

Punj Lloyd

Performance Highlights

Y/E March (₹ cr)	1QFY12	1QFY11	% chg (yoy)	4QFY11	% chg (qoq)
Net sales	2,263	1,734	30.5	2,326	(2.7)
Operating profit	180.9	134.1	34.9	208.0	(13.0)
Net profit	(12.7)	(30.6)	-	18.5	-

Source: Company, Angel Research

For 1QFY2012, Punj Lloyd (Punj) posted mixed set of numbers with decent top-line performance, stable margin but loss at the earnings level. The company's current order backlog stands at ₹23,938cr (3.0x FY2011 revenue). Further, the company has received orders worth ₹5,627cr during CY2011 against ₹9,978cr in FY2011. However, owing to uncertainty over receivable claims and overhangs on the stock because of lack of clarity on various issues (execution, margin and Libyan projects), we maintain our Neutral view on the stock.

Mixed performance: For 1QFY2012, Punj posted 30.5% yoy top-line growth to ₹2,263cr (₹1,734cr). Barring 4QFY2011, this is quite an impressive performance when compared to the last seven quarters. EBITDA margin for the quarter stood at 8.0% against 7.7% in 1QFY2011. Interest and depreciation cost came in at ₹113.3cr (₹81.0cr) and ₹61.7cr (₹64.0cr), respectively. Interest cost jumped by 39.9% yoy and 14.6% qoq. On the earnings front, Punj reported loss of ₹12.7cr compared to loss of ₹30.6cr in 1QFY2011 due to high interest cost and tax.

Outlook and valuation: The infrastructure sector has been marred by concerns such as high interest cost, margin pressure due to high commodity prices and poor award activity across segments. On account of these concerns and continued disappointing performance since the last few quarters, the stock has demonstrated huge underperformance over the last 12 months on the bourses. We have valued Punj on 1x P/BV (FY2013) and have arrived at a fair value of ₹95. Although the stock offers an upside of 71.4% from the current levels, we continue to maintain our Neutral view on the stock due to the headwinds faced by the sector and overhangs (mentioned above) on Punj.

Key financials (Consolidated)

Y/E March (₹ cr)	FY2010	FY2011	FY2012E	FY2013E
Net sales	10,448	7,850	9,585	10,992
% chg	(12.3)	(24.9)	22.1	14.7
Adj. net profit	(363.2)	(178.6)	82.5	134.0
% chg	51.1	-	-	62.3
FDEPS (₹)	(10.9)	(5.4)	2.5	4.0
EBITDA margin (%)	3.5	5.2	8.3	8.4
P/E (x)	-	-	22.6	13.9
RoAE (%)	(13.2)	(5.9)	2.7	4.3
RoACE (%)	2.0	1.8	6.4	7.2
P/BV (x)	0.6	0.6	0.6	0.6
EV/Sales (x)	0.5	0.7	0.6	0.6
EV/EBITDA (x)	15.7	12.6	7.4	7.0

Source: Company, Angel Research

NEUTRAL	
CMP	₹56
Target Price	-
Investment Period	-

Stock Info	
Sector	Infrastructure
Market Cap (₹ cr)	1,863
Beta	1.7
52 Week High / Low	142/53
Avg. Daily Volume	1,343,090
Face Value (₹)	2
BSE Sensex	16,731
Nifty	5,036
Reuters Code	PUJL.BO
Bloomberg Code	PUNJ@IN
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Shareholding Pattern (%)	
Promoters	37.2
MF / Banks / Indian Fls	20.1
FII / NRIs / OCBs	12.3
Indian Public / Others	30.5

Abs. (%)	3m	1 yr	3yr
Sensex	(8.8)	(7.3)	14.2
Punj Lloyd	(8.2)	(51.6)	(79.4)

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Exhibit 1: 1QFY2012 performance (Consolidated)

Y/E March (₹ cr)	1QFY12	1QFY11	% yoy chg	4QFY11	% qoq chg	FY2011	FY2010	% chg
Net sales	2,263	1,734	30.5	2,326	(2.7)	8,166	10,539	(22.5)
Total expenditure	2,082	1,600	30.2	2,118	(1.7)	7,545	10,320	(26.9)
Operating profit	180.9	134.1	34.9	208.0	(13.0)	621.2	218.3	184.5
OPM (%)	8.0	7.7	30bp	8.9	(90)bp	7.6	2.1	550bp
Interest	113.3	81.0	39.9	98.9	14.6	356.8	306.3	16.5
Depreciation	61.7	64.0	(3.7)	69.9	(11.8)	269.2	227.0	18.6
Non operating income	3.0	4.1	-	5.7	-	20.7	13.6	52.2
Nonrecurring items	-	-	-	-	-	-	322.4	-
Profit Before tax	8.9	(6.9)	(230.1)	44.9	-	15.9	21.0	(24.2)
Tax	21.6	23.5	(8.2)	26.5	-	66.3	137.3	(51.7)
PAT	(12.7)	(30.4)	(58.4)	18.5	-	(50.4)	(116.3)	(56.6)
Share of Profits/ (Losses) of Asso.	3.3	2.1	-	(2.7)	-	2.3	9.5	-
Share of Profits/ (Losses) of MI	(2.9)	(2.3)	-	1.9	-	(3.0)	(1.7)	-
PAT after MI and Share of Asso.	(12.2)	(30.6)	(60.0)	17.7	-	(51.1)	(108.4)	-
PAT (%)	(0.5)	(1.8)	-	0.8	-	(0.6)	(1.1)	-
Adjusted PAT	(12.7)	(30.6)	(58.6)	18.5	-	(51.1)	(366.3)	-
Adj. PAT (%)	(0.6)	(1.8)	-	0.8	-	(0.6)	(3.5)	
FDEPS (₹)	(0.4)	(0.9)	-	0.5	-	(1.5)	(3.3)	-

Healthy top-line growth

For 1QFY2012, Punj posted 30.5% yoy top-line growth to ₹2,263cr (₹1,734cr). Barring 4QFY2011, this is quite an impressive performance when compared to the last seven quarters.

As per management, high inflation, interest costs and commodity prices along with intense competition and political concerns across various geographies have resulted in the overall environment becoming very difficult.

During the quarter, Punj withdrew its financial support to Simon Carves; and Simon Carves has been placed in administration in accordance with the laws of England. Further, PL Engineering has entered into an asset purchase agreement through its UK subsidiary, Simon Carves Engineering Ltd. (SCEL), for the transfer of certain assets, contracts and employees of Simon Carves to SCEL.

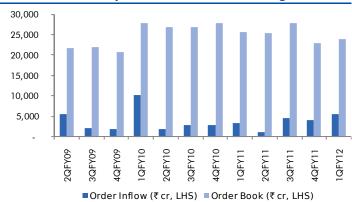
On the pending arbitrations and auditor qualification on various projects, there has been no progress during the quarter.



Exhibit 2: Signs of pick-up in execution



Exhibit 3: Quarterly order inflow and backlog

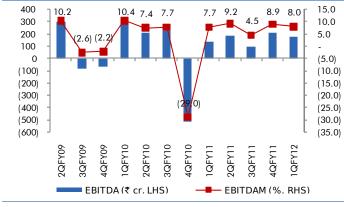


Source: Company, Angel Research

Margin stable, earnings slip back in red

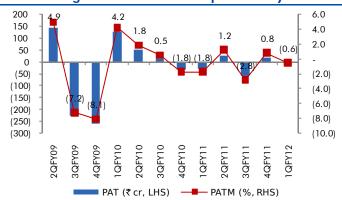
The company's EBITDA margin for the quarter stood at 8.0% against 7.7% in 1QFY2011. Going ahead as well, management is confident that the company will be able to maintain its EBITDA margin at 8–11%. Interest and depreciation cost came in at ₹113.3cr (₹81.0cr) and ₹61.7cr (₹64.0cr), respectively. Interest cost jumped by 39.9% yoy and 14.6% qoq. On the earnings front, the company reported loss of ₹12.7cr against loss of ₹30.6cr in 1QFY2011 on account of high interest cost and tax.

Exhibit 4: EBITDAM expected to stay at 8-11%



Source: Company, Angel Research

Exhibit 5: High interest cost dents profitability



Source: Company, Angel Research

Order book analysis

As per management, order inflow during CY2011 came at ~₹5,627cr, taking the outstanding order book to ₹23,938cr (3.0x FY2011 revenue). The company's order book is dominated by the infrastructure (37.8%) and pipeline (25.6%) segments. Geographically, South Asia contributes 49.7% to the company's order book, followed by Asia Pacific and Africa, which contribute 23.6% and 16.6%, respectively.



Exhibit 6: Order backlog – Sector wise (₹ cr)

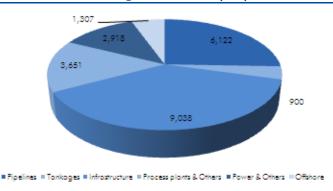
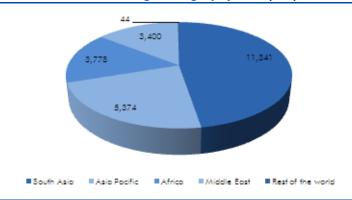


Exhibit 7: Order backlog – Geography wise (₹ cr)



Source: Company, Angel Research

Outlook and valuation

The infrastructure sector has been marred by concerns such as high interest cost, margin pressure due to high commodity prices and poor award activity across segments. On account of these concerns and continued disappointing performance since the last few quarters, the stock has demonstrated huge underperformance over the last 12 months on the bourses. We have valued Puni on 1x P/BV (FY2013) and have arrived at a fair value of ₹96. Although the stock offers an upside of 71.4% from current levels, we continue to maintain our Neutral view on the stock due to the headwinds faced by the sector and overhangs (mentioned above) on Punj.

Exhibit 8: Angel EPS forecast vs. consensus

	Angel Forecast	Bloomberg consensus	Variation (%)
FY2012E	2.5	3.5	41.7
FY2013E	4.0	6.3	55.1

Source: Company, Angel Research



Exhibit 9: Recommendation Summary

Company	СМР	TP	Rating		Top-li	ne (₹ cr)			E	PS (₹)			Adj. P/I		OB/
				FY11	FY12E	FY13E	CAGR (%)	FY11	FY12E	FY13E	CAGR (%)	FY11	FY12E	FY13E	Sales(x)
CCCL	22	-	Neutral	2,199	2,362	2,646	9.7	2.5	1.5	3.6	18.4	8.7	14.8	6.2	2.8
HCC	28	-	Neutral	4,093	4,723	5,485	15.8	1.2	0.7	1.2	1.0	(1.9)	(3.3)	(1.9)	4.2
IRB Infra	156	191	Buy	2,438	3,024	3,995	28.0	13.6	13.0	14.5	3.3	5.5	5.8	5.1	-
IVRCL	40	64	Buy	5,651	5,798	6,994	11.2	5.9	4.3	6.3	3.3	2.2	3.0	2.0	4.2
JP Assoc.	57	108	Buy	13,217	15,860	18,708	19.0	3.1	5.1	6.8	48.8	18.6	11.1	8.4	-
Punj Lloyd	56	-	Neutral	7,850	9,585	10,992	18.3	(5.4)	2.5	4.0	-	-	22.6	13.9	3.0
NCC	54	82	Вυу	5,074	5,755	6,689	14.8	6.4	5.5	6.7	2.4	4.0	4.7	3.9	3.2
Sadbhav	143	161	Accu.	2,209	2,602	2,865	13.9	8.0	8.4	11.4	19.6	8.8	8.3	6.1	3.2
Simplex In.	280	306	Accu.	4,896	5,373	6,221	12.7	25.1	22.3	30.6	10.4	11.2	12.6	9.1	2.9
Patel Engg	105	-	Neutral	3,499	3,272	3,587	1.2	18.4	15.5	23.0	11.8	1.2	1.5	1.0	2.7
Madhucon	71	106	Buy	1,705	1,898	2,434	19.5	6.9	6.7	8.4	10.2	3.5	3.6	2.9	3.5
L&T	1,622	1,946	Buy	43,905	52,765	66,551	23.1	54.7	64.9	80.0	20.9	21.6	18.2	14.8	3.1
ITNL	186	259	Виу	4,049	4,910	6,484	26.5	22.3	23.9	25.3	6.4	0.8	0.7	0.7	5.5

Exhibit 10: SOTP break-up

Company	Core	Const.	Rea	l Estate	Road	d BOT	Invst. In S	Subsidiaries	(Others	Total
	₹	% to TP	₹	% to TP	₹	% to TP	₹	% to TP	₹	% to TP	₹
CCCL	28	100	-	-	-	-	-	-	-	-	28
HCC	11	26	23	58	6	16	-	-	-	-	40
IRB Infra	110	58	-	-	77	40	5	2	-	-	191
IVRCL	44	69	-	-	-	-	20	31	-	-	64
JP Assoc.	32	30	31	29	-	-	-	-	44	41	108
Punj Lloyd	96	100	-	-	-	-	-	-	-	-	96
NCC	53	65	2	2	8	10	-	-	18	22	82
Sadbhav	87	54	-	-	73	46	-	-	-	-	161
Simplex In.	306	100	-	-	-	-	-	-	-	-	306
Patel Engg	61	43	47	33	16	11	-	-	19	14	143
Madhucon	59	55	2	2	33	31	-	-	12	12	106
L&T	1,508	77	-	-	-	-	438	23	-	-	1,946
ITNL	90	35	-	-	143	55	-	-	25	10	259

Source: Company, Angel Research



Profit & Loss Statement (Consolidated)

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Net Sales	7,753	11,912	10,448	7,850	9,585	10,992
Other operating income	-	-	-	-	-	-
Total operating income	7,753	11,912	10,448	7,850	9,585	10,992
% chg	51.2	53.6	(12.3)	(24.9)	22.1	14.7
Total Expenditure	7,061	11,472	10,083	7,438	8,786	10,065
Net Raw Materials	2,828	3,751	3,770	2,328	2,770	3,177
Other Mfg costs	3,340	6,429	4,968	3,985	4,783	5,485
Personnel	892	1,292	1,345	1,126	1,083	1,242
Other	-	-	-	-	150	161
EBITDA	692.2	440.4	364.5	411.1	798.9	927.2
% chg	68.7	(36.4)	(17.2)	12.8	94.3	16.1
(% of Net Sales)	8.9	3.7	3.5	5.2	8.3	8.4
Depreciation& Amortisation	146.8	177.1	227.0	269.2	277.0	301.3
EBIT	545.3	263.3	137.5	141.9	521.9	625.8
% chg	79.3	(51.7)	(47.8)	3.2	267.7	19.9
(% of Net Sales)	7.0	2.2	1.3	1.8	5.4	5.7
Interest & other Charges	180.6	351.9	387.4	463.5	488.8	538.3
Other Income	81.1	71.1	108.5	188.5	80.0	96.0
(% of PBT)	18.2	(406.1)	(76.7)	(141.8)	70.8	52.3
Share in profit of Asso	-	-	-	-	-	-
Recurring PBT	445.8	(17.5)	(141.4)	(133.0)	113.1	183.5
% chg	68.2	(103.9)	708.0	(5.9)	(185.0)	62.3
Extraordinary Expense/(Inc.)	(37.1)	(18.8)	(162.4)	(148.9)	-	-
PBT (reported)	482.9	1.3	21.0	15.9	113.1	183.5
Tax	123.5	226.0	137.2	66.3	30.5	49.6
(% of PBT)	25.6	16,925.9	654.4	417.3	27.0	27.0
PAT (reported)	359.4	(224.7)	(116.3)	(50.4)	82.5	134.0
Add: Share of earnings of asso.	-	-	-	-	-	-
Less: Minority interest (MI)	0.1	6.2	(1.7)	(3.0)	-	-
Prior period items	-	-	-	-	-	-
PAT after MI (reported)	357.8	(225.3)	(108.4)	(59.5)	82.5	134.0
ADJ. PAT	328.1	(240.3)	(363.2)	(178.6)	82.5	134.0
% chg	66.6	-	51.1	-	-	62.3
(% of Net Sales)	4.2	(2.0)	(3.5)	(2.3)	0.9	1.2
Basic EPS (₹)	10.8	(7.9)	(10.9)	(5.4)	2.5	4.0
Fully Diluted EPS (₹)	9.9	(7.2)	(10.9)	(5.4)	2.5	4.0
% chg	66.6	-	51.1	-	-	62.3



Balance Sheet (Consolidated)

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
SOURCES OF FUNDS						
Equity Share Capital	60.7	60.7	66.4	66.4	66.4	66.4
Preference Capital	-	-	-	-	-	-
Reserves& Surplus	2,657	2,424	2,961	2,912	2,981	3,100
Shareholder's Funds	2,743	2,485	3,027	2,979	3,047	3,167
Minority Interest	22	42	42	74	74	74
Total Loans	1,607	3,559	4,455	4,542	5,234	5,532
Deferred Tax Liability	111	174	184	156	156	156
Total Liabilities	4,484	6,260	7,709	7,752	8,511	8,929
APPLICATION OF FUNDS						
Gross Block	2,083	2,653	3,120	3,365	3,645	3,965
Less: Acc. Depreciation	673	777	943	1,113	1,390	1,691
Net Block	1,411	1,875	2,178	2,252	2,255	2,274
Capital Work-in-Progress	212	297	160	213	192	193
Goodwill	-	-	-	-	-	-
Investments	546	661	382	384	384	384
Current Assets	5,582	8,295	8,828	9,367	11,129	12,309
Cash	690	812	611	1,215	1,175	894
Loans & Advances	662	1,053	1,042	1,013	1,237	1,419
Other	4,231	6,430	7,175	7,139	8,717	9,997
Current liabilities	3,287	4,895	3,843	4,468	5,452	6,235
Net Current Assets	2,295	3,400	4,985	4,898	5,677	6,074
Misc. Exp. not written off	0	0	-	-	-	-
Total Assets	4,484	6,260	7,709	7,752	8,511	8,929



Cash Flow statement (Consolidated)

Y/E March (₹ cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Profit Before Tax	483	1	21	16	113	184
Depreciation	147	177	227	269	277	301
Change in Working Capital	1,091	983	1,786	(690)	818	678
Less: Other income	81	71	108	189	80	96
Direct taxes paid	123	226	137	66	31	50
Cash Flow from Operations	(666)	(1,101)	(1,783)	721	(539)	(339)
(Inc.)/Dec. in Fixed Assets	(352)	(653)	(338)	(297)	(259)	(322)
(Inc.)/Dec. in Investments	(376)	(115)	279	(2)	-	-
Other income	81	71	108	189	80	96
Cash Flow from Investing	(646)	(697)	50	(111)	(179)	(226)
Issue of Equity	1,130	-	648	(8)	-	-
Inc./(Dec.) in loans	(92)	1,952	896	87	692	298
Dividend Paid (Incl. Tax)	14	11	6	6	14	14
Others	(25)	(20)	(6)	(79)	-	-
Cash Flow from Financing	999	1,921	1,532	(6)	677	284
Inc./(Dec.) in Cash	(313)	122	(201)	604	(40)	(281)
Opening Cash balances	1,003	690	812	611	1,215	1,175
Closing Cash balances	690	812	611	1,215	1,175	894



Key Ratios

Y/E March	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013F
Valuation Ratio (x)	112000	112007	112010	112011	1120121	1120102
P/E (on FDEPS)	5.7	_	_	_	22.6	13.9
P/CEPS	3.6	-	_	20.6	5.2	4.3
P/BV	0.6	0.7	0.6	0.6	0.6	0.6
Dividend yield (%)	0.8	0.6	0.3	0.3	0.8	0.8
EV/Sales	0.4	0.4	0.5	0.7	0.6	0.6
EV/EBITDA	4.0	10.5	15.7	12.6	7.4	7.0
EV / Total Assets	0.6	0.7	0.7	0.7	0.7	0.7
Order Book/Sales (x)	2.6	1.7	2.7	2.4	2.7	3.2
Per Share Data (₹)						
EPS (Basic)	10.8	(7.9)	(10.9)	(5.4)	2.5	4.0
EPS (fully diluted)	9.9	(7.2)	(10.9)	(5.4)	2.5	4.0
Cash EPS	15.7	(2.1)	(4.1)	2.7	10.8	13.1
DPS	0.5	0.4	0.2	0.2	0.4	0.4
Book Value	90.4	81.9	91.2	89.7	91.8	95.4
DuPont Analysis						
EBIT margin	7.0	2.2	1.3	1.8	5.4	5.7
Tax retention ratio	74.4	-	-	-	73.0	73.0
Asset turnover (x)	2.7	2.6	1.7	1.2	1.4	1.4
ROIC (Post-tax)	13.9	-	-	-	5.5	5.9
Cost of Debt (Post Tax)	8.1	=	-	-	7.3	7.3
Leverage (x)	0.3	0.7	1.1	1.2	1.2	1.4
Operating ROE	15.6	-	-	-	3.3	4.1
Returns (%)						
ROCE (Pre-tax)	14.5	4.9	2.0	1.8	6.4	7.2
Angel ROIC (Pre-tax)	18.7	5.7	2.2	2.1	7.5	8.1
ROAE	16.3	(9.2)	(13.2)	(5.9)	2.7	4.3
Turnover ratios (x)						
Asset Turnover (Gross Block)	3.9	5.0	3.6	2.4	2.7	2.9
Inventory / Sales (days)	84	88	145	221	205	211
Receivables (days)	78	73	85	102	93	96
Payables (days)	147	125	151	194	197	203
WC cycle (ex-cash) (days)	50	64	122	187	156	161
Solvency ratios (x)						
Net debt to equity	0.3	1.1	1.3	1.1	1.3	1.5
Net debt to EBITDA	1.3	6.2	10.5	8.1	5.1	5.0
Interest Coverage	3.0	0.7	0.4	0.3	1.1	1.2



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Disclosure of Interest Statement	Punj Lloyd
1. Analyst ownership of the stock	No
2. Angel and its Group companies ownership of the stock	No
3. Angel and its Group companies' Directors ownership of the stock	No
4. Broking relationship with company covered	No

Note: We have not considered any Exposure below ₹1 lakh for Angel, its Group companies and Directors.

Ratings (Returns): Buy (> 15%) Reduce (-5% to 15%)	Accumulate (5% to 15%) Sell (< -15%)	Neutral (-5 to 5%)	
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