# FIRST GLOBAL

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India Research





### Sector: Indian Construction

# **Downgrade**

# Hindustan Construction Company Ltd. (HCNS.BO) (HCC.IN) To

### Market Perform

(CMP: 109.15, Mkt Cap: Rs. 27.9 bn, Mkt. Cap: \$ 0.66 bn (Aug 11, 2008) Relevant Index: NIFTY: 4620.4 (Aug 11, 2008)

Never big fans of the construction business (save for occasional bouts of trading bullishness) in the past, the current situation gives us even less hope

Last report's recommendation: Moderate Outperform (MP: Rs 169.4, Jan 23, '08)
Relevant Index: NIFTY: 5203.4, Jan 23, '08)

Relative Performance since Last Rating Change: NIFTY: Down 21.8%, HCC: Down 49.2%

#### August 11, 2008

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Research Note issued by First Global Securities Ltd., India

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IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT.



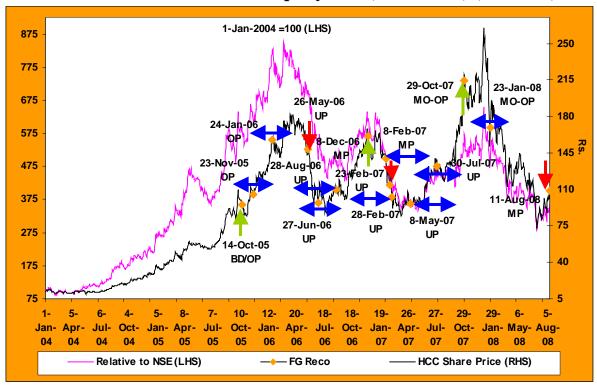
## Price and Rating History Chart

#### Ratings Key

	B = Buy	BD = Buy at Declines	OP = Outperform
<b>Positive Ratings</b>	S-OP = Sector Outperform	M-OP = Market Outperform	MO-OP= Moderate Outperform
<b>Neutral Ratings</b>	H = Hold	MP = Market Perform	SP = Sector Perform
N. C. D.C.	S = Sell	SS = Sell into Strength	UP = Underperform
Negative Rating	A =Avoid	MO-UP = Moderate Underperform	S-UP =Sector Underperform

ST: Short Term MT: Medium Term LT: Long Term

#### Hindustan Construction Company Ltd. (HCNS.BO) (HCC.IN)



Represents an Upgrade

Represents a Downgrade

Represents Reiteration of Existing Rating

Details of First Global's Rating System given at the end of the report



### Financial Snapshot (Consolidated)

Key Financials										
(YE March. 31) (in mn Rupees)	2005	2006	2007	2008	2009E	2010E				
Revenue	15782	20241	23007	29947	38471	48284				
Revenue Growth (Y-o-Y)	35%	28%	14%	30%	28%	26%				
EBITDA	1561	1843	2253	3442	4286	5328				
EBITDA Growth (Y-o-Y)	7%	18%	22%	53%	25%	24%				
EBIT	1093	1301	1449	2468	3116	3927				
EBIT Growth (Y-o-Y)	10%	19%	11%	70%	26%	26%				
Reported PAT	714	794	329	889	1191	1595				
Reported PAT Growth (Y-o-Y)	97%	11%	-59%	170%	34%	34%				
Proforma PAT (Excluding Extraordinary items)	666	779	481	889	1191	1595				
Proforma PAT Growth (Y-o-Y)	84%	17%	-38%	85%	34%	34%				
Shareholder Equity	3504	8417	8762	9346	10056	11218				
No. of diluted shares (mn)	200	229	257	255	255	255				

**Key Operating Ratios** 

(YE March 31)	2005	2006	2007	2008	2009E	2010E
Proforma EPS (Diluted)	3.3	3.4	1.9	3.5	4.7	6.2
EPS Growth (Y-o-Y)	84%	2%	-45%	86%	34%	34%
Book Value per share (Rs)	17.5	36.7	34.1	36.6	39.4	43.9
CEPS	5.7	5.8	5.0	7.3	9.2	11.7
EBITDA Margin (%)	9.9%	9.1%	9.8%	11.5%	11.1%	11.0%
EBIT Margin (%)	6.9%	6.4%	6.3%	8.2%	8.1%	8.1%
Reported NPM (%)	4.5%	3.9%	1.4%	3.0%	3.1%	3.3%
Proforma NPM (%)	4.2%	3.8%	2.1%	3.0%	3.1%	3.3%
RoE (%)	25.3%	12.9%	5.5%	9.7%	12.1%	14.7%
RoCE (%)	13.3%	7.2%	2.9%	5.5%	6.0%	6.9%
Tax/PBT (%)	9.8%	18.3%	55.5%	35.5%	32.1%	31.9%
Debt/Equity (x)	1.2	1.6	2.2	2.9	2.9	2.9
Dividend Payout (%)	22.0%	25.8%	68.3%	27.0%	22.0%	22.0%

#### Valuation Metrics

(YE March 31)	2005	2006	2007	2008	2009E	<b>2010E</b>
P/E (x)					23.4	17.5
P/BV(x)					2.8	2.5
P/CEPS(x)					11.8	9.3
EV/EBIDTA(x)					12.0	9.5
Net Cash / Market Cap.(%)					15.2%	22.3%
Market Cap. / Sales (x)					0.7	0.6
EV/ Sales (x)					1.3	1.0
Dividend Yield (%)					0.9%	1.3%

**DuPont Ratio** 

(YE March 31)	2005	2006	2007	2008	2009E	2010E
EBIDTA/Sales	9.9%	9.1%	9.8%	11.5%	11.1%	11.0%
Sales/Operating Assets	2.6	2.3	1.2	1.0	0.7	0.6
EBIDTA/Operating Assets (%)	25.4%	21.2%	11.9%	11.5%	8.1%	6.8%
Operating Assets/ Net Assets (x)	0.8	0.6	0.7	0.9	1.4	1.9
Net Earnings/ EBIDTA (%)	43%	42%	21%	26%	28%	30%
Net Assets/ Net Worth (x)	2.9	2.5	3.0	3.7	3.9	3.8
Return on Equity (%)	25.3%	12.9%	5.5%	9.7%	12.1%	14.7%



Commonsized P&L Statement										
(YE March 31)	2005	2006	2007	2008	2009E	2010E				
Total Income	100.0	100.0	100.0	100.0	100.0	100.0				
Operating Expenditure	90.1	90.9	90.2	88.5	88.9	89.0				
EBITDA Margin	9.9	9.1	9.8	11.5	11.1	11.0				
Depreciation & Amortisation	3.0	2.7	3.5	3.3	3.0	2.9				
Total Cost	93.1	93.6	93.7	91.8	91.9	91.9				
EBIT Margin	6.9	6.4	6.3	8.2	8.1	8.1				
Non Operating Income	0.4	0.2	0.9	1.3	1.0	0.7				
Extraordinaries (Net)	0.3	0.1	-1.5	0.0	0.0	0.0				
Interest Expense	2.5	2.0	2.7	5.1	4.4	3.9				
PBT Margin	5.1	4.7	3.0	4.5	4.6	4.9				
PBT Margin (excl. extraordinaries)	4.8	4.6	4.5	4.5	4.6	4.9				
Taxes	0.5	0.9	1.7	1.6	1.5	1.6				
Reported PAT Margin	4.5	3.9	1.4	3.0	3.1	3.3				
Share of P/L from Associates & Minority Interest (Net)	-0.2	0.1	-0.1	-0.1	-0.1	0.0				

Source: Company Reports, FG Estimates

Proforma PAT Margin

### Top Management Team

4.2

3.8

2.1

3.0

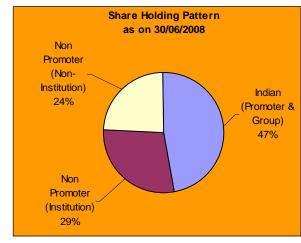
3.1

3.3

Designation	Name
Chairman & Managing Director	Ajit Gulabchand
Director	Y H Malegam
Director	Rajas R Doshi
Director	D M Popat
Director	Ram P Gandhi
Director	N A Kalyani
Director	Fred Moavenzadeh
Director	Sharad M Kulkarni
Director	Nirmal P Bhogilal
Deputy Managing Director	K G Tendulkar
Executive Director (Technical)	S K Fotedar
Company Secretary	Vithal P Kulkarni
Director	Anil Singhvi

### **Key Statistics**

Industry:	<b>Construction Sector</b>
52 Week Hi:Lo:	Rs.276.4 / 68
СМР:	Rs. 109.15
Avg Daily Vol (20 days):	2.70 mn
Avg Daily Val (20 days):	Rs. 258.80 mn
Performance over	er 52 weeks:
нсс:	Down 14.32 %
Nifty:	Up 6.62 %

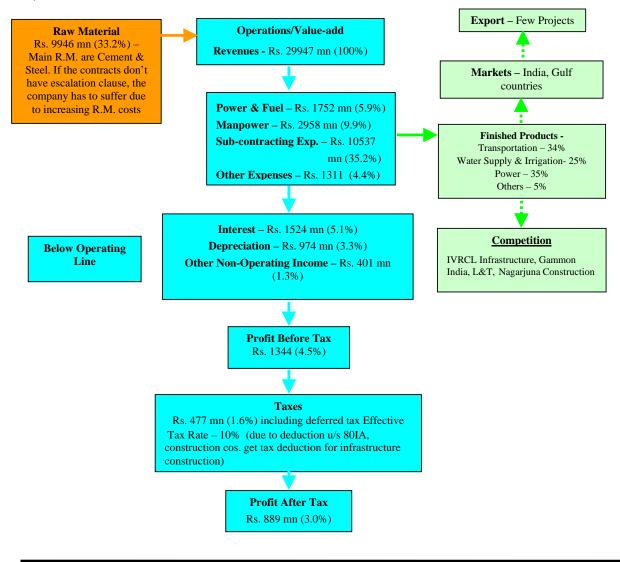


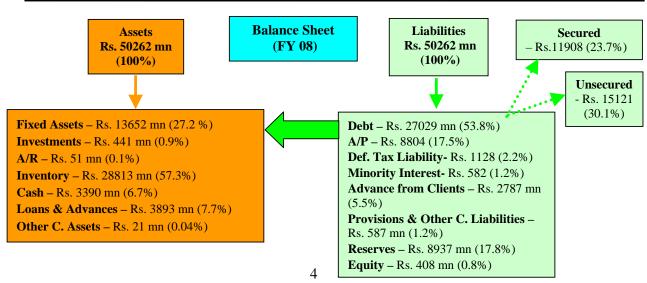
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### HCC's Business in Pictures... (FY08)\*Consolidated

(All figures are in Rs. Mn except where stated otherwise) All percentages are percent of revenues, unless otherwise stated)







# Reasons for Downgrade

- Higher costs of raw materials (primarily steel), escalation in employee costs and financing cost is expected to put pressure on HCC's margins in the coming quarters.
- The upcoming elections (Centre and several states) could delay the awarding of government infrastructure projects, thus resulting in a slowdown in order intake.
- Uncertainty also remains regarding the Sawalkote Project (HCC's share stands at Rs.19.4 bn), which is awaiting the J&K High court's decision, and the Lavasa project.



# The Story...

Hindustan Construction Company Ltd.'s (HCNS.BO) (HCC.IN) Q1 FY09 results were impacted by higher construction expenses and forex losses. Net Revenue grew 18.8% Y-o-Y to Rs.8.7 bn in Q1 FY09 and the EBITDA was up 15.6% Y-o-Y to Rs.911 mn. The impact of rising prices of cement and bitumen on HCC's performance was not very significant in Q1 FY09, while that of steel was moderate, as steel companies agreed to hold back prices until July 2008. However, the Profit after tax for Q1 FY09 came in at Rs.308 mn, marking a decline of 11.8% Y-o-Y, due to 61% YoY decline in Other income from Rs.318 mn in Q1 FY08 to Rs.124 mn in the current quarter. The decline in Other income was due to a foreign exchange loss amounting to Rs.506 mn incurred in Q1 FY09, which offset the positive impact of a capital gain of Rs.619 mn from the sale of the company's land in Vikhroli (East).

Going forward, a strong demand for steel and a likely increase in the international prices of steel could have a material impact on the company's profitability. According to management, the impact

Going forward, a strong demand for steel and a likely increase in the international prices of steel could have a material impact on the company's profitability...

... the run up to the coming elections (Centre and several states) could lead to a slowdown in order intake, while continued higher interest rates will drive project costs higher...

... as such, the risks to HCC from increasing raw material prices and slowdown in the construction sector are quite significant. We now downgrade HCC from 'Moderate Outperform' to 'Market Perform' of increasing raw material prices for the remaining three quarters of FY09 could amount to Rs.400 mn, after taking into account the company's contracts with escalation clauses. Moreover, the run up to the coming elections (Centre and several states) could lead to a slowdown in order intake, while continued higher interest rates will drive project costs higher. HCC currently trades at a P/E of 23.4x and EV/EBITDA of 12x based on our FY09 consolidated earnings estimate. The valuations appear expensive in comparison to its peers. As such, the risks to HCC from increasing raw prices and slowdown in the material construction sector are quite significant. We downgrade **HCC** 'Moderate from now Outperform' to 'Market Perform'.

#### Comparative Valuations

Company	P/E	(x)	P/S (x)		P/B\	P/BV (x)		EV/EBITDA (x)E		EV/EBITDA (x) E		EV/EBITDA (x)		LES (x)	EBITDA %	RoE%	Annual EPS Growth	Annual Sales Growth
	FY09E	FY10E	FY09E	FY10E	FY09E	FY10E	FY09E	FY10E	FY09E	FY10E	FY09E	FY09E	09E/10E	09E/10E				
HCC	23.4	17.5	0.7	0.6	2.8	2.5	12.0	9.5	1.3	1.0	11.1%	12.1%	33.9%	25.5%				
NJCC	14.0	12.9	0.7	0.6	1.7	1.5	8.5	7.4	1.0	0.8	11.3%	13.8%	8.4%	24.7%				
IVRCL	17.5	13.0	0.9	0.7	2.3	2.0	10.2	7.7	1.0	0.8	10.0%	14.7%	34.9%	32.7%				
JPA	25.8	19.5	3.7	2.7	3.7	3.2	17.1	12.1	5.3	3.8	30.9%	14.9%	32.4%	36.9%				

Source: Company reports, FG estimate, Bloombergs

All the figures are on consolidated basis.



# Quarterly Analysis

YE March 31 <sup>st</sup>	2009	2008	<i>Y-o-Y</i>	2008	Sequential
Figures in mn of Rs.	Q1	Q1	Change	Q4	Change
Net Revenue	8659	7290	18.8%	10550	-17.9%
Less:					
Materials Consumed	2919	2549	14.5%	3087	-5.5%
Construction Expenses	3700	3059	21.0%	4948	-25.2%
Personnel and Establishment Expenses	1129	895	26.2%	1205	-6.3%
Total Cost	7748	6503	19.2%	9240	-16.2%
EBITDA	911	788	15.6%	1310	-30.5%
Depreciation & Amortization	253	228	11.0%	275	-8.1%
EBIT	658	560	17.5%	1035	-36.4%
Other Income incl Share of Profit/(Loss) in Associates	124	318	-61%	(99)	-226%
Interest & Financing Charges	391	322	21.3%	452	-13.6%
Profit Before tax	392	556	-29.5%	484	-18.9%
PBT (excl. Extra-ordinaries)	392	556	-29.5%	484	-18.9%
Tax	84	206	-59.4%	113	-25.7%
Net Income	308	350	-11.8%	371	-16.9%
Proforma Net Income	308	350	-11.8%	371	-16.9%
Diluted EPS (in Rs.)	1.20	1.37	-12.4%	1.45	-17.1%
No of diluted shares (in mn)	257	255		256	
Margin Analysis:					
EBITDA Margin (%)	10.5%	10.8%		12.4%	
EBIT Margin (%)	7.6%	7.7%		9.8%	
PBT Margin (%)	4.5%	7.6%		4.6%	
PBT (excl. extraordinaries) Margin (%)	4.5%	7.6%		4.6%	
Reported NPM (%)	3.6%	4.8%		3.5%	
Proforma NPM (%)	3.6%	4.8%		3.5%	

Source: Company reports

Figures are on Standalone Basis



### Financial Highlights

#### Revenues

HCC's net sales (inclusive of its share in integrated joint ventures) increased from Rs.7.29 bn in Q1 FY08 to Rs.8.66 bn in Q1 FY09, marking a growth of 18.8% Y-o-Y. Around 37% of the company's revenues came from the Power segment, 36% from the Transport segment, 25% from the Water segment, and 2% from Others.

#### Costs

#### Cost structure

(Cost as a percentage of sale)

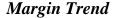
Particulars	Q1 FY09	Q1 FY08
Establishment Expenses	42.7%	42.0%
Materials Consumed	33.7%	35.0%
Personnel Exp	10.1%	8.8%
Other Expenses	3.0%	3.5%
Total Cost	89.5%	89.2%

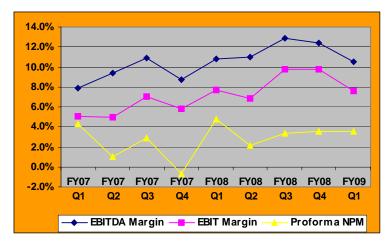
- Raw material costs increased by 14.5% Y-o-Y to Rs.2.92 bn, while construction expenses were up 21% Y-o-Y to Rs.3.7 bn in Q1 FY09. Personnel expenses were up 100 bps, as a percentage of net sales, to 13% in the quarter.
- ➤ Depreciation rose by 11% to Rs.253 mn, while interest expenses increased by 21.3% Y-o-Y, due to higher capex and investments in real estate. The company's tax outgo for the quarter was merely Rs.84 mn, down 59.4% Y-o-Y.
- > The total impact of raw material prices was Rs.50 mn in the current quarter, after taking into account the company's contracts covered by escalation clauses.

#### Margins

In Q1 FY09, HCC's EBDITA margin (before other income) declined to 10.5%, as against 10.8% in Q1 FY08, primarily due to higher steel prices. The EBIT margin and Proforma NPM margin stood at 7.6% and 3.6% in Q1 FY09, as against 7.7% and 4.8% respectively in Q1 FY08.







The sharp decline in the net profit margin was due to a lower Other income of Rs.130 mn, which included a loss of Rs.506 mn from the restatement of foreign currency liabilities (FCCB and other foreign currency borrowings) and a profit of Rs.619 mn from the sale of the company's land at Vikhroli East.

#### Order Book

As on June 30, 2008, HCC's order backlog stood at Rs.101.96 bn, thanks to the addition of two new projects in the quarter – a BOT project and a hydropower project worth Rs.3 bn from Lanco Infra. The company was also a L1 bidder for four projects worth Rs.4.9 bn in the quarter.

The company continues to focus on the Power segment, which currently contributes 47% to its order backlog, followed by the Transport (30%), and Water Supply & Irrigation (19%) segments, while the balance comes from the Other segment.

Order book size & book-to-bill ratio



LHS: Order book size (Rs bn)

RHS: Book to Bill ratio



# Earnings Model (Standalone) Hindustan Construction Company

YE March 31st	FY08	FY08	FY08	FY08	EXZOO	FY09	FY09E	FY09E	FY09E	FY09E	EX/10E
Figures in mn of Rs.	Q1	Q2	Q3	Q4	r ruo	Q1	Q2	Q3	Q4	r ruye	F Y TUE
Net Revenue	7290	5487	7500	10550	30828	8659	7113	9707	12937	38340	48094
Less:											
Materials Consumed	2549	1748	2327	3087	9711	2919	2326	3157	4135	12536	15871
Construction Expenses	3059	2143	3189	4948	13339	3700	3062	4078	5511	16352	20488
Personnel and Establishment Expenses	895	995	1017	1205	4112	1129	985	1332	1758	5204	6503
Total Cost	6503	4886	6533	9240	28123	7748	6373	8567	11404	34092	42861
EBITDA	788	601	967	1310	3666	911	<b>740</b>	1139	1533	4248	5232
Depreciation & Amortization	228	226	233	275	962	253	260	268	403	1184	1381
EBIT	560	375	734	1035	2704	658	480	871	1130	3064	3851
Other Income incl Share of Profit/(Loss) in Associates	318	106	55	(99)	380	124	104	68	39	335	289
Interest & Financing Charges	322	342	408	452	1524	391	410	439	468	1708	1880
Profit Before tax	556	139	381	484	1560	392	174	500	701	1691	2259
PBT (excl. Extra-ordinaries)	556	139	381	484	1560	392	174	500	701	1691	2259
Tax	206	23	130	113	472	84	57	170	238	549	723
Net Income	350	116	251	371	1088	308	116	330	463	1142	1536
Proforma Net Income	350	116	251	371	1088	308	116	330	463	1142	1536
Diluted EPS (in Rs.)	1.4	0.5	1.0	1.4	4.2	1.2	0.5	1.3	1.8	4.4	6.0
No of diluted common shares (in mn)	255	258	256	256	256	257	257	257	257	257	257
Cost Analysis:										,	
Materials Consumed	35%	32%	31%	29%	32%	34%	33%	33%	32%	33%	33%
Construction Expenses	42%	39%	43%	47%	43%	43%	43%	42%	43%	43%	43%
Personnel and Establishment Expenses	12%	18%	14%	11%	13%	13%	14%	14%	14%	14%	14%
Depreciation & Amortization	3%	4%	3%	3%	3%	3%	4%	3%	3%	3%	3%
Effective Tax rate	37%	17%	34%	23%	30%	21%	33%	34%	34%	32%	32%
Margin Analysis:											
EBITDA Margin (%)	10.8%	11.0%	12.9%	12.4%	11.9%	10.5%	10.4%	11.7%	11.9%	11.1%	10.9%
EBIT Margin (%)	7.7%	6.8%	9.8%	9.8%	8.8%	7.6%	6.7%	9.0%	8.7%	8.0%	8.0%
PBT Margin (%)	7.6%	2.5%	5.1%	4.6%	5.1%	4.5%	2.4%	5.1%	5.4%	4.4%	4.7%
PBT (excl. extraordinaries) Margin (%)	7.6%	2.5%	5.1%	4.6%	5.1%	4.5%	2.4%	5.1%	5.4%	4.4%	4.7%
Reported NPM (%)	4.8%	2.1%	3.3%	3.5%	3.5%	3.6%	1.6%	3.4%	3.6%	3.0%	3.2%
Proforma NPM (%)	4.8%	2.1%	3.3%	3.5%	3.5%	3.6%	1.6%	3.4%	3.6%	3.0%	3.2%

Source: First Global estimates, Company Reports

Figures are on Standalone Basis and hence different from those given in Financial Snapshot, given on page 2 & 3.



### **IMPORTANT DISCLOSURES**

### Price Target

Price targets (if any) are derived from a subjective and/or quantitative analysis of financial and non financial data of the concerned company using a combination of P/E, P/Sales, earnings growth, Discounted Cash Flow (DCF) and its stock price history

# The risk factors that may impede achievement of the price target/investment thesis are -

- Change in macro economic factors, including inflation in favour of the construction companies.
- > Raw material prices decline at a rapid pace.
- ➤ Project specific risks mitigate in due course of time.



# First Global's Rating System

Our rating system consists of three categories of ratings: Positive, Neutral and Negative. Within each of these categories, the rating may be absolute or relative. When assigning an absolute rating, the price target, if any, and the time period for the achievement of this price target, are given in the report. Similarly when assigning a relative rating, it will be with respect to certain market/sector index and for a certain period of time, both of which are specified in the report.

#### Rating in this report is relative to: S&P CNX Nifty

#### **Positive Ratings**

- (i) Buy (B) This rating means that we expect the stock price to move up and achieve our specified price target, if any, over the specified time period.
- (ii) Buy at Declines (BD) This rating means that we expect the stock to provide a better (lower) entry price and then move up and achieve our specified price target, if any, over the specified time period.
- (iii) Outperform (OP) This is a relative rating, which means that we expect the stock price to outperform the specified market/sector index over the specified time period.

#### **Neutral Ratings**

- (i) Hold (H) This rating means that we expect no substantial move in the stock price over the specified time period.
- (ii) Marketperform (MP) This is a relative rating, which means that we expect the stock price to perform in line with the performance of the specified market/sector index over the specified time period.

#### Negative Ratings

- (i) Sell (S) This rating means that we expect the stock price to go down and achieve our specified price target, if any, over the specified time period.
- (ii) Sell into Strength (SS) This rating means that we expect the stock to provide a better (higher) exit price in the short term, by going up. Thereafter, we expect it to move down and achieve our specified price target, if any, over the specified time period.
- (iii) Underperform (UP) This is a relative rating, which means that we expect the stock price to underperform the specified market/sector index over the specified time period.
- (iv) Avoid (A) This rating means that the valuation concerns and/or the risks and uncertainties related to the stock are such that we do not recommend considering the stock for investment purposes.

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