

Investor Presentation

August 2015



KNR CONSTRUCTIONS LIMITED

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A Well Established Name in Roads & Highway Constructions

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Business Overview

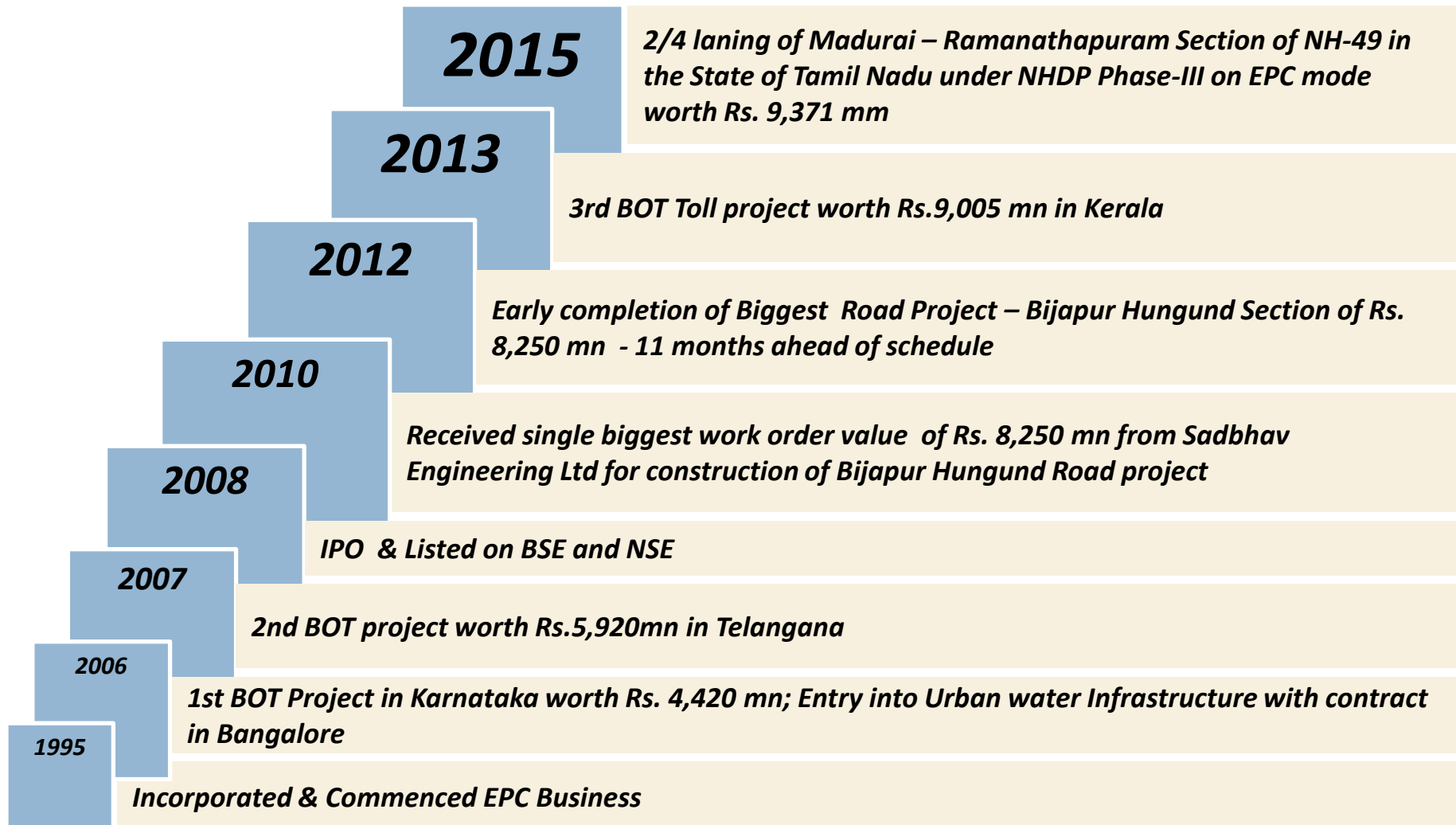
Business Overview

- ❖ **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 ~5,888 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 Completed Annuity based Projects & 2 Toll based Projects under construction
- ❖ **Strong EPC Order-book**
 - ✓ Rs. 35,409 mn as on 30th June, 2015 comprising of Rs. 34,786 mn in Roads sector and Rs. 623 mn in Irrigation
 - ✓ Received orders worth Rs. 2,556 mn post 30th June, 2015

- ✓ 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 46 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 18 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. G Sravana Kumar (GM - Finance & Accounts)

- ❖ A Fellow Member of the Institute of Chartered Accountants of India with 18 years of experience in the areas of finance, accountancy and taxation
- ❖ Working with the company since 2006 and 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

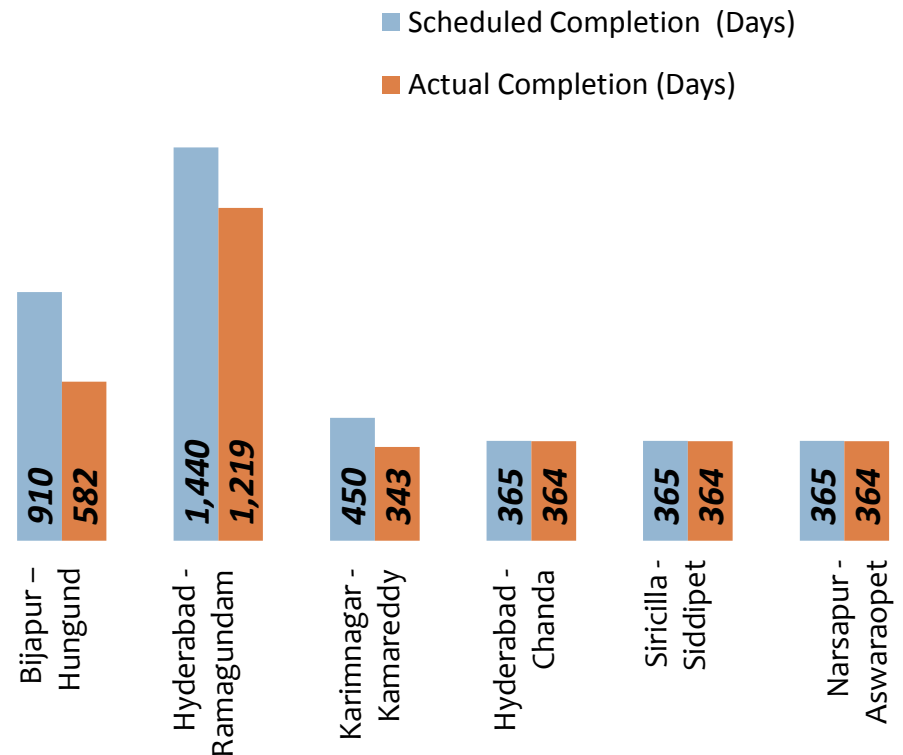
Significant experience and Strong track record in timely execution of Projects

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

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

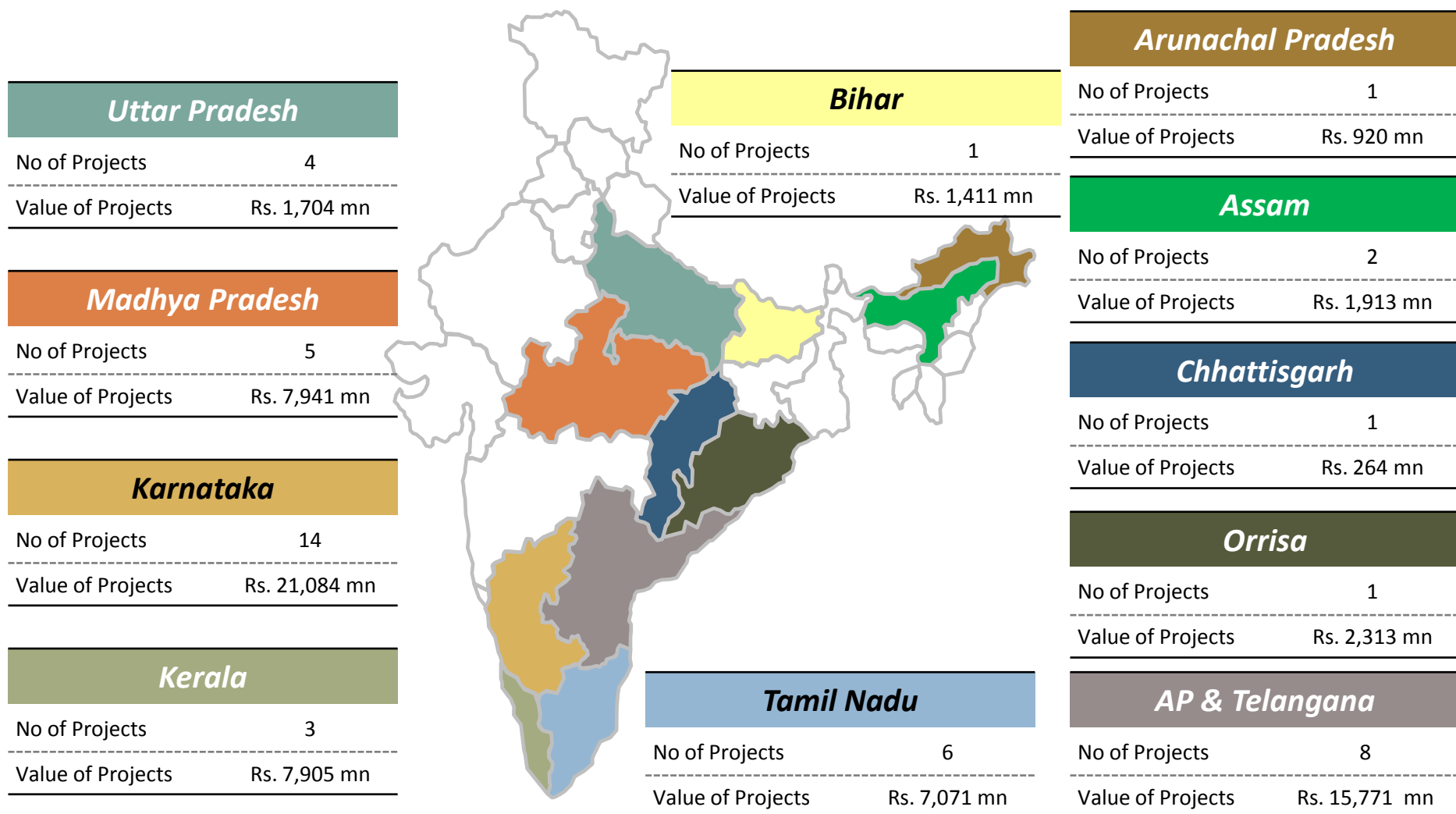
❖ Faster Decision making to ensure project completion on schedule

❖ Received Bonus for completion of construction ahead of schedule



Pan India Project Execution*

Capability



Map not to scale
Does not depict political boundaries

* 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

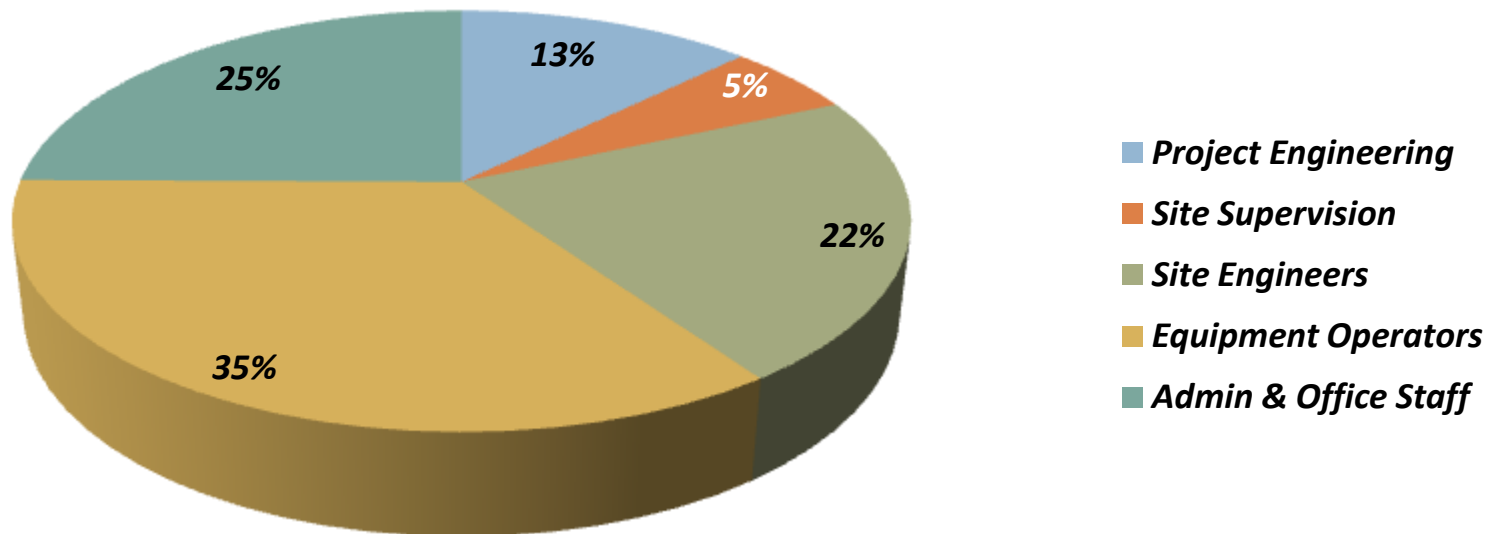
Sl. No.	Name Of The Machinery	Qty
1	Tipplers	537
2	Excavators	135
3	Compactors	60
4	Concrete Mixers And Pumps	45
5	Loaders	38
6	Pavers	33
7	Crushers	14
8	Graders	31
9	Tractors	26
10	Cranes	33
11	Tankers	7
12	Transit Mixers	24
13	Rollers	18
14	Batching & Mixing	22
15	Breakers	13
16	Hot Mix Plant	11
17	Drillers	12
18	Dozers	9
19	Wet Mix Plant	9
20	Drum Mix Plant	7
21	Loaders Cum Excavators	6
22	Generators & Others	169
	Gross Block of Plant & Machinery *	Rs. 4,591 mn

* as at 30.06.2015



3. In-house Execution Team

**In-house team of 700 Qualified and experienced employees
led by proven management team**



4. Reputed Clientele

	<i>National Highways Authority of India (NHA)</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 – Completed Projects

	Particulars	Patel KNR Infrastructures limited (PKIL)	Patel KNR Heavy Infrastructures Limited (PKHIL)
Project Details	Stake	40 %	40 %
	Project Type	Road-Annuity	Road-Annuity
	State	Karnataka	Telangana
	JV Partner	PEL	PEIL
	Client	NHAI	NHAI
	Length(KM)	60.00	53.00
Terms	Concession Start Date	26 th March 2007	2 nd March 2008
	Concession Period	20 Years	20 Years
	COD	21 st December 2009	11 th June 2010
Financials	Project Cost	Rs. 4,420.0 mn	Rs. 5,920.0 mn
	Equity (30.06.2015)	Rs. 370.0 mn	Rs. 496.7 mn
	Debt (30.06.2015)	Rs. 3,341.4 mn	Rs. 4,846.84 mn
	Securitized	Yes*	Yes**
	Semi-Annuity - 36 Instalments	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 – Under Construction

	<i>Particulars</i>	<i>KNR Walayar Tollways Private Limited</i>	<i>KNR Muzaffarpur Barauni Tollway Private Limited</i>
Project Detail	<i>Stake</i>	<i>100%</i>	<i>51%</i>
	<i>Project Type</i>	<i>Road-Toll</i>	<i>Road-Toll</i>
	<i>State</i>	<i>Kerala</i>	<i>Bihar</i>
	<i>JV Partner</i>	<i>-</i>	<i>JKM Infra Project Ltd</i>
	<i>Client</i>	<i>NHAI</i>	<i>NHAI</i>
	<i>No of Lanes</i>	<i>Two to Four</i>	<i>Two</i>
	<i>Length(KM)</i>	<i>54.00</i>	<i>108</i>
Terms	<i>Concession Start Date</i>	<i>18th May 2013</i>	<i>8th July 2012</i>
	<i>Concession Period</i>	<i>20 Years</i>	<i>21 Years</i>
	<i>Scheduled COD</i>	<i>15th Nov.2015</i>	<i>9th July 2014</i>
	<i>Revised Scheduled COD</i>	<i>-</i>	<i>31st Dec 2015</i>
	<i>Revenue Sharing</i>	<i>Grant</i>	<i>Premium</i>
Financials	<i>Project Cost</i>	<i>Rs. 9,005.1 mn</i>	<i>Rs. 3,596.8 mn</i>
	<i>Equity (Including Grant) (30.06.2015)</i>	<i>Rs. 3,678.6 mn</i>	<i>Rs. 1,072.2 mn</i>
	<i>Debt (30.06.2015)</i>	<i>Rs. 4,598.2 mn</i>	<i>Rs. 2,346.2,mn</i>
	<i>Status (30.06.2015)</i>	<i>~96% of Work Completed</i>	<i>~87% of Work Completed</i>
	<i>Toll Revenue Expected</i>	<i>Rs. 259.6 mn in 1st year and Rs. 783.3 mn in 2nd Year</i>	<i>Rs. 1.2 mn per day</i>

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
- ❖ Overall Progress as on 30th June 2015
 - ✓ Physical Progress: 96.24% against 84.51% planned
 - ✓ Financial progress: 96.31% against 91.05% planned
- ❖ 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



Provisional Certificate of Completion for 86.76% of total stretch has been issued for the project on 18th May 2015

Muzaffarpur - Barauni Project

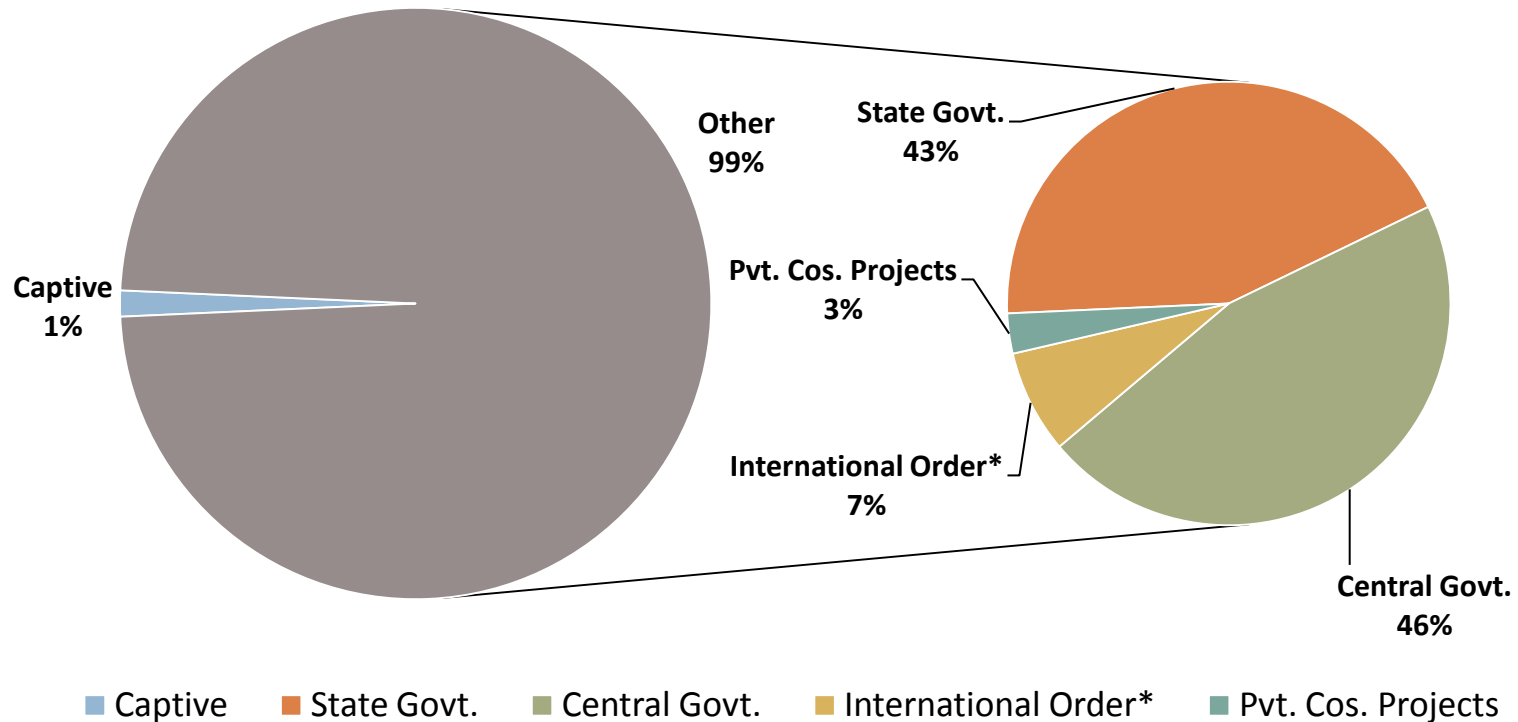
- ❖ KNR Muzaffarpur Barauni Tollway Private Limited is a Step down subsidiary of KNR Constructions Limited, incorporated as an SPV for execution of Muzaffarpur -Barauni Road project on BOT (Toll) basis
- ❖ Overall Progress as on 30th June 2015
 - ✓ Physical Progress: 86.57% against 100% planned as on 9th July 2014
 - ✓ Financial progress: 92.19% against 100% planned as on 9th July 2014
- ❖ 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. 35,409 million as on 30th June 2015

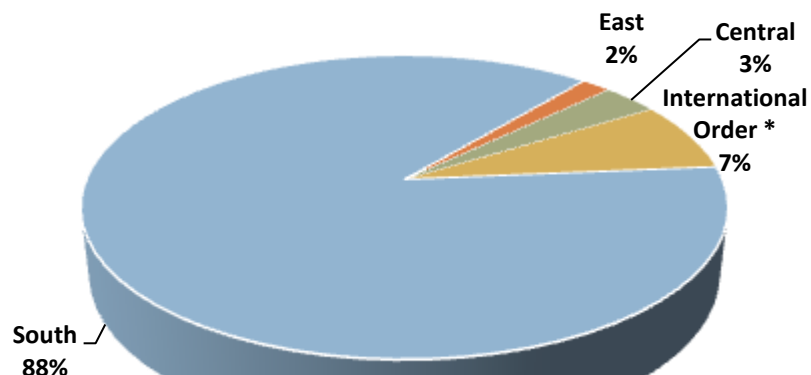
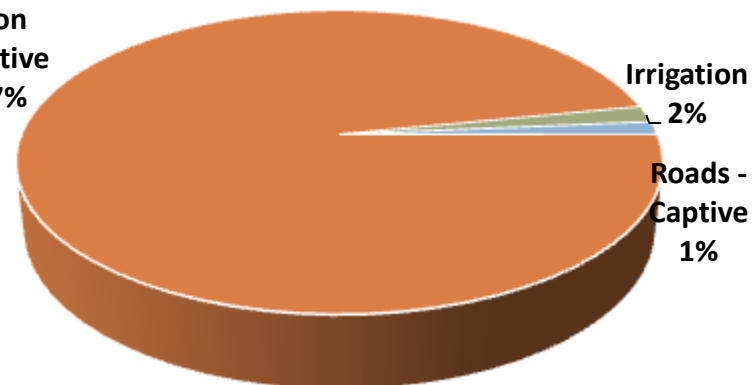


* - Government of People's Republic Of Bangladesh

Order-book Highlights

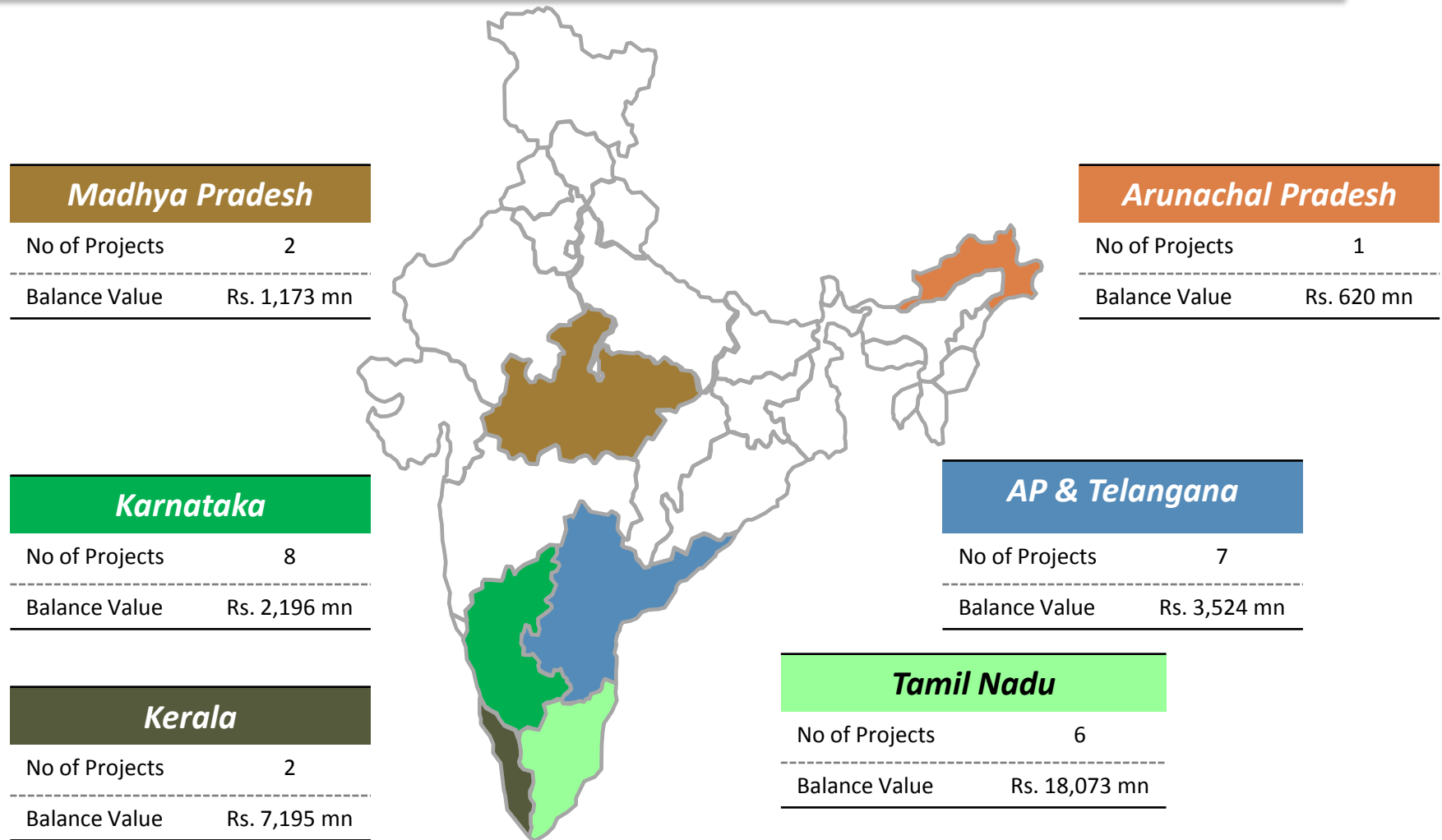
Key Projects	Rs. mln
Madurai –Ramanathapuram Project	9,371
Thiruvananthapuram Bypass from Kazhakkootam (Thiruvananthapuram) to Mukkola Junction	6,691
Upgrading Arcot Villupuram Road	3,200
Chittagong City outer Ring Road,Bangladesh	2,628
Upgrading Malliyakarai- Rasipuram - Thiruchengode-Erode road	2,241
Top 5 Road Projects	24,130
Other Road Projects	10,656
Irrigation Projects	623
Total	35,409
Order Completion	38%

Roads -
Non
Captive
97%



* - Government of People's Republic Of Bangladesh

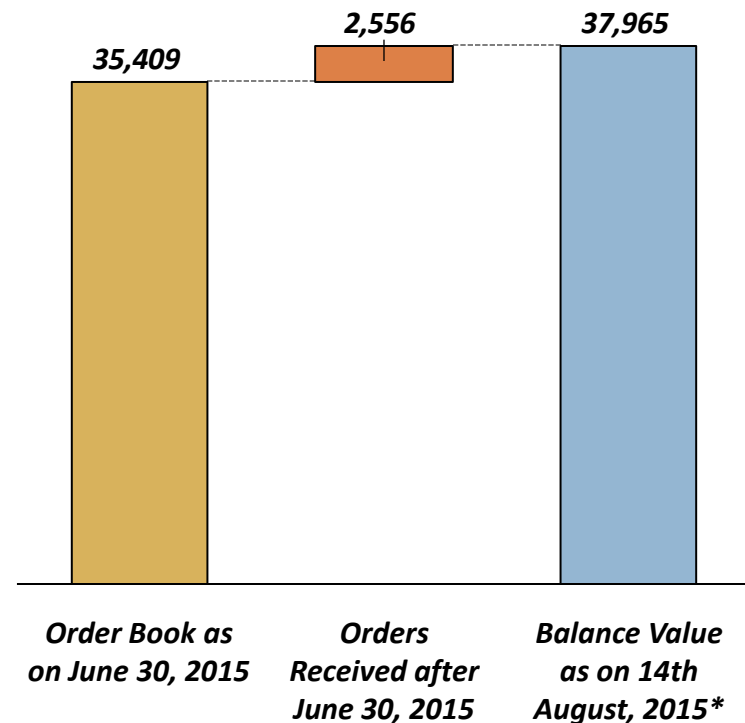
Order-book: State-wise



Recent Order Wins

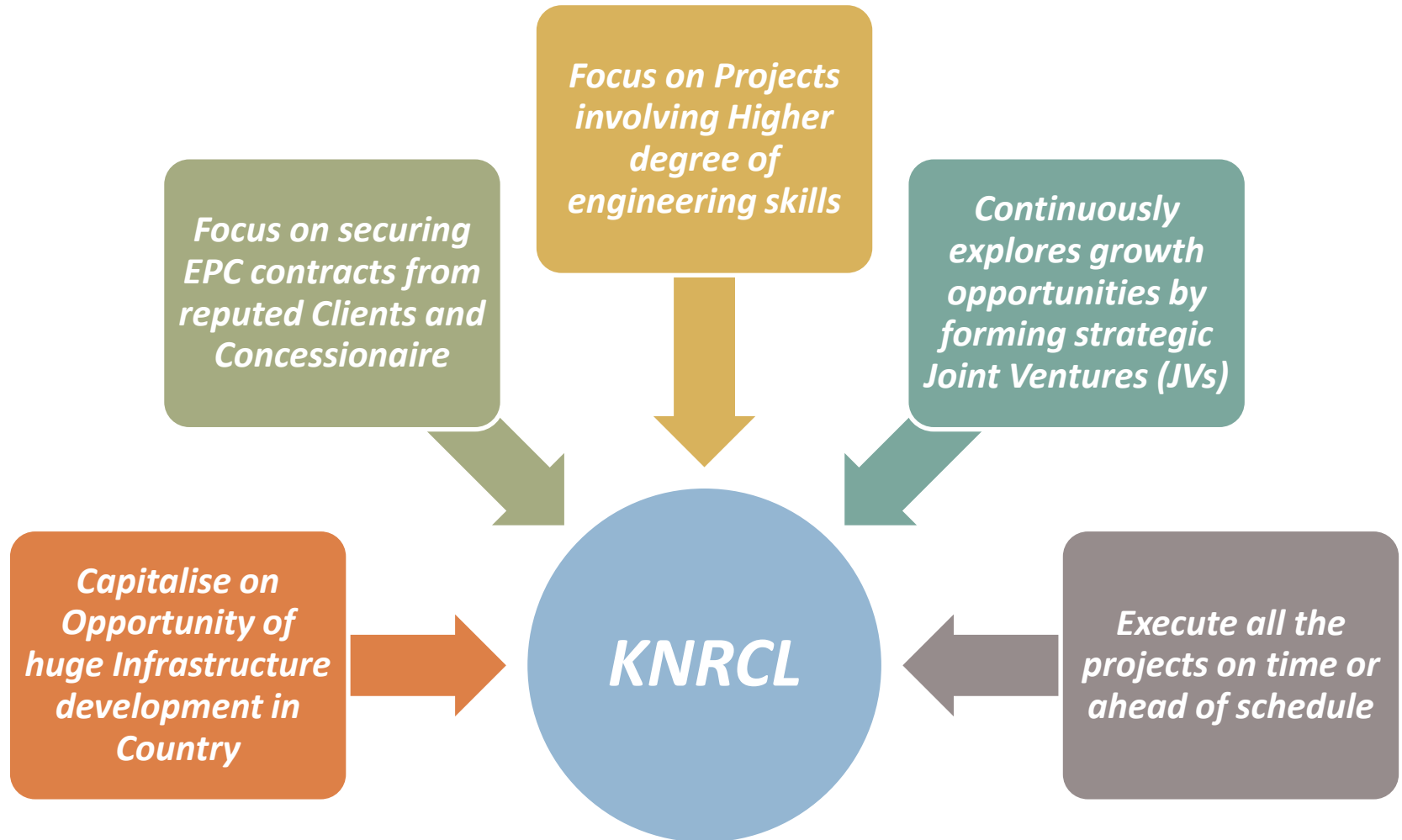
Order-book of Rs. 37,965 million as on 14th August, 2015*

Key Projects	Rs. mln
Widening and reconstruction of Mohanpur Behat Mau (MDR 01-01) & Behat Mau (MDR 02-03), Maurar Chitore (MDR -02-08) & Gatha Amayan (MDR 02-06), Mohana Pohri (MDR 07-06) Roads, Paxkage -L under Madya Pradesh District	2,556



* - Excluding project execution from 1st July 2015 upto 14th August 2015

Business Strategy



Financial Highlights

Standalone Financial Results

Rs. Million	Q1 FY16	Q1 FY15	YoY
Total Revenue	1,712.1	2,364.8	-28%
Operating Expenses	1,182.3	1,727.3	
Employees Expenses	98.4	85.3	
Other Expenditure	185.7	241.7	
EBITDA	245.7	310.5	-21%
EBITDA margin	14.4%	13.1%	
Other Income	55.9	28.5	
Depreciation	105.4	153.6	
Interest	25.3	29.7	
PBT	170.8	155.7	10%
Tax			
Current Tax	31.7	22.1	
Deferred Tax	(11.0)	(64.4)	
Profit After Tax	150.1	198.0	-24%
PAT margin	8.8%	8.4%	

Standalone Financial Results

Rs. Million	FY15	FY14	YoY
Total Revenue	8,761.3	8,347.9	5%
Operating Expenses	5,965.5	5,727.1	
Employees Expenses	380.8	349.5	
Other Expenditure	1,153.6	1,013.5	
EBITDA	1,261.4	1,258.0	0%
EBITDA margin	14.4%	15.1%	
Other Income	124.6	155.2	
Depreciation	540.6	572.3	
Interest	122.4	171.9	
PBT	723.0	668.8	8%
Tax *	(7.1)	59.0	
Current Tax	114.1	141.0	
Deferred Tax	(121.2)	(81.9)	
Profit After Tax	730.1	609.8	20%
PAT margin	8.3%	7.3%	

* Reduction in income tax liability is mainly on account of claiming of deduction of profits under Section 80 IA for the eligible projects executed .

Standalone Balance sheet

Rs. in Million	Mar-15	Mar-14	Rs. in Million	Mar-15	Mar-14
Shareholder's Fund	5,692	5,133	Non-Current Assets	5,254	5,482
Share capital	281	281	Fixed Assets	2,269	2,640
Reserves & Surplus	5,411	4,852	Non-current Investments	228	248
Minority Interest	0	0	Deferred Tax Assets (Net)	239	118
Non-Current Liabilities	690	1,081	Long Term Loans & Advances	1,786	1,739
Long term borrowings	2	83	Other Non-Current Assets	732	737
Other Long Term Liabilities	671	986	Current Assets	4,781	4,064
Long Term Provisions	17	11	Current Investments	87	152
Current Liabilities	3,652	3,332	Inventories	359	341
Short Term Borrowings	880	498	Trade Receivables	1,765	1,171
Trade Payables	705	786	Cash & Cash Equivalents	157	112
Other Current Liabilities	1,775	1,622	Short Term Loans & Advances	1,506	1,524
Short Term Provisions	292	425	Other Current Assets	906	765
Total Equity & Liabilities	10,035	9,546	Total Assets	10,035	9,546

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 A2+ by CRISIL , reflecting strong execution capabilities and robust financial risk profile

Consolidated Financial Results

Rs. Million	FY15	FY14	YoY
Total Revenue	9,311.9	8,950.3	4%
Operating Expenses	6,470.8	6,271.8	
Employees Expenses	382.3	352.1	
Other Expenditure	1,191.0	1,012.7	
EBITDA	1,267.8	1,313.7	-3%
EBITDA margin	13.6%	14.7%	
Other Income	128.9	171.8	
Depreciation	551.7	585.8	
Interest	130.2	178.9	
PBT	714.7	720.8	-1%
Tax *	(2.8)	65.4	
Current Tax	118.4	147.3	
Deferred Tax	(121.2)	(81.9)	
Profit After Tax	717.5	655.4	9%
PAT margin	7.7%	7.3%	

* Reduction in income tax liability is mainly on account of claiming of deduction of profits under Section 80 IA for the eligible projects executed .

Consolidated Balance sheet

Rs. in Million	Mar-15	Mar-14	Rs. in Million	Mar-15	Mar-14
Shareholder's Fund	7,885	6,110	Non-Current Assets	15,164	10,167
Share capital	281	281	Fixed Assets	13,432	8,575
Reserves & Surplus	7,604	5,829	Non-current Investments	236	256
Minority Interest	560	559	Deferred Tax Assets (Net)	247	126
Non-Current Liabilities	7,580	4,139	Long Term Loans & Advances	515	482
Long term borrowings	6,719	3,432	Other Non-Current Assets	735	727
Other Long Term Liabilities	843	695	Current Assets	4,952	4,378
Long Term Provisions	17	11	Current Investments	0	0
Current Liabilities	4,092	3,737	Inventories	557	530
Short Term Borrowings	880	501	Trade Receivables	1,101	755
Trade Payables	754	781	Cash & Cash Equivalents	435	573
Other Current Liabilities	2,058	1,892	Short Term Loans & Advances	1,727	1,757
Short Term Provisions	399	562	Other Current Assets	1,131	763
Total Equity & Liabilities	20,116	14,544	Total Assets	20,116	14,544

Standalone Financial Highlights

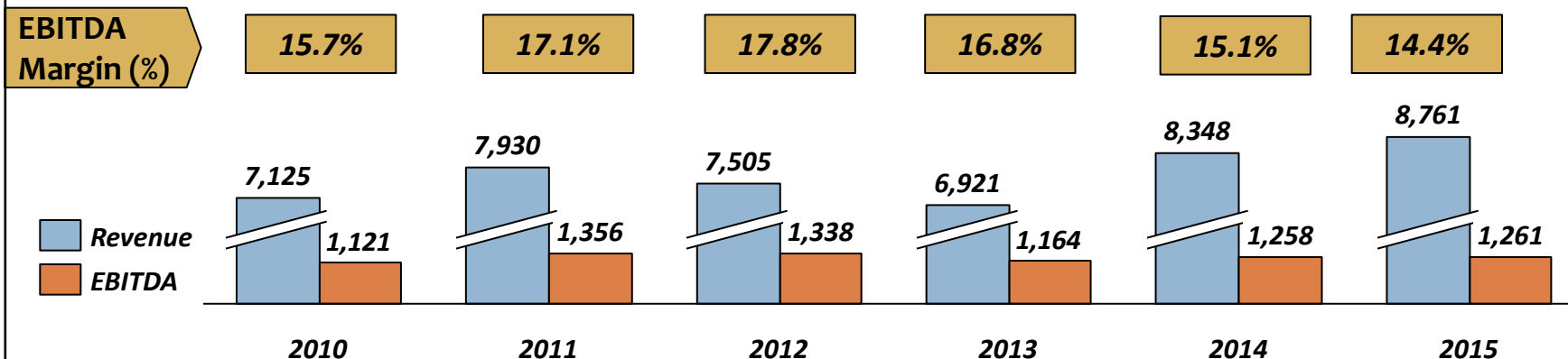
<i>Financial Year</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>
Turnover	Rs. 7,125	Rs. 7,930	Rs. 7,505	Rs. 6,921	Rs. 8,348	Rs. 8,761
	\$118.6	\$132.0	\$125.0	\$115.2	\$139.0	\$140.0
EBITDA	Rs. 1,121	Rs. 1,356	Rs. 1,338	Rs. 1,164	Rs. 1,258	Rs. 1,261
	\$18.7	\$22.6	\$22.3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

From FY10 to FY14 1 USD = Rs. 60.059
 FY15 – 1USD = Rs. 62.578

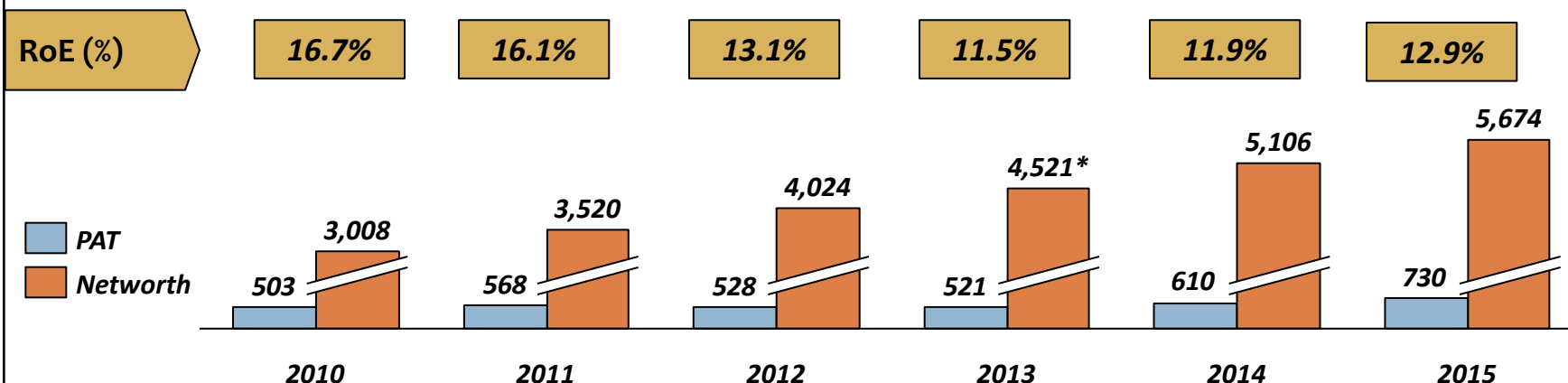
All figures in Rupees million except EPS & Debt to Equity

Standalone Financial Highlights

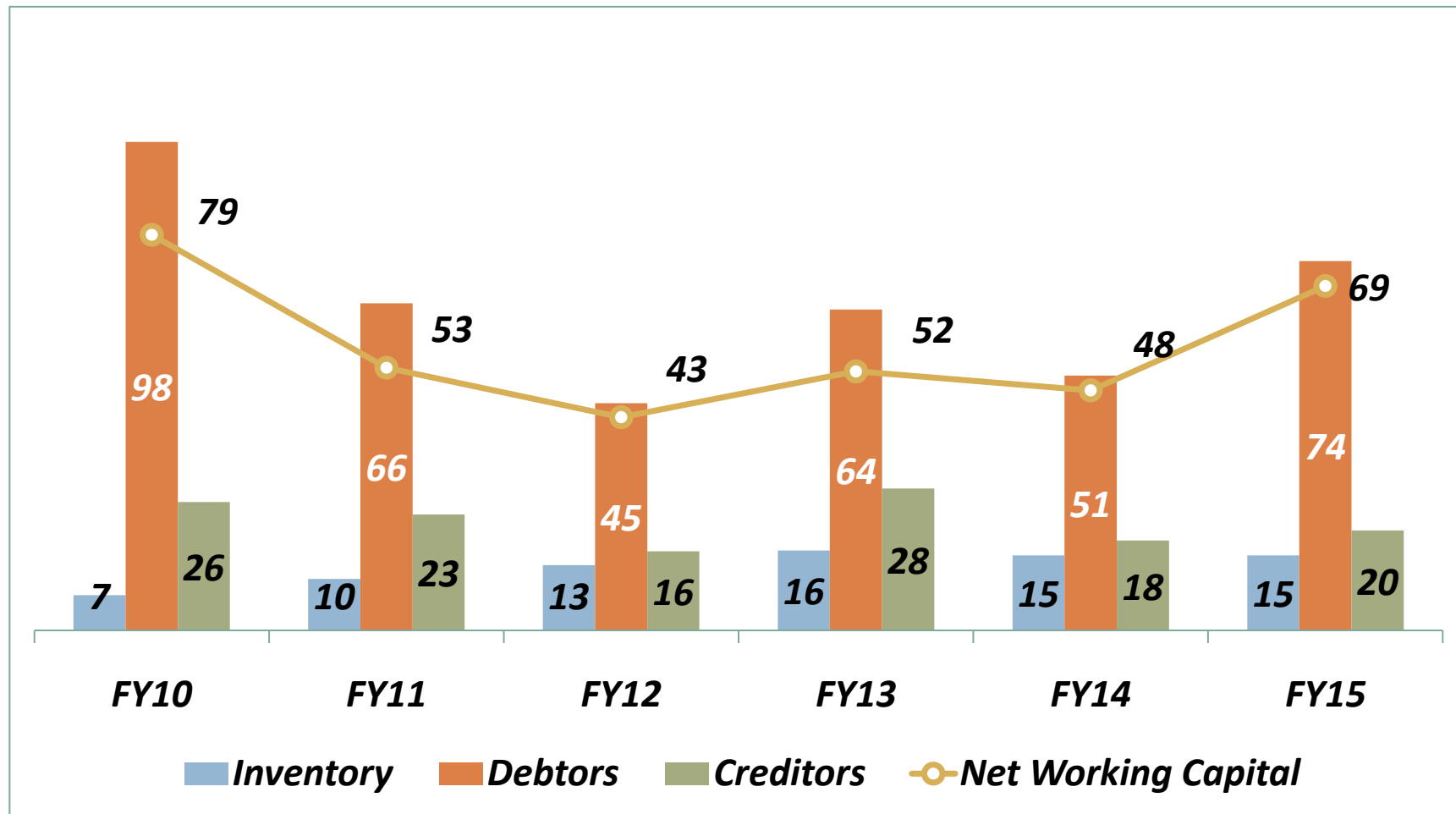
Revenue & EBITDA (Margin %)



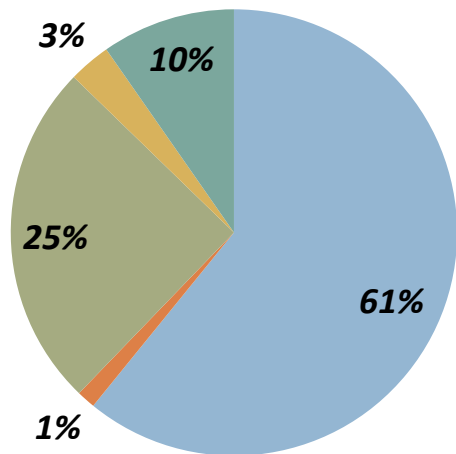
Net Profit & Net Worth (RoE)



Standalone Net Working Capital Days



Shareholding Pattern as on 30th June 2015



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

<i>Shareholders Holding more than 1% of the Equity (Other than Promoters)</i>	<i>% to Equity</i>
HDFC Mutual Fund	8.35%
Tata Mutual Fund	5.36%
ICICI Prudential Mutual Fund	3.70%
L&T Mutual Fund	2.73%
Franklin Mutual Fund	2.05%
DSP Blackrock Mutual Fund	2.00%
Kotak Mahindra (UK) Ltd	1.07%
Total	25.26%

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**

For further information, please contact:

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