699)	(3,349)
Other Current Assets	58,535	45,511	59,605	65,868
Total Assets	1,25,649	1,17,980	1,35,475	1,47,605
Equity				
Equity Share Capital	1,220	1,220	1,220	1,220
Other Equity	49,837	51,084	55,008	59,842
Total Networth	51,056	52,303	56,228	61,061
Non-Current Liabilities				
Long Term borrowings	1,737	1,737	1,737	1,737
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	14,779	18,779	19,779	20,779
Trade payables	39,830	26,301	33,786	37,991
Other current liabilities	20,302	20,915	26,001	28,092
Total Equity & Liabilities	1,25,649	1,17,980	1,35,475	1,47,605

Source: Company Data, PL Research

February 12, 2021



Cash Flow (Rs m)				
Y/e Mar	FY20	FY21E	FY22E	FY23E
PBT	4,534	1,751	5,131	6,295
Add. Depreciation	1,775	1,787	2,018	2,180
Add. Interest	5,179	4,924	5,594	5,854
Less Financial Other Income	1,513	1,138	1,336	1,387
Add. Other	(286)	-	-	-
Op. profit before WC changes	11,201	8,462	12,743	14,329
Net Changes-WC	(3,471)	2,126	(15,104)	(6,672)
Direct tax	(1,366)	(727)	(1,628)	(1,934)
Net cash from Op. activities	6,364	9,861	(3,989)	5,724
Capital expenditures	(879)	(2,000)	(2,000)	(2,000)
Interest / Dividend Income	826	-	-	-
Others	(1,590)	108	499	395
Net Cash from Invt. activities	(1,642)	(1,892)	(1,501)	(1,605)
Issue of share cap. / premium	-	-	-	-
Debt changes	(8)	4,000	1,000	1,000
Dividend paid	(1,086)	(915)	(915)	(915)
Interest paid	(4,728)	(4,924)	(5,594)	(5,854)
Others	(7)	-	-	-
Net cash from Fin. activities	(5,830)	(1,838)	(5,509)	(5,769)
Net change in cash	(1,107)	6,131	(10,999)	(1,650)
Free Cash Flow	4,924	7,861	(5,989)	3,724

Source: Company Data, PL Research

Quarterly Financials (Rs m)
Y/e Mar

Y/e Mar	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Net Revenue	21,820	11,788	15,408	19,184
YoY gr. (%)	(35.6)	(46.1)	(11.0)	(9.4)
Raw Material Expenses	7,839	4,077	4,768	6,188
Gross Profit	13,981	7,711	10,640	12,996
Margin (%)	64.1	65.4	69.1	67.7
EBITDA	2,805	1,156	2,098	2,393
YoY gr. (%)	(29.5)	(56.6)	(10.0)	(4.3)
Margin (%)	12.9	9.8	13.6	12.5
Depreciation / Depletion	439	435	434	439
EBIT	2,366	721	1,664	1,954
Margin (%)	10.8	6.1	10.8	10.2
Net Interest	1,195	1,159	1,177	1,065
Other Income	241	326	373	245
Profit before Tax	1,479	(111)	860	1,134
Margin (%)	6.8	(0.9)	5.6	5.9
Total Tax	375	(280)	276	431
Effective tax rate (%)	25.4	252.8	32.1	38.0
Profit after Tax	1,104	169	584	703
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	1,037	169	584	703
YoY gr. (%)	(44.2)	(79.2)	(39.5)	(47.2)
Margin (%)	4.8	1.4	3.8	3.7
Extra Ord. Income / (Exp)	67	-	-	-
Reported PAT	1,104	169	584	703
YoY gr. (%)	(36.7)	(79.2)	(27.0)	(36.3)
Margin (%)	5.1	1.4	3.8	3.7
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,104	169	584	703
Avg. Shares O/s (m)	610	610	610	610
EPS (Rs)	1.7	0.3	1.0	1.2

Source: Company Data, PL Research

Key Financial Metrics				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Per Share(Rs)				
EPS	6.8	3.5	7.9	9.4
CEPS	9.7	6.5	11.2	13.0
BVPS	83.7	85.8	92.2	100.1
FCF	8.1	12.9	(9.8)	6.1
DPS	1.5	1.5	1.5	1.5
Return Ratio(%)				
RoCE	12.6	9.5	14.2	15.1
ROIC	11.2	8.2	10.4	10.8
RoE	8.4	4.2	8.9	9.8
Balance Sheet				
Net Debt : Equity (x)	0.3	0.2	0.4	0.4
Net Working Capital (Days)	151	165	161	161
Valuation(x)				
PER	13.3	25.4	11.4	9.6
P/B	1.1	1.1	1.0	0.9
P/CEPS	9.3	13.9	8.0	6.9
EV/EBITDA	6.6	7.8	6.1	5.6
EV/Sales	0.8	0.9	0.8	0.7
Dividend Yield (%)	1.7	1.7	1.7	1.7

Source: Company Data, PL Research





No.	Date	Rating	TP (Rs.) Share Pri	ce (Rs.)
1	07-Jan-21	BUY	83	62
2	10-Nov-20	BUY	83	36
3	08-Oct-20	BUY	83	34
4	12-Aug-20	BUY	83	31
5	07-Jul-20	BUY	83	33
6	30-May-20	BUY	83	23
7	07-Apr-20	BUY	83	17

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ABB	Hold	880	1,303
2	Ahluwalia Contracts (India)	BUY	288	263
3	Apar Industries	BUY	543	373
4	Ashoka Buildcon	BUY	160	105
5	Bharat Electronics	Accumulate	110	132
6	BHEL	Hold	34	39
7	Capacite's Infraprojects	BUY	270	180
8	Container Corporation of India	BUY	561	467
9	Cummins India	Hold	546	666
10	Engineers India	BUY	115	73
11	GE T&D India	Hold	86	132
12	H.G. Infra Engineering	BUY	311	219
13	IRB Infrastructure Developers	BUY	157	116
14	ITD Cementation India	BUY	67	64
15	J.Kumar Infraprojects	BUY	176	142
16	Kalpataru Power Transmission	BUY	437	336
17	KEC International	Accumulate	402	360
18	KNR Constructions	BUY	336	337
19	Larsen & Toubro	BUY	1,526	1,361
20	NCC	BUY	83	62
21	PNC Infratech	BUY	295	245
22	Power Grid Corporation of India	BUY	205	170
23	Sadbhav Engineering	BUY	87	64
24	Siemens	Accumulate	1,516	1,633
25	Thermax	Accumulate	1,008	1,207
26	Triveni Turbine	BUY	98	88
27	Voltamp Transformers	BUY	1,283	1,254

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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