



KNR Constructions Limited

Date: 14th August 2016

Ref: KNRCL/SD/2016/98 & 99

To
Dept. of Corporate Services,
BSE Limited
P J Towers, Dalal Street,
Fort, MUMBAI - 400001

To
National Stock Exchange of India Limited
"Exchange Plaza",
Bandra Kurla Complex,
Bandra (E), MUMBAI - 400051

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Sir,

Sub:- Investors presentation - August 2016

Ref: - Listing Regulations
BSE Code: 532942, NSE Symbol: KNRCON

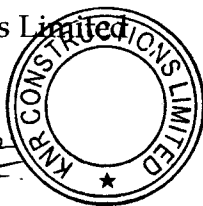
With reference to the above, please find attached the latest investors' presentation.

This is for your information and records

Yours truly,

for KNR Constructions Limited

M. V. Venkata Rao



M. V. VENKATA RAO
Company Secretary

Investor Presentation

August 2016



KNR CONSTRUCTIONS LIMITED

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Jubilee Hills, Hyderabad - 500 033

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A Well Established Name in Roads & Highway Constructions

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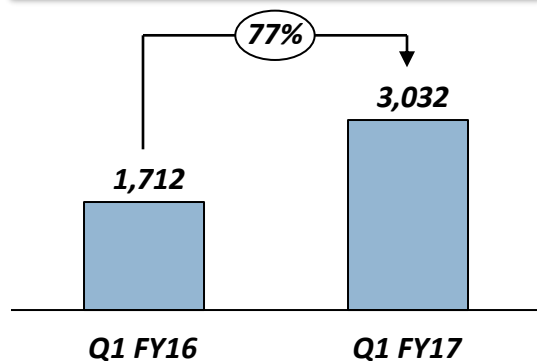
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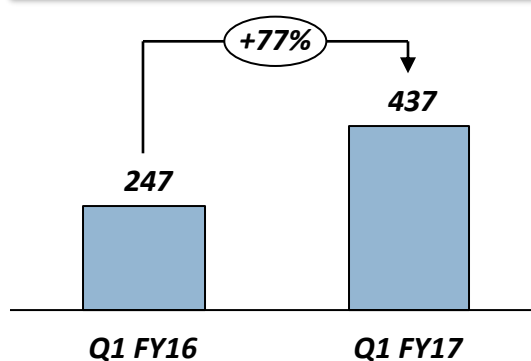
Key Highlights & Result Update

Standalone Financial Highlights

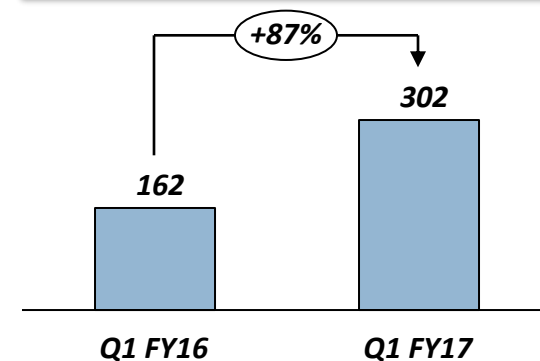
Revenue (Rs. Million)



EBITDA (Rs. Million)



PAT (Rs. Million)



❖ Growth in Revenue and Profit

- ✓ Growth in turnover during the current quarter of financial year due to execution of the orders received in last years is now contributing to the top line

❖ Muzaffarpur-Barauni Project update

- ✓ Provisional Completion Certificate for 75% of Project length has been issued on 3rd June 2016
- ✓ Current average per day toll collection at Rs. 5.5 lacs per day

Standalone Financial Results

Rs. Million	Q1 FY17	Q1 FY16	YoY
Total Revenue	3,031.7	1,712.1	77%
Operating Expenses	2,398.5	1,182.3	
Employees Expenses	128.7	97.4	
Other Expenditure	67.6	185.7	
EBITDA	436.9	246.7	77%
EBITDA margin	14.4%	14.4%	
Other Income	58.5	71.3	
Depreciation	131.7	103.2	
Interest	42.8	27.2	
PBT	321.0	187.6	71%
Tax			
Current Tax	15.6	31.7	
Prior Period Tax	0.0	0.0	
Deferred Tax	3.2	-6.0	
Profit After Tax	302.1	161.9	87%
PAT margin	9.9%	9.5%	

Business Overview

Business Overview

❖ One of the leading companies providing Engineering, Procurement and Construction (EPC) services

- ✓ Major Projects in Roads & Highways – one of the fast growing sector
- ✓ Established presence in Irrigation and Urban Water Infrastructure Management

❖ 20 years of experience of project execution

- ✓ Successfully executed more than ~6,000 lane km Road Projects
- ✓ Projects executed across 12 states in India

❖ Portfolio of 4 BOT Projects

- ✓ 778 lane Kms Projects in the state of Telangana, Karnataka, Kerala & Bihar
- ✓ 2 Annuity based Projects & 1 Toll based project completed
- ✓ 1 Toll based Project partial Operational

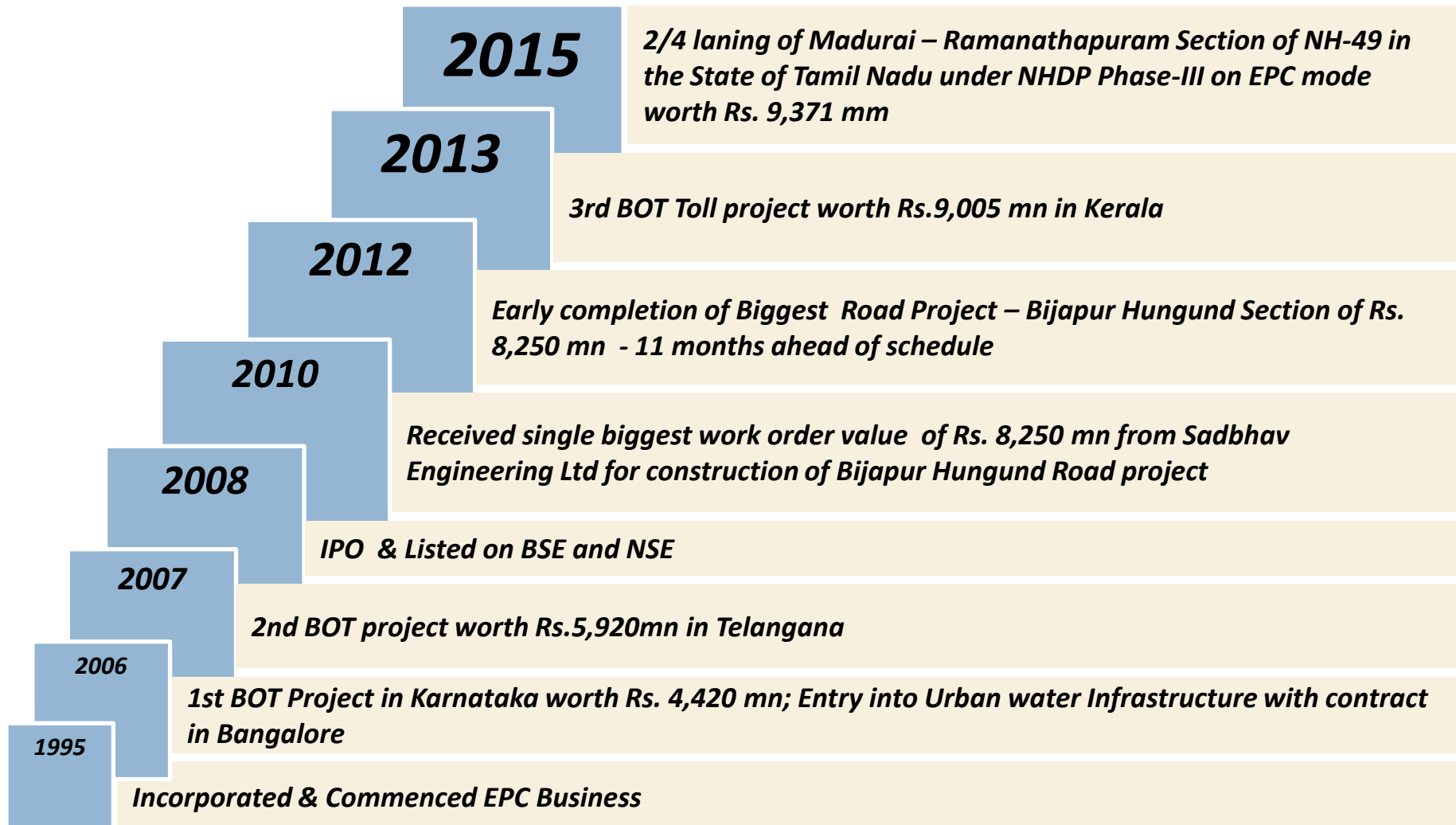
❖ Strong EPC Order-book

- ✓ Rs. 42,576 mn as on 30th June, 2016 comprising of Rs. 35,280 mn in Roads sector and Rs. 7,296 mn in Irrigation

- ✓ To develop KNRCL as a Centre of excellence in the field of Infrastructure.
- ✓ To add more business verticals to the organization in the fields of construction of Elevated Metro Rail and Railway Projects

Vision

Transformation



Management...

Mr. K.Narasimha Reddy – Founder Promoter & Managing Director



- ❖ Over 48 years of experience in the Highway sector
- ❖ Started career in 1968 and engaged in the business of undertaking civil and mechanical contracts
- ❖ Extensive knowledge and experience in multi project planning Scheduling, cost controls in addition to overall construction and multi project management & driving force in taking the company towards greater heights

Mr. K. Jalandhar Reddy – Promoter & Executive Director



- ❖ Over 20 years of experience in the Highway and infrastructure sector
- ❖ Started his career with the organisation as a project Manager and was elevated to Executive Director on April 1, 1997
- ❖ Heads the tendering and bidding activities and is in charge of most of the projects in Southern India

Supported by Professional Team

Mr. T.L. Verma (Vice President - Projects)

- ❖ A Bachelor of Engineering (BE) from MITS Gwalior (MP) with Over 35 years of total experience with ~20 years of experience in Highway sector
- ❖ Working with the company since 2006 on various projects i.e. Bridges and Highways, including construction of Concrete Roads

Mr. D. Tirupathi Reddy (GM – Projects)

- ❖ Over 24 years of rich experience in various fields of Civil Engineering
- ❖ Working with the company since 14 years as contract specialist and tendering & procurement expert

Mr. S Vaikuntanathan (VP - Finance)

- ❖ A Fellow Member of the Institute of Chartered Accountants of India with 39 years of experience in the areas of finance, accountancy and taxation
- ❖ Has the overall responsibility for the finalization of corporate accounts, taxation, finance and related jobs

Mr. M.V. Venkata Rao (Company Secretary)

- ❖ A Fellow Member of the Institute of Company Secretaries of India
- ❖ Working with the company since 2007 and has the overall responsibility towards compliance of Rules & Regulations laid down by various authorities

Key Business Strengths

1. Project execution

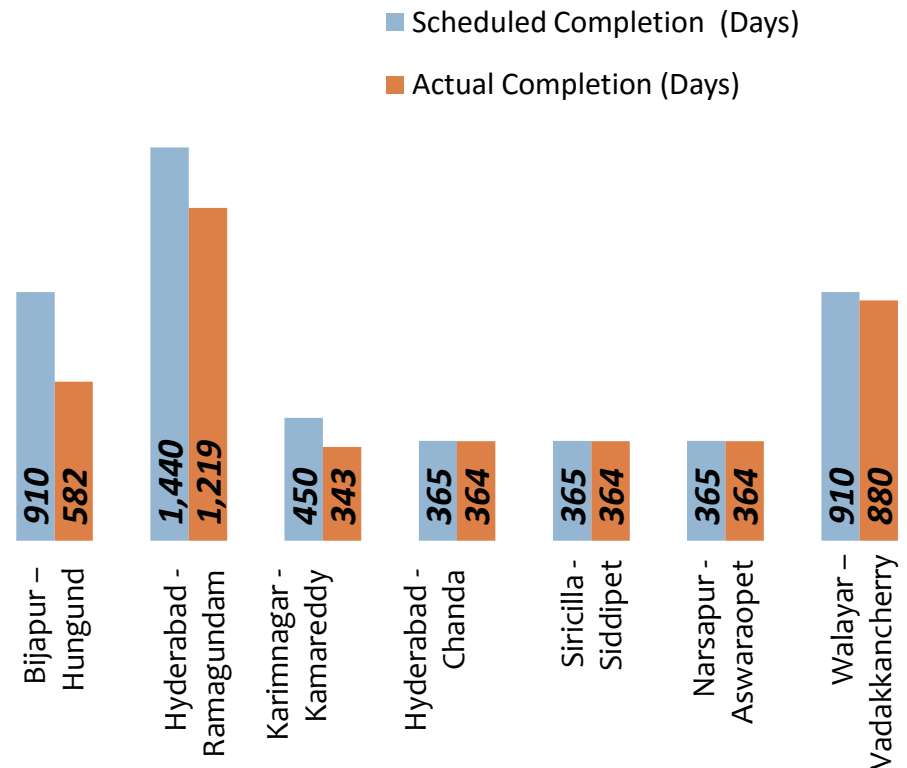
Significant experience and Strong track record in timely execution of Projects

❖ Top management's active involvement at all stages of Project execution

- ✓ Selection of Major Raw Material
- ✓ Selection of construction Camp location

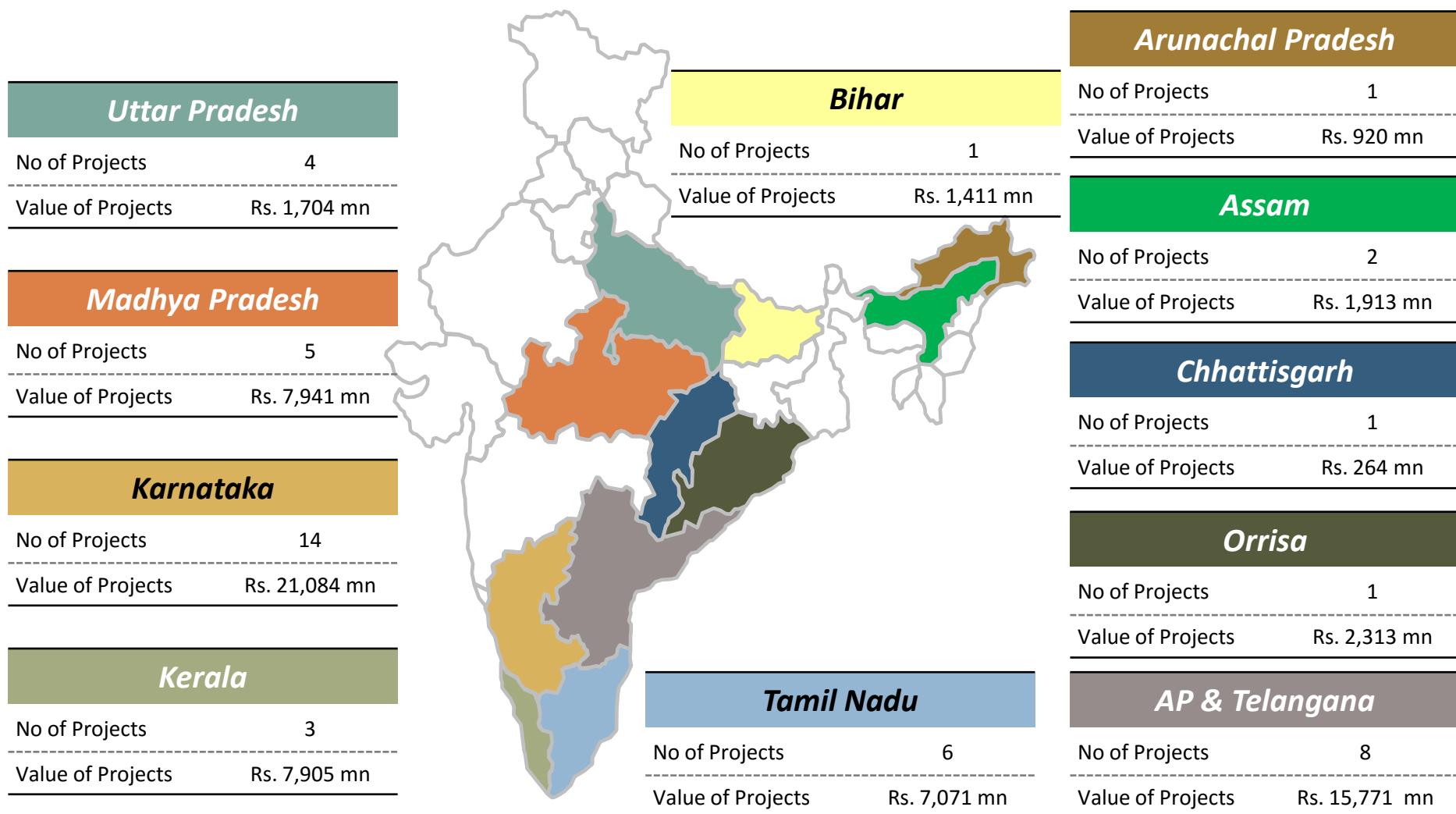
❖ Faster Decision making to ensure project completion on schedule

❖ Received Bonus for completion of construction ahead of schedule



Pan India Project Execution*

Capability



Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

* Projects executed in last 5 years

Project Execution Highlights

❖ Cement Concrete Road

- ✓ Completed Widening to 4/6 lanes and Strengthening of Existing two lane carriageway of NH – 5 in the State of Orissa for a length of 56.0 Kms with total contract value of work is Rs 2,310 mn
- ✓ Existing road was widened & strengthened with flexible pavement but, new 2- lane road was constructed with concrete (PQC)
- ✓ Concrete road was paved for a width of 8.75m with G&Z slip form paver having automatic device for placement of tie bars and dowel bars at fixed interval
- ✓ Concreted Batching Plant was installed with a capacity compatible with the paving capacity of G&Z paver for better quality control of PQC Road

❖ Hard Rock Excavation

- ✓ 2.6 Millions Cubic Meters deep hard rock excavation was done in the work of four laning of Islam Nagar (KM 230.00) to Kadthal (KM 278.00) of Nagpur –Hyderabad Section on NH-7 in the State of Telangana

2. In-house Construction Equipment

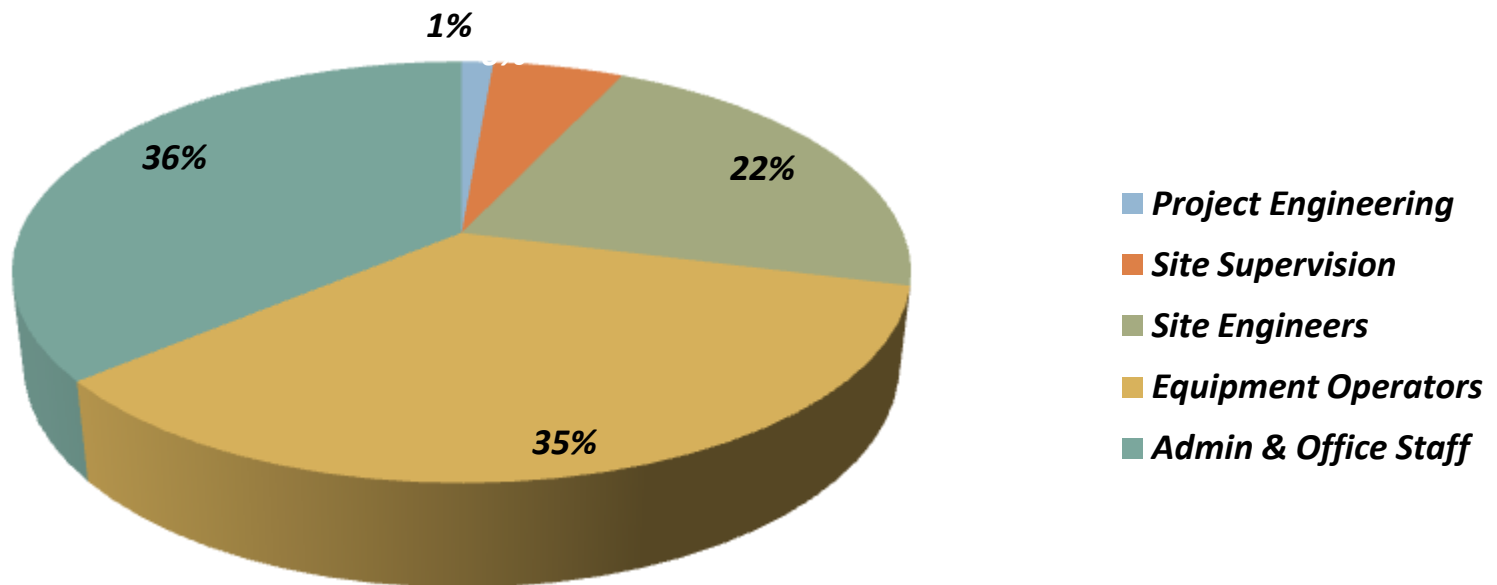
World Class Construction Equipments Use of Right tools for right work

Sl. No.	Name Of The Machinery	Qty
1	Tipplers	661
2	Excavators	160
3	Concrete Mixers And Pumps	105
4	Compactors	70
5	Loaders	39
6	Cranes	34
7	Tankers	34
8	Graders	32
9	Tractors	28
10	Batching & Mixing	27
11	Trailers	22
12	Rollers	19
13	Breakers	19
14	Drillers	17
15	Pavers	14
16	Crushers	14
17	Dozers	10
18	Hot Mix Plant	8
19	Wet Mix Plant	8
20	Drum Mix Plant	7
21	Loaders Cum Excavators	7
22	Generators & Others	158
Gross Block of Plant & Machinery *		Rs.5,065 mn













3. In-house Execution Team

**In-house team of 800 Qualified and experienced employees
led by proven management team**



4. Reputed Clientele

	<i>National Highways Authority of India (NHAI)</i>		<i>Andhra Pradesh Road Development Corporation (APRDC)</i>
	<i>Ministry of Road Transport & Highways (MoRTH)</i>		<i>Hyderabad Growth Corridor Limited (HGCL)</i>
	<i>Karnataka State Highway Improvement Project (KSHIP)</i>		<i>Karnataka Road Development Corporation (KRDCL)</i>
	<i>Madhya Pradesh Road Development Corporation Limited (MPRDCL)</i>		<i>Bruhat Bangalore Mahanagara Palike (BBMP)</i>
	<i>Uttar Pradesh State Highways Authority (UPSHA)</i>		<i>NMDC Limited</i>

4. Reputed Clientele (cont.)

	<i>A.P. Irrigation (Government of Andhra Pradesh)</i>		<i>GMR Projects Private Limited</i>
	<i>Engineers India Limited (Government of India Undertaking)</i>		<i>Sadbhav Engineering Limited</i>
	<i>Public Works Department (Government of Arunachal Pradesh)</i>		<i>Oriental Structural Engineers Pvt. Ltd.</i>

BOT Portfolio

BOT Portfolio – Annuity Projects

	<i>Particulars</i>	<i>Patel KNR Infrastructures limited (PKIL)</i>	<i>Patel KNR Heavy Infrastructures Limited (PKHIL)</i>
Project Details	<i>Stake</i>	40%	40%
	<i>Project Type</i>	Road-Annuity	Road-Annuity
	<i>State</i>	Karnataka	Telangana
	<i>JV Partner</i>	PEL	PEIL
	<i>Client</i>	NHAI	NHAI
	<i>Length(KM)</i>	60.00	53.00
Terms	<i>Concession Start Date</i>	26 th March 2007	2 nd March 2008
	<i>Concession Period</i>	20 Years	20 Years
	<i>COD</i>	21 st December 2009	11 th June 2010
Financials	<i>Project Cost</i>	Rs. 4,420.0 mn	Rs. 5,920.0 mn
	<i>Equity (30.06.2016)</i>	Rs.370 .00 mn	Rs.496.70 mn
	<i>Debt (30.06.2016)</i>	Rs.3,055.30 mn	Rs.4,651.87 mn
	<i>Securitized</i>	Yes*	Yes**
	<i>Semi-Annutiy - 36 Instalments</i>	Rs. 329.4 mn	Rs. 443.7 mn

* PKIL securitized its project loan through issuance of non-convertible debentures to LIC of India & raised Rs. 4090 mn in April 2010. The said proceeds were used to retire the existing high cost project loan and unsecured loans of promoters and to meet the issue expenses.

**PKHIL securitized its project loan through issuance of non-convertible debentures to L&T Infrastructures Finance Company Limited and raised Rs 4000 mn in Sept. 2013. The said proceeds were used to retire the existing high cost project loans (Other than the ECB of USD 25 Millions availed from the Standard Chartered Bank , London) and unsecured loans of promoters and to meet the issue expenses.

BOT Portfolio – Toll Projects

	Particulars	KNR Walayar Tollways Private Limited	KNR Muzaffarpur Barauni Tollway Private Limited
Project Detail	Stake	100%	51%
	Project Type	Road-Toll	Road-Toll
	State	Kerala	Bihar
	JV Partner	-	JKM Infra Project Ltd
	Client	NHAI	NHAI
	No of Lanes	Two to Four	Two
	Length(KM)	54.00	108
Terms	Concession Start Date	18th May 2013	8th July 2012
	Concession Period	20 Years	21 Years
	Scheduled COD	15th Nov. 2015	9th July 2014
	Actual Scheduled COD	31st Oct. 2015	3rd June 2016
	Revenue Sharing	Grant	Premium
Financials	Project Cost	Rs. 9,005.1 mn	Rs. 3,596.8 mn / (Revised: Rs. 4,588.6 mn)
	Equity (30.06.2016)	Rs. 3,074.10 mn*	Rs. 1,408.60 mn
	Debt (30.06.2016)	Rs. 3,090.00 mn	Rs. 2,932.50 mn
	Status (30.06.2016)	Provisional Completion Certificate for 100% of Project length has been issued on 31st Oct. 2015	Provisional Completion Certificate for 75% of Project length has been issued on 3rd June 2016
	Toll Revenue - Q1 FY17	Rs. 287.2 mn in FY16 and Rs. 95.76 mn in Q1FY17	Rs. 12.16 mn in Q1FY17

* incl. additional quasi equity of Rs. 1,715.0 mn towards repayment of loans

Walayar –Vadakkancherry Project

- ❖ KNR Walayar Tollways Private Limited is a wholly owned subsidiary of KNR Constructions Limited, incorporated as an SPV for execution of Walayar Road Project
- ❖ Provisional Completion Certificate for 100% of Project length has been issued for the project on 31st October 2015
- ❖ Caters to commercial traffic towards Kochi Port and Kochi International Container Transshipment Terminal
- ❖ The project road serves as an arterial link to most of the important southern cities such as Salem, Erode, Coimbatore, Trissur, Palakkad, Kochi, Alappuzha, Kollam, Thiruvananthapuram and Nagercoil
- ❖ Major industries like Wise Park, HP Gas Plant, ITI, BPL, UB, Instrumentation Limited, Percot Meridan, BEML etc. are located in this section

The work is completed one month ahead of scheduled date of completion

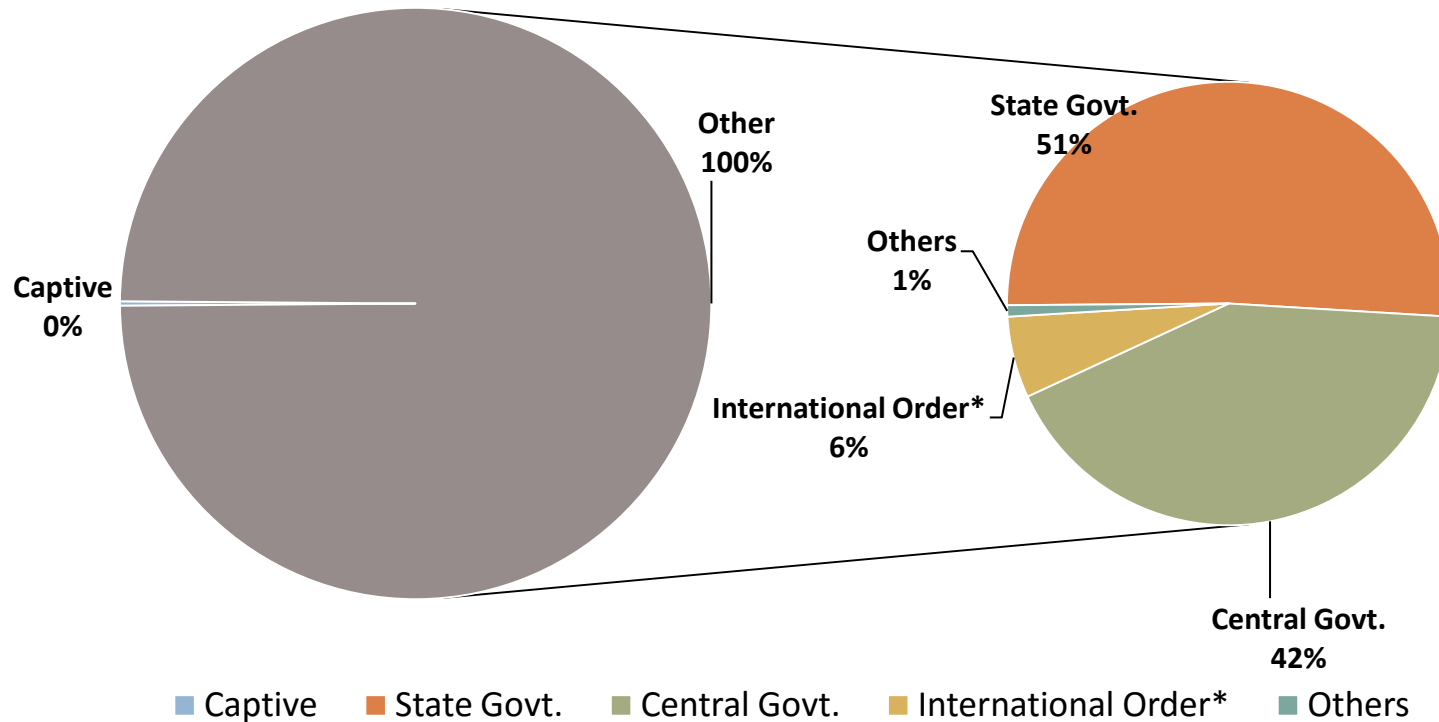
Muzaffarpur - Barauni Project

- ❖ KNR Muzaffarpur Barauni Tollway Private Limited is a Step down subsidiary of KNR Constructions Limited, incorporated as an SPV for execution of Muzaffarpur -Barauni Road project on BOT (Toll) basis
- ❖ Provisional Completion Certificate for 75% of Project length has been issued for the project on 3rd June 2016
- ❖ Project starts at Muzaffarpur and ends at Barauni. The project corridor is located in the state of Bihar and passes through three districts namely Muzaffarpur, Samastipur and Begusarai
- ❖ Muzaffarpur is an important place for wholesale cloth trade and the largest city of northern Bihar while Barauni city is situated on holy river Ganga and also an important industrial city of Bihar having major industrial units such as IOC refinery, Barauni Thermal Power Plant, Hindustan Fertilizers Corporation and Barauni Dairy

Order Book & Business Strategy

Order-book Break-up

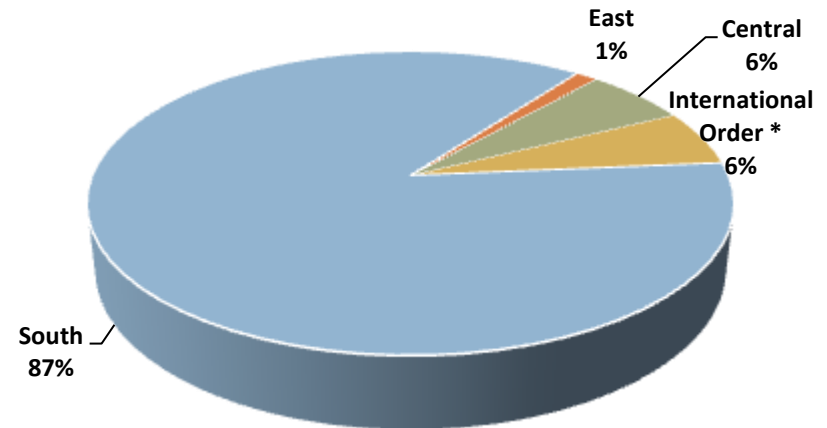
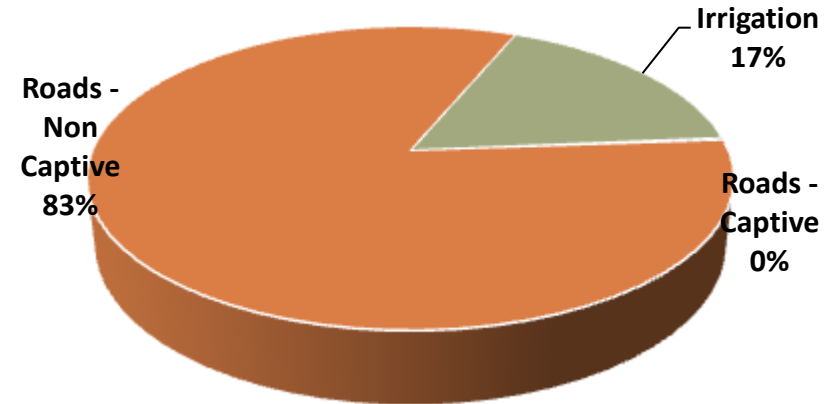
Order book of Rs. 42,576 million as on 30th June 2016



* - Government of People's Republic Of Bangladesh

Order-book Highlights

Key Projects	Rs. mln
Madurai -Ramanathpuram Section of NH-49	7,450
Thiruvananthapuram Bypass	5,712
Rehabilitation and upgradation of Dindigul-Bangalore Road (Pollachi to Coimbatore Section)	4,149
Upgrading Arcot Villupuram Road	3,058
Two Tier Flyover in Salem, Tamil Nadu	2,873
Top 5 Road Projects	23,243
<i>Other Road Projects</i>	12,038
Irrigation Projects	7,296
Total	42,576
Order Completion	36%



Order-book: State-wise

Madhya Pradesh

No of Projects	3
Balance Value	Rs. 2,596 mn

Karnataka

No of Projects	8
Balance Value	Rs. 1,218 mn

Kerala

No of Projects	3
Balance Value	Rs. 5,816 mn

Arunachal Pradesh

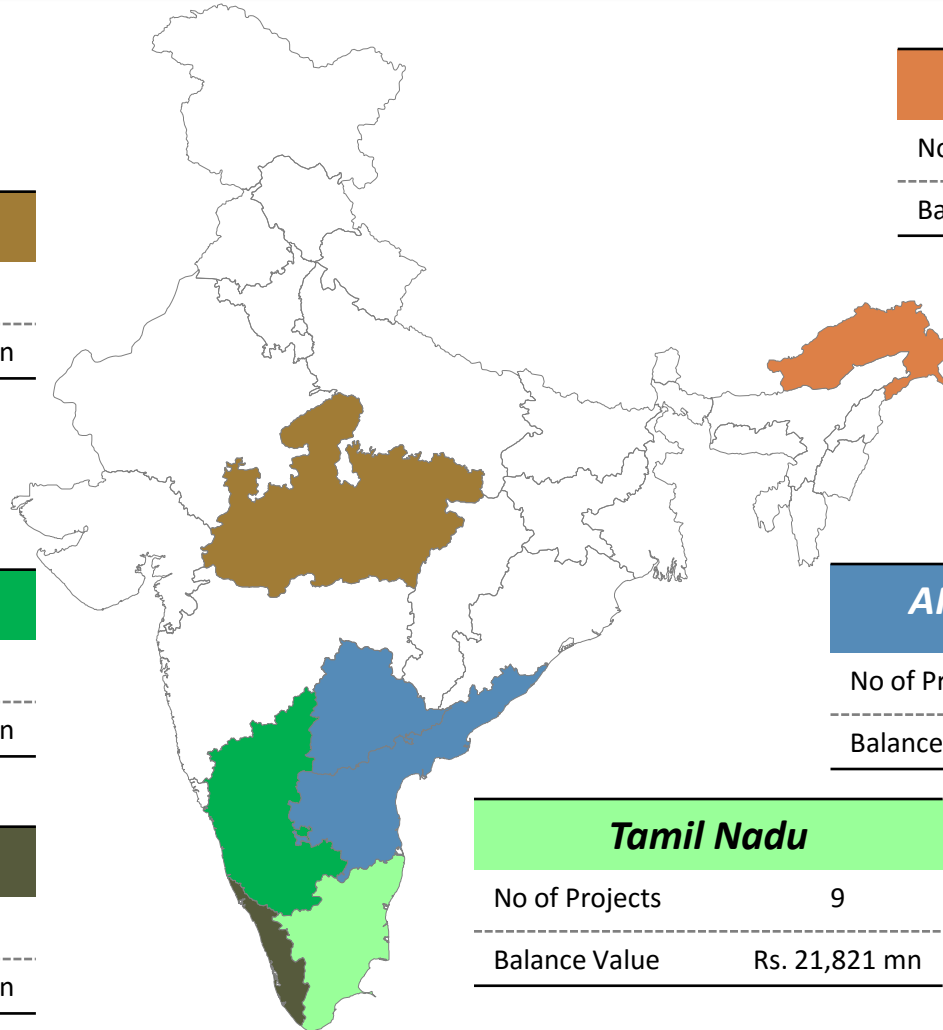
No of Projects	1
Balance Value	Rs. 557 mn

AP & Telangana

No of Projects	8
Balance Value	Rs. 8,044 mn

Tamil Nadu

No of Projects	9
Balance Value	Rs. 21,821 mn

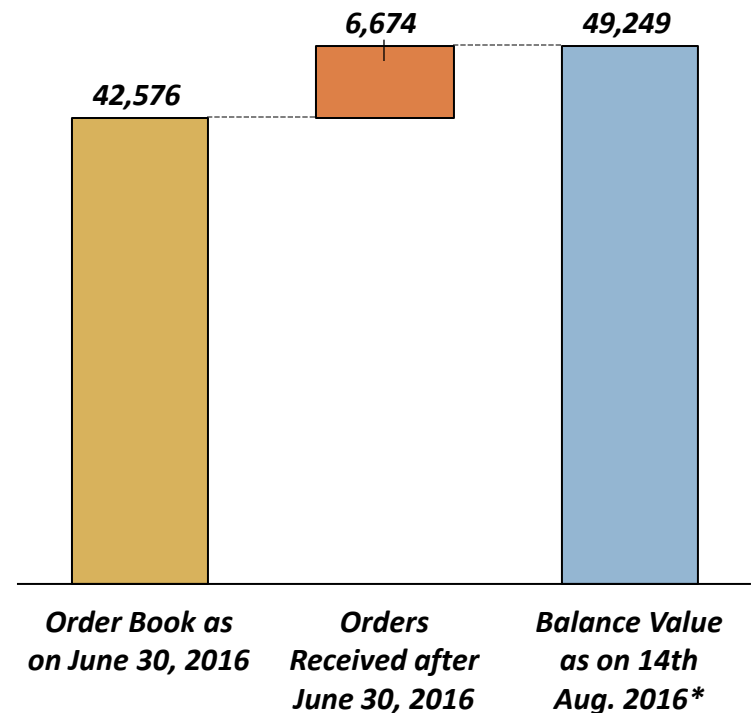


Recent Order Wins

Order-book of Rs. 42,576 million as on 30th June, 2016

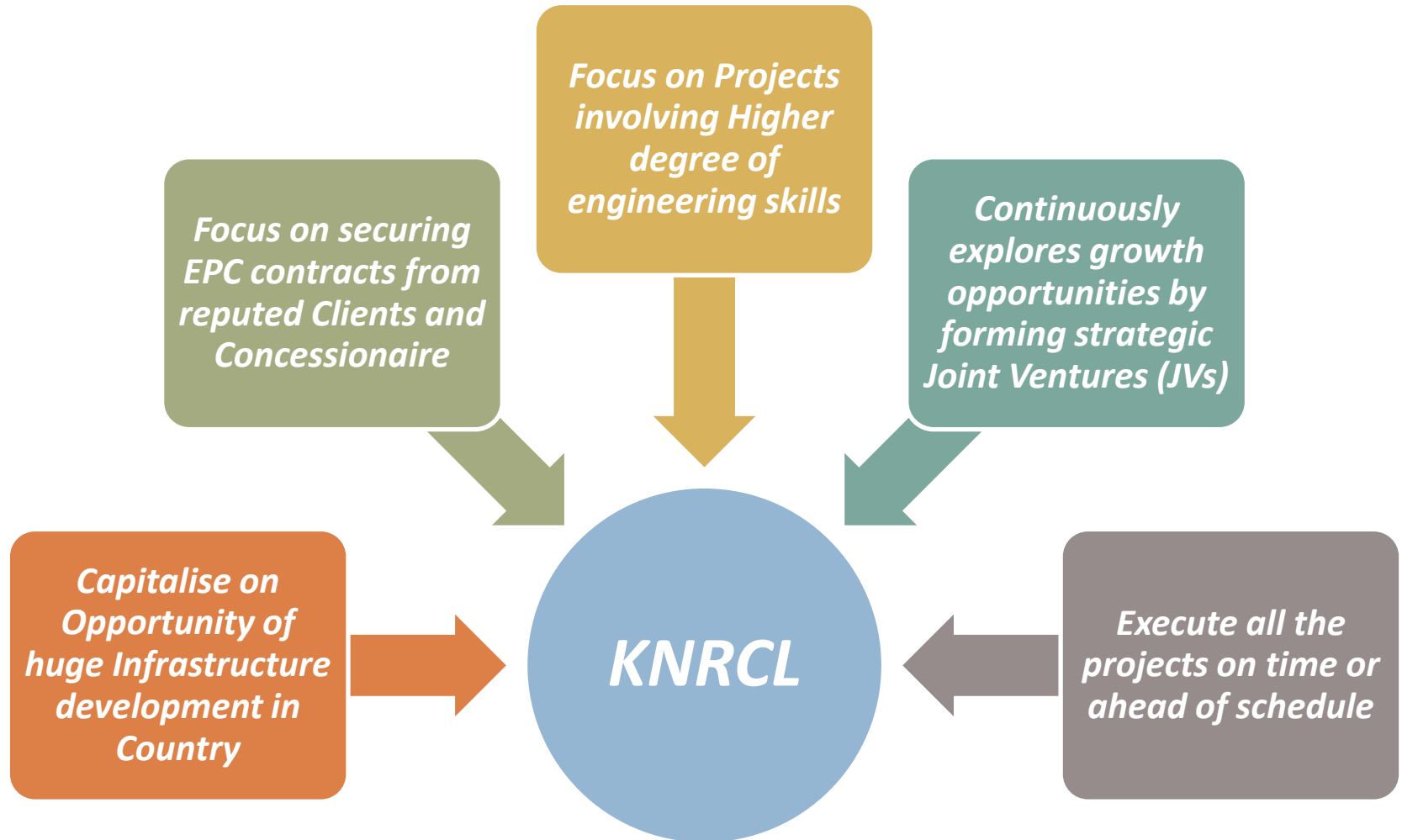
Projects awarded after 30th June 2016

- ❖ Four Laning of Hubli - Hospet section NH-63
total 143.29 total Length in the State of
Karnataka to BSCPL-KNR Joint Ventures
 - ✓ Total Project Cost: Rs. 13,347 mn
 - ✓ KNR Share: Rs. 6,674 (50%)
 - ✓ Completion Period: 36 months from appointed date



* - Excluding project execution from 1st July 2016 upto 14th August 2016

Business Strategy



Financial Highlights

Standalone Financial Results*

Rs. Million	FY16	FY15	YoY
Total Revenue	9,025.5	8,761.3	3%
Operating Expenses	6,062.9	5,965.5	
Employees Expenses	435.2	380.8	
Other Expenditure	973.3	1,153.6	
EBITDA	1,554.1	1,261.4	23%
EBITDA margin	17.2%	14.4%	
Other Income	304.9	124.6	
Depreciation	431.4	540.6	
Interest	126.3	122.4	
PBT	1,301.3	723.0	80%
Tax			
Current Tax	164.0	102.9	
Prior Period Tax	-437.2	11.2	
Deferred Tax	-36.8	-121.2	
Profit After Tax	1,611.2	730.1	121%
PAT margin	17.9%	8.3%	

* Above financials are based on I GAAP

Standalone Balance sheet*

Rs. in Million	Mar-16	Mar-15	Rs. in Million	Mar-16	Mar-15
Shareholder's Fund	7,270	5,692	Non-Current Assets	7,689	5,254
Share capital	281	281	Fixed Assets	2,468	2,269
Reserves & Surplus	6,988	5,411	Non-current Investments	355	228
Minority Interest	0	0	Deferred Tax Assets (Net)	276	239
Non-Current Liabilities	1,880	690	Long Term Loans & Advances	3,902	1,786
Long term borrowings	70	1	Other Non-Current Assets	689	732
Other Long Term Liabilities	1,787	672	Current Assets	5,091	4,781
Long Term Provisions	23	17	Current Investments	79	87
Current Liabilities	3,631	3,653	Inventories	353	359
Short Term Borrowings	1,055	881	Trade Receivables	1,294	1,765
Trade Payables	1,121	705	Cash & Cash Equivalents	161	157
Other Current Liabilities	946	1,775	Short Term Loans & Advances	2,276	1,506
Short Term Provisions	509	292	Other Current Assets	928	907
Total Equity & Liabilities	12,781	10,035	Total Assets	12,781	10,035

Amongst very few companies in the infrastructure sector, the company's Long Term bank loan facilities are rated as A+ and Short Term bank loan facilities are rated as A1 by India Ratings, reflecting strong execution capabilities and robust financial risk profile

Consolidated Financial Results*

Rs. Million	FY16	FY15	YoY
Total Revenue	9,951.2	9,311.9	7%
Operating Expenses	6,634.5	6,470.8	
Employees Expenses	466.9	382.3	
Other Expenditure	1,108.0	1,191.0	
EBITDA	1,741.9	1,267.8	37%
EBITDA margin	17.5%	13.6%	
Other Income	424.1	128.9	
Depreciation	480.7	551.7	
Interest	563.2	130.2	
PBT	1,122.1	714.7	57%
Tax			
Current Tax	238.4	107.2	
Prior Period Tax	-411.2	11.2	
Deferred Tax	-36.8	-121.2	
Profit After Tax	1,331.6	717.5	86%
PAT margin	13.4%	7.7%	

* Above financials are based on I GAAP

Consolidated Balance sheet*

Rs. in Million	Mar-16	Mar-15	Rs. in Million	Mar-16	Mar-15
Shareholder's Fund	6,970	7,885	Non-Current Assets	14,563	15,165
Share capital	281	281	Fixed Assets	12,631	13,432
Reserves & Surplus	6,688	7,604	Non-current Investments	168	236
Minority Interest	807	906	Deferred Tax Assets (Net)	283	247
Non-Current Liabilities	8,335	7,234	Long Term Loans & Advances	758	515
Long term borrowings	6,314	6,373	Other Non-Current Assets	723	735
Other Long Term Liabilities	1,997	843	Current Assets	5,951	4,951
Long Term Provisions	23	17	Current Investments	0	0
Current Liabilities	4,402	4,091	Inventories	618	557
Short Term Borrowings	1,055	880	Trade Receivables	1,347	1,101
Trade Payables	1,189	754	Cash & Cash Equivalents	450	435
Other Current Liabilities	1,473	2,058	Short Term Loans & Advances	2,617	1,727
Short Term Provisions	685	399	Other Current Assets	919	1,131
Total Equity & Liabilities	20,514	20,116	Total Assets	20,514	20,116

* Above financials are based on I GAAP

Standalone Financial Highlights*

<i>Financial Year</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761	Rs. 9,025
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0	\$136.1
EBITDA	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261	Rs. 1,554
	\$18.7	\$22.6	\$22.3	\$19.4	\$20.9	\$20.1	\$23.4
Profit before Tax (PBT)	Rs. 826	Rs. 897	Rs. 784	Rs. 670	Rs. 669	Rs. 723	Rs. 1,301
	\$13.8	\$14.9	\$13.1	\$11.2	\$11.1	\$11.6	\$19.6
Profit after Tax (PAT)	Rs. 503	Rs. 568	Rs. 528	Rs. 521	Rs. 610	Rs. 730	Rs. 1,611
	\$8.4	\$9.5	\$8.8	\$8.7	\$10.2	\$11.7	\$24.3
EPS	Rs. 17.88	Rs. 20.21	Rs. 18.76	Rs. 18.54	Rs. 21.68	Rs. 25.96	Rs. 57.29
	\$0.30	\$0.34	\$0.31	\$0.31	\$0.36	\$0.42	\$0.86
Net Worth	Rs. 3,008	Rs. 3,520	Rs. 4,024	Rs. 4,521	Rs. 5,106	Rs. 5,674	Rs. 7,260
	\$50.1	\$58.6	\$67.0	\$75.3	\$85.0	\$90.7	\$109.5
Debt	Rs. 740	Rs. 735	Rs. 555	Rs. 710	Rs. 867	Rs. 963	Rs. 1,168
	\$12.3	\$12.2	\$9.2	\$11.8	\$14.4	\$16.0	\$17.6
Debt to Equity	0.25	0.21	0.14	0.16	0.17	0.17	0.15

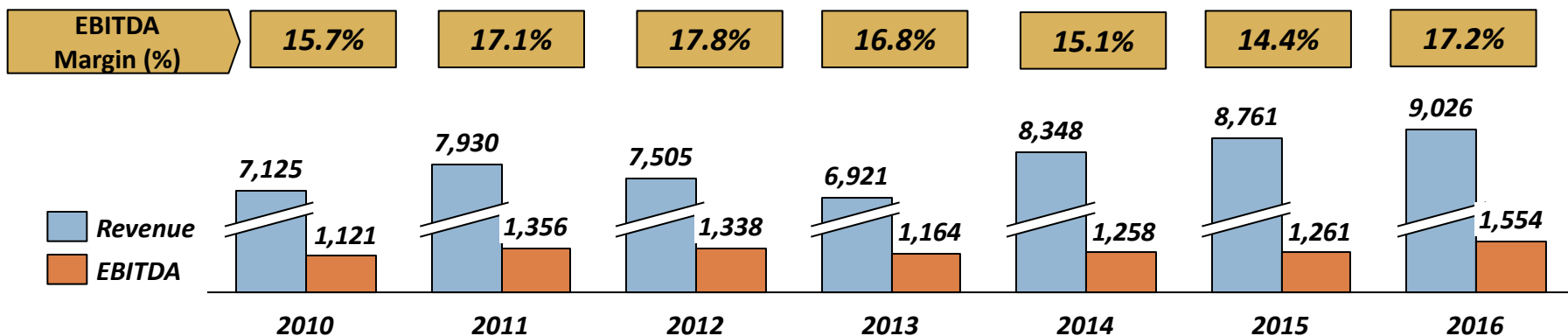
* Above financials are based on I GAAP

From FY10 to FY14 1 USD = Rs. 60.059
 FY15 – 1USD = Rs. 62.58; FY16-1 USD = Rs. 66.32

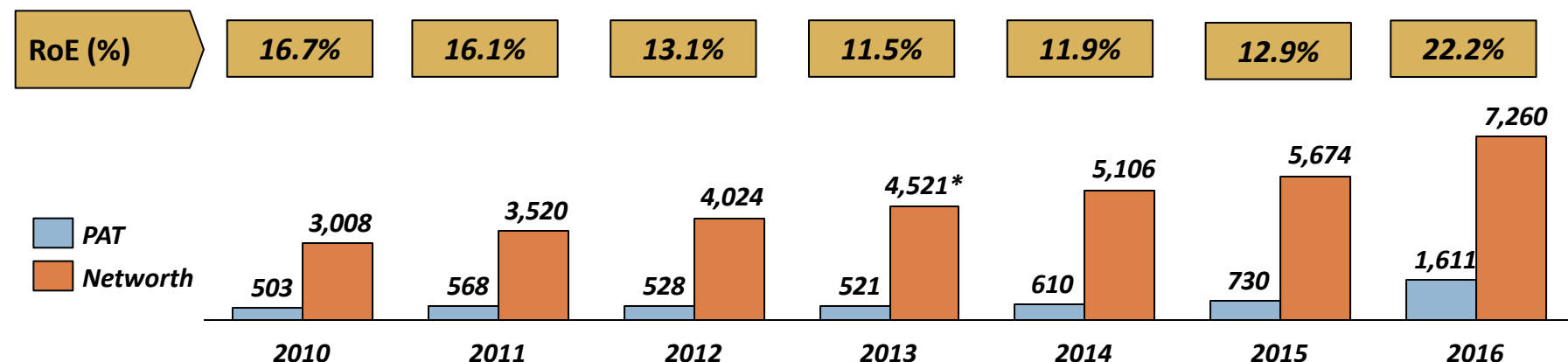
All figures in Rupees million except EPS & Debt to Equity

Standalone Financial Highlights

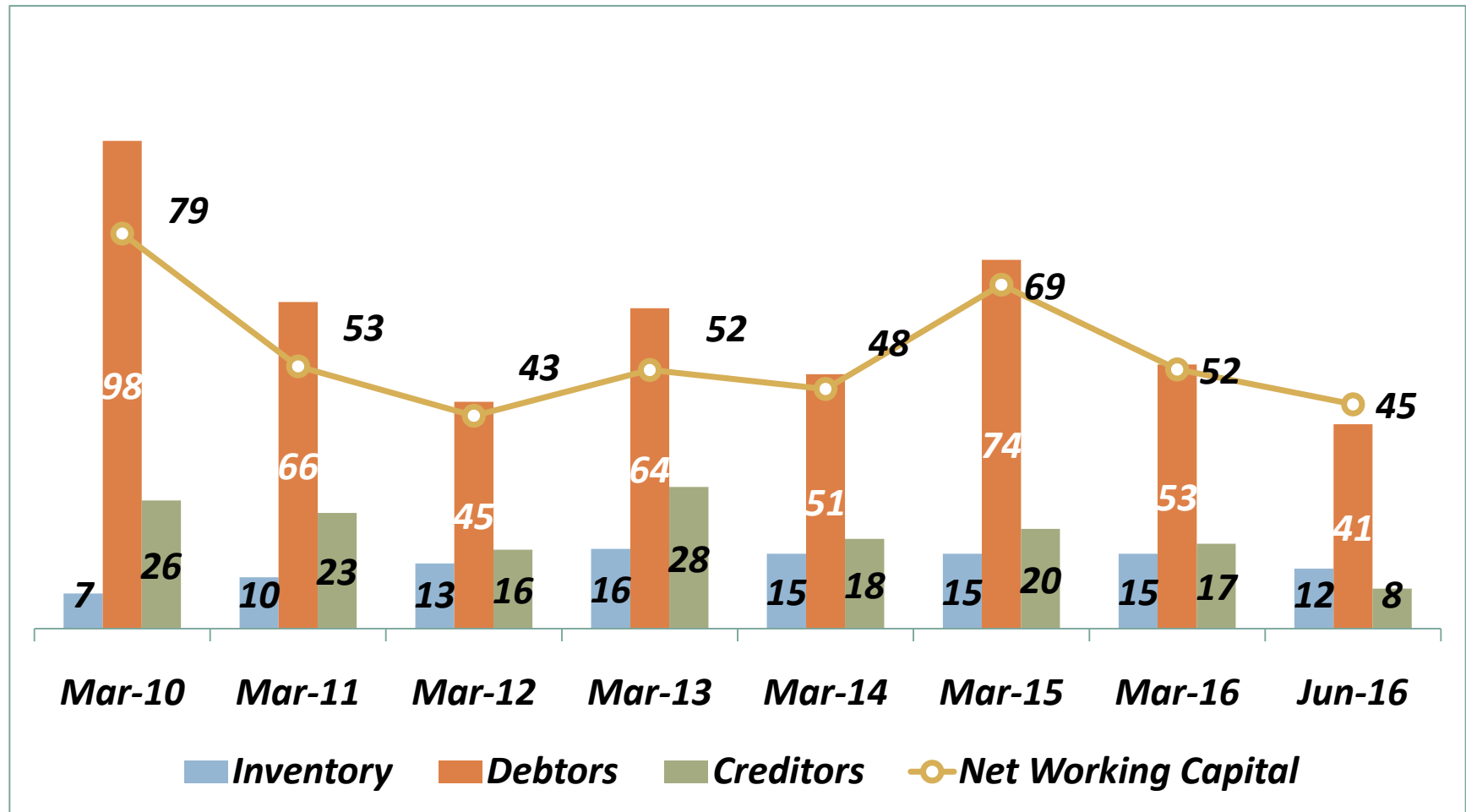
Revenue & EBITDA (Margin %)



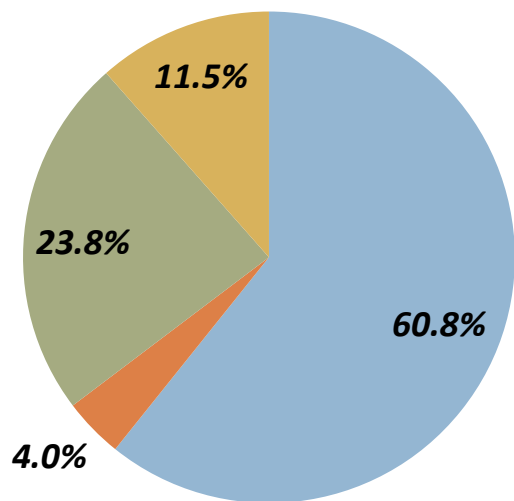
Net Profit & Net Worth (RoE)



Standalone Net Working Capital Days



Shareholding Pattern as on 30th June 2016



■ **PROMOTERS**
■ **FOREIGN INST. INVESTORS**
■ **MUTUAL FUNDS & FIs**
■ **PUBLIC & OTHERS**

<i>Shareholders Holding more than 1% of the Equity (Other than Promoters)</i>	<i>% to Equity</i>
<i>HDFC Mutual Fund</i>	<i>8.35%</i>
<i>Tata Mutual Fund</i>	<i>3.76%</i>
<i>ICICI Mutual Fund</i>	<i>3.04%</i>
<i>Copthall Marutius Investment Limited</i>	<i>2.47%</i>
<i>Franklin Mutual Fund</i>	<i>1.80%</i>
Total	19.42%

Other Businesses

**Irrigation & Water
Management Projects**

And

**Urban Water
Infrastructure
Management**

- 
- ❖ **Strong growth opportunity in development of Agricultural Infrastructure**
 - ❖ **Execution of Irrigation & Water Supply Projects with Joint Venture Partners**
 - ❖ **Executed 3 Projects in Telangana & 1 Project in Bihar**
 - ❖ **Executed an Urban Water Infrastructure project in the State of Karnataka**

Project Gallery

Completed Projects

BOT (Annuity) Road Project on NH-7 in the
State of Telangana



BOT (Annuity) Road Project on NH-7 in the
State of Telangana



Completed Projects

BOT (Annuity) Road Project on NH-7 in the State of Karnataka



Four Lane Highway on NH-50, Bijapur to Hungund Project in the State of Karnataka



Completed Projects

Road Project in the state of Karnataka -
Bijapur - Hungund



Road Project in the state of Karnataka -
Bijapur - Hungund



Completed Projects

Walayar –Vadakkancherry BOT (Toll Road)
Project, Kerala



Walayar –Vadakkancherry BOT (Toll Road)
Project, Kerala



Completed Projects

Bridge across River Godavari in Telangana State



Completed Projects

Bridge across River Godavari in Telangana State



Bridge across River Godavari in Telangana State



Under-Construction Projects

Muzaffarpur -Barauni Road project on BOT
(Toll), Bihar



Muzaffarpur -Barauni Road project on BOT
(Toll), Bihar



Under-Construction Projects

Flyover at Coimbatore in the State of Tamil Nadu



Irrigation Project in Telangana State



For further information, please contact:

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