

Hindustan Construction

BSE SENSEX 16,739	S&P CNX 5,049	СМР	: INR21	ı			TP: I	NR25				N	eutral
Bloomberg	HCC IN	Year	Net Sales	PAT	EPS	EPS	P/E	Adj P/E	P/BV	ROE	ROCE	EV/	EV/
Equity Shares (m)	606.6	End	(INR M)	(INR M)	(INR)	GR. (%)	(X)	(X)	(X)	(%)	(%)	Sales	EBITDA
52-Week Range (INR)	43/16	3/10A	36,442	1,044	1.7	23.8	12.2	-1.2	2.3	8.3	9.0	1.6	13.3
1,6,12 Rel. Perf. (%)	17/-27/-36	3/11A	40,932	624	1.0	-40.2	20.4	-1.9	0.8	4.1	8.7	1.1	8.4
M.Cap. (INR b)	12.7	3/12E	40,351	-2,315	-3.8	-471.2	-	-	1.0	-16.2	2.3	1.2	16.6
M.Cap. (USD b)	0.3	3/13E	42,338	-612	-1.0	-	-	2.0	1.0	-4.7	6.2	1.3	10.5

- HCC's 3QFY12 revenue was down 5.4% YoY at INR9.6b (v/s est INR10b). Revenue de-grew due to slow order booking during the last four quarters, execution bottlenecks, and payment delays by clients.
- Reported EBITDA at INR1.1b was in line with estimate. In the current quarter management has considered an accumulated loss of INR1.6b, pertaining to future expected losses and the pending claims from various ongoing and completed projects. We have accounted these cumulative losses as operating expenses, so we have arrived at EBITDA loss of INR549b. According to the management booking of these exceptional expenses would reduce the company's operating loss for the next 3-4 quarters. Therefore, going forward, it does not expect to register any cash losses in the standalone business.
- **Reported net loss stood at INR1.3b** v/s net profit of INR79m in 3QFY11; after adjusting for forex loss of INR67.9m, net loss stood at INR1.26b. This is significantly lower than our net loss estimate of INR397m.
- 3QFY12 order book stands at INR162.4b (v/s INR165b in Mar-11). Intake for the quarter was INR5b, and for YTDFY12 INR15b (down 44% YoY). BTB has declined to 4x now v/s 4.2x in 3QFY11.
- Lavasa is still an overhang. Construction work on the site has resumed, with 500-600 workers deployed at the site. However, overall development work is moving at a very slow pace.
- On the BOT front, HCC has already invested ~INR6.5b and additional investments of INR3.5b would be required in FY12 and FY13.
- We cut our FY12 and FY13 revenue estimates by 2% and 4%. We have also taken an additional loss of INR1.2b in FY12 and INR314m in FY13. Revised net loss for FY12 stands at INR2.3b (INR1.15b earlier) and for FY13 at INR612m (INR300m earlier). Maintain Neutral.

Quarterly Performance									(II)	IR Million)
Y/E MARCH		FY1	11			FY1	2		FY11	FY12E
	10	20	30	40	10	20	3Q	40E		
Sales (Excl JV)	9,924	8,888	10,025	12,095	10,577	8,302	9,476	11,996	40,932	40,351
Change (%)	13.7	13.6	11.1	11.3	4.8	-6.8	-5.4	-1.3	12.3	-1.4
Sales (incl JV Inc)	10,082	8,924	10,275	12,097	10,603	8,377	9,662	12,074	41,440	40,716
Change (%)	4.6	3.5	8.7	10.8	5.2	-6.1	-6.0	-0.2	7.3	-1.7
EBITDA	1,258	1,133	1,320	1,662	1,379	926	-549	1,086	5,397	2,842
Change (%)	9.3	28.6	29.8	35.1	9.7	-18.3	-141.6	-34.7	26.1	-47.3
As of % Sales	12.5	12.7	12.8	13.7	13.0	11.2	-5.8	9.0	13.2	7.0
Depreciation	347	359	382	440	392	414	412	456	1,527	1,675
Interest	577	671	748	903	933	1,074	1,043	1,188	2,899	4,238
Other Income	31	61	-56	134	7	0	170	-167	170	10
PBT	364	165	134	454	62	-579	-1,850	-678	1,116	-3,043
Tax	81	43	55	228	33	-176	-609	0	407	-752
Effective Tax Rate (%)	22.3	26.3	40.7	50.2	53.3	30.4	32.9	0.0	36.4	24.7
Reported PAT	283	121	79	226	29	-403	-1,309	-678	710	-2,359
Adj PAT	283	121	147	151	29	-403	-1,265	-678	624	-2,315
Change (%)	5.6	-56.6	-32.6	-55.9	-89.9	-432	-960	-550.3	-40.2	-471.2

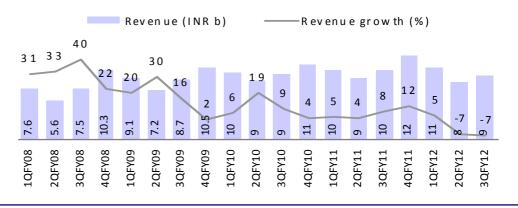
E: MOSL Estimates

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PAT significantly below estimates, impacted by operational loss of INR1.6b pertaining to the future expected loss; cutting estimates

- HCC's 3QFY12 revenue was down 5.4% YoY at INR9.6b (v/s est INR10b). Revenue de-grew due to slow order booking during the last four quarters, execution bottlenecks, and payment delays by clients.
- Reported EBITDA at INR1.1b was in line with estimate. In the current quarter management has considered an accumulated loss of INR1.6b, pertaining to future expected losses and the pending claims from various ongoing and completed projects. We have accounted these cumulative losses as operating expenses, so we have arrived at EBITDA loss of INR549b. According to the management booking of these exceptional expenses would reduce the company's operating loss for the next 3-4 quarters. Therefore, going forward, it does not expect to register any cash losses in the standalone business.
- The exceptional items include: (i) INR649m additional cost on account of substantial delays in approval of claims, increase in estimated cost and execution delays, (ii) INR520m provision made for expected future losses of two new projects, (iii) INR160m for provision arising from future loss on sale of assets and impact of adverse exchange rates of an overseas project, (iv) INR270m provision against performance bank guarantee wrongfully encashed by the client in the earlier year, which is disputed by the company, (v) INR66.9m for provision made against dues to subcontractor.
- Reported net loss stood at INR1.3b v/s net profit of INR79m in 3QFY11; after adjusting for forex loss of INR67.9m, net loss stood at INR1.26b. This is significantly lower than our net loss estimate of INR397m. Interest cost is up 39% YoY at INR1b (v/s est INR1.12b).

Revenue growth expected to remain muted over next few quarters



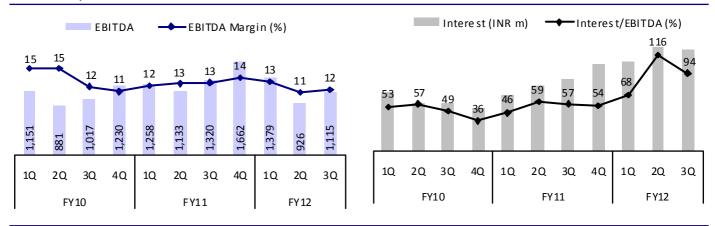
Source: Company/MOSL

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EBITDA Margins have dropped from 13% in 3QFY11 to 11% in 3QFY12

Interest cost to EBITDA moved to 93% from 57% in 3QFY11

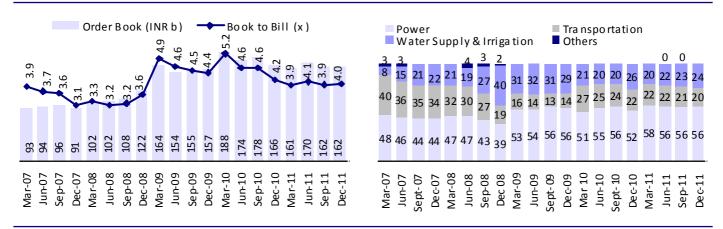


Source: Company/MOSL

- **3QFY12 order book stands at INR162.4b** (v/s INR165b in Mar-11). Intake for the quarter was INR5b, and for YTDFY12 INR15b (down 44% YoY).
- BTB has declined to 4x now v/s 4.2x in 3QFY11. We believe that this constrains revenue growth for FY13.
- Order inflow in 3QFY12 includes construction of super structure of Bogibeel Rail cum- Road Bridge over river Brahmaputra in Assam. This project is in JV of HCC and DSD - VNR - JV, in which HCC holds 51% stake. The total project value is INR9.8b.
- Going forward, HCC is targeting to enter into (i) new business segments like thermal power, hydrocarbons, and nuclear M&E. (ii) new geographies like SE Asia, Africa and Gulf.

BTB declined to 4x in 3QFY11 vs 4.2x in 3QFY12

Order backlog composition in favor of power projects



Source: Company/MOSL

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HCC BOT arm sitting on a strong cash of ~INR2b

- HCC BOT arm is sitting on a strong cash of ~INR2b after diluting 14.5% stake to Xander group, a global investment firm focused on infrastructure, and hospitality, retail and real estate sectors.
- HCC is planning to grow its BOT portfolio to Rs150b in the next 2-3 years.
- At present HCC has BOT road portfolio of six road projects where it has already invested ~INR6.5b and additional investments of INR3.5b would be required in FY12 & 13.
- Construction work on the West Bengal (NH-34) concessions are proceeding as per planned.
- Dhule Palesner highway project is expected to start operations from 1QFY13.

HCC: BOT Portfolio (INR m) under construction

	Project	Equity	Equity	HCC's	Equity	kms	Completion
	cost		stake (%)	Equity	Invested		
Niramal BOT	3,150	630	100	630	630	31	Dec-09
Badarpur elevated expressway	5,720	1,720	100	1,720	1,720	4.4	Nov-10
Dhule - Maharashtra / MP road project	14,200	3,550	37	1,314	790	89	Jan-12
Behrampore - Farakka	11,690	2,690	100	2,690	3390	103	Dec-12
Farakka - RaiGanj	13,780	2,100	100	2,100		103	Dec-12
Raniganj - Dhalkola	6,840	1,200	100	1,200		50	Dec-12
Total	55,380	11,890		9,654	6,530	380	

- Lavasa is still an overhang. Construction work on the site has resumed, with 500-600 workers deployed at the site. However, overall development work is moving at a very slow pace.
- Total infrastructure development cost is estimated at INR45b, of which INR15b has been spent. Town Dasve is on the verge of completion while the second town Mugaon is at the initial stage of construction. All construction work has been stopped at present.
- In the books of Lavasa, total debt stands at INR20b, including Convertible Bonds of INR9.5b and long-term debt of INR8-9b. Total customer advances are INR6.5b and the equity contribution stands at INR5b.
- The cumulative sales booking in stands at INR180b including the collection of INR6.5b.

Valuation and view

- We cut our FY12 and FY13 revenue estimates by 2% and 4%. We have also taken an additional loss INR1.2b in FY12 and INR314m in FY13. Therefore net loss for FY12 stands at INR2.1b and INR612m in FY13 on the back rising interest rates.
- Our intake assumption currently stands at INR42.6b (up 26.7% YoY) for FY12E and INR55b (+29% YoY) for FY13E. The average interest rate which stood at 8.25% in 1QFY11 has increased to 10.5-11% in 3QFY12.
- We have arrived at a price target of INR25/sh, comprising of Core business of INR2/sh (EV/EBITDA 7xFY13), Lavasa INR8/sh (50% discount to NPV), 247 IT park INR2/sh and BOTs, SRA, KSAG etc INR13/sh. Maintain **Neutral** rating.

Equity Valuation of HCC

	Business	Method	Valuation	Value	Value
	Segment		(x)	(INR M)	(INR/Sh)
HCC Standalone	Construction	FY13E EV / EBITDA (x)	7	1,237	2
Real Estate					
Lavasa	Township	NPV, WACC 17%		12,261	8
247 IT Park	Real Estate	NPV, Cap Rate 10%		4,941	2
Vikhroli SRA		NPV, WACC 15%		898	1
BOT Investments					
Andhra Road	ВОТ	Book Value		630	1.0
Badarpur Expressway	ВОТ	Book Value		1,720	2.8
Dhule road project	ВОТ	Book Value		790	1
NH-34	ВОТ	Book Value		2,543	4
(Bahrampore to Dalkhola)					
Other Investments					
KSAG		Book Value		1,500	2
Total				23,976	25

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Hindustan Construction: an investment profile

Company description

Established in 1926 by the Walchand Hirachand group, HCC is one of the oldest and largest construction companies in India with pre-qualification skills and proven execution capabilities across sectoINR like power, roads, bridges, ports, water irrigation and supply, urban infrastructure and pipelines. HCC specializes in the construction of technologically complex and longgestation period projects. The company has successfully and gradually transformed from a civil engineering contractor to an integrated infrastructure player. Recently it has increased its focus on the BOT space and has plan to increase projects in hydro power, transportation, ports and water transmission. HCC has also forayed into real estate space with developable area of 186msf under its portfolio of Hill station (Lavasa), IT park (Vikroli), SEZ etc. The Lavasa is an ambitious project near Pune to develop a new hill station.

Key Investment Arguments

- Possesses pre-qualifications and proven execution capabilities across sectors; will benefit from large ticket sized orders in hydro and nuclear sectors
- Focus on emerging as an integrated infrastructure player with presence across the sectos like roads, power, ports, airports and water transmission space.
- Has the youngest fleet of specialized equipments, skilled manpower, in-house fabrication facility and EPC execution capabilities

Comparative valuations

		Hind.Const.	IVRCL	NCC
P/E (x)	FY12E	-	20.5	9.6
	FY13E	-	11.5	9.5
P/BV (x)	FY12E	1.0	0.5	0.5
	FY13E	1.0	0.5	0.5
EV/Sales (x)	FY12E	1.2	0.6	0.9
	FY13E	1.3	0.6	0.9
EV/EBITDA (x)	FY12E	16.6	7.0	9.5
	FY13E	10.5	6.5	9.1

Shareholding Pattern (%)

J	Dec-11	Sep-11	Dec-10
Promoter	39.9	39.9	39.9
Domestic Inst	3.7	4.9	10.7
Foreign	24.4	24.6	24.6
Others	32.1	30.7	24.8

Key Investment Risks

- Focus on key large projects increases the project specific risks
- Retention of experienced manpower is a challenge
- Significant investments in the RE/BOT subsidiaries

Recent Developments

- Lavasa is still an overhang; Construction work on the site has began. At present ~ 500-600 workers are deployed at the site. However the overall development work is moving at a very slow pace.
- We cut our FY12 and FY13 revenue estimates by 2% and 4%. We have also taken an additional loss INR1.2b in FY12 and INR314m in FY13. Therefore net loss for FY12 stands at INR2.1b and INR612m in FY13 on the back rising interest rates, coupled with the higher tax provisioning due to the introduction of (Section 14 A). Our intake assumption currently stands at INR42.6b (up 26.7% YoY) for FY12E and INR55b (+29% YoY) for FY13E. The average interest rate which stood at 8.25% in 1QFY11 has increased to 10.5-11% in 3QFY12.

Sector View

- Increased government commitment towards infrastructure projects is a long term positive.
- Investments in BOT/Real estate projects have adversely impacted the core balance sheet. This will continue to have negative impact on the core business till the SPV's in real estate and BOT start generating cash.

Target price and recommendation

Current	Target	Upside	Reco.
Price (INR)	Price (INR)	(%)	
21	25	19.0	Neutral

Stock performance (1 year)



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Financials and Valuation

Income Statement				(INR	Million)
Y/E March	2009	2010	2011	2012E	2013E
Net Sales	33,137	36,442	40,932	40,351	42,338
Change (%)	7.5	10.0	12.3	-1.4	4.9
Construction Exps.	23,818	26,477	28,966	29,738	27,985
Staff Cost	3,749	3,944	4,676	5,612	6,734
Office and Site Estab	1,173	1,593	1,892	2,176	2,502
EBITDA	4,397	4,429	5,397	2,842	5,116
% of Net Sales	13.3	12.2	13.2	7.0	12.1
Depreciation	1,152	1,139	1,527	1,675	1,823
Interest	2,105	2,052	2,899	4,238	4,334
Other Income	588	130	170	10	80
Share of turnover in .	1	-150	-25	17	19
PBT	1,729	1,218	1,116	-3,043	-942
Tax	392	404	407	-752	-330
Rate (%)	22.7	33.2	36.4	24.7	35.0
Reported PAT	1,337	814	710	-2,359	-612
EO Income (net of ex	494	-229	86	44	0
Adjusted PAT	843	1,044	624	-2,315	-612
Change (%)	19.0	23.8	-40.2	-471.2	-73.5

Balance Sheet				(INR	Million)
Y/E March	2009	2010	2011	2012E	2013E
Share Capital	256	303	607	607	607
Reserves	9,792	14,869	14,615	12,798	12,329
Net Worth	10,049	15,172	15,222	13,405	12,935
Loans	23,218	25,147	34,714	37,006	42,705
Deffered Tax Liabilit	1,132	1,426	1,665	1,665	1,665
Capital Employed	34,398	41,745	51,600	52,075	57,305
Gross Fixed Assets	16,828	18,142	19,875	21,875	23,875
Less: Depreciation	5,547	6,645	8,032	9,707	11,530
Net Fixed Assets	11,282	11,497	11,843	12,169	12,346
Capital WIP	464	349	257	300	500
Investments	3,655	4,087	5,313	7,028	8,528
Curr. Assets	34,674	46,243	60,959	62,209	63,857
Inventory	27,766	35,652	44,990	44,220	44,078
Debtors	47	27	27	30	30
Cash & Bank Balance	1,539	1,883	1,936	2,428	1,552
Loans & Advances	5,284	8,633	13,948	15,474	18,140
Other Current Assets	38	48	58	58	58
Current Liab. & Prov.	15,677	20,430	26,772	29,630	27,924
Creditors	10,373	11,868	12,406	15,888	14,951
Other Liabilities	3,653	6,652	13,661	13,036	12,267
Provisions	1,651	1,910	706	706	706
Net Current Assets	18,997	25,813	34,187	32,579	35,932
Application of Funds	34,398	41,745	51,600	52,075	57,305

E: MOSL Estimates

Ratios					
Y/E March	2009	2010	2011	2012E	2013E
Basic (INR)					
Adjusted EPS	1.4	1.7	1.0	-3.8	-1.0
Growth (%)	19.0	23.8	-40.2	-471.2	-73.5
Cash EPS	3.3	3.6	3.5	-1.1	2.0
Book Value	16.6	25.0	25.1	22.1	21.3
DPS	0.8	0.8	0.4	-0.8	-0.2
Payout (incl. Div. Tax.	17.9	34.8	39.7	23.0	23.4
Valuation (x)					
P/E (standalone)	-	-	20.4	-5.5	-20.8
Cash P/E	-	-	5.9	-19.9	10.5
EV/EBITDA	-	-	8.4	16.6	10.5
EV/Sales	-	-	1.1	1.2	1.3
Price/Book Value	-	-	0.8	1.0	1.0
Dividend Yield (%)	-	-	1.9	-3.6	-1.0
Profitability Ratios (%)					
RoE	8.4	8.3	4.1	-16.2	-4.7
RoCE	12.0	9.0	8.7	2.3	6.2
Turnover Ratios					
Debtors (Days)	1	0	0	0	0
Inventory (Days)	306	357	401	400	380
Creditors. (Days)	159	164	156	195	195
Asset Turnover (x)	1.0	1.0	0.9	0.8	0.8
Leverage Ratio					
Debt/Equity (x)	2.3	1.7	2.3	2.8	3.3

Cash Flow Statement				(INR	Million)
Y/E March	2009	2010	2011	2012E	2013E
PBT before Extraordir	1,729	1,218	1,116	-3,043	-942
Add : Depreciation	1,152	1,139	1,527	1,675	1,823
Interest	2,105	2,052	2,899	4,238	4,334
Less : Direct Taxes Pa	392	404	407	-752	-330
(Inc)/Dec in WC	-3,641	-6,471	-8,322	2,100	-4,229
CF from Operations	953	-2,466	-3,186	5,721	1,316
(Inc)/Dec in FA	-2,692	-1,238	-1,782	-2,043	-2,200
(Pur)/Sale of Investm	-700	-432	-1,226	-1,714	-1,500
CF from Investments	-3,392	-1,670	-3,008	-3,757	-3,700
(Inc)/Dec in Networtł	-1,090	4,887	-139	0	0
(Inc)/Dec in Debt	4,769	1,929	9,567	2,292	5,699
Less : Interest Paid	2,105	2,052	2,899	4,238	4,334
Dividend Paid	240	284	282	-542	-143
CF from Fin. Activity	1,334	4,481	6,246	-1,404	1,508
Inc/Dec of Cash	-1,105	345	52	560	-876
Add: Beginning Balaı	2,644	1,539	1,883	1,936	2,428
Closing Balance	1,539	1,883	1,936	2,428	1,552

23 January 2012

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