

Date: 30<sup>th</sup> March 2010

MF Global Sector – Construction

## **Pratibha Industries**

**Re-Initiating Coverage: Maintain Buy**

**CMP: Rs375**

**Target: Rs484**

## Investment Highlights

Pratibha Industries (PIL) is one of the industry leaders in water infrastructure and management. It designs and constructs integrated water transmission and distribution projects, water treatment plants, elevated and underground reservoirs, mass housing including real estate projects. Gradually, the company desires to diversify itself and play a role of full-fledged infrastructure development, with presence across water management, urban infra, tunneling, Oil & Gas EPC, irrigation etc segments. These translated into strong order book of Rs35.4 bn, 3.4x FY10 sales, executable over two years. Historically net sales has grown by 53.3% CAGR to Rs10,279 mn on consolidated basis over FY05-10E.

### Investment Rational:

**Strong order book:** As on Dec'09, the company is having strong order book of Rs35,372 mn, 3.4x FY10E revenue of Rs10,279 mn. In addition the company has submitted bids worth Rs30 bn.

**Higher allocation towards JNNURM scheme:** JNNURM contributes 40-45% of the total orderbook. Allocation to JNNURM increased by 25.2% in Budget 2008 and by 87.7% to Rs128.9 bn in 2009. The company would benefit from the government thrust on JNNURM scheme.

**Leveraging ties up to scale up in value chain:** To overcome its small balance sheet and lack of expertise in many areas, PIL has partnered with other companies expert in their respective field to gain technological knowledge and operating efficiencies.

**Strong replacement demand:** We expect the business from water supply and sanitation to grow by leaps & bounds due to replacement demand of over Rs1,400 bn from century old urban water system. Further new sanitation systems need to be provided for water and sanitation for the rural population. PIL is ideally placed to leverage on these strong opportunities.

**Valuations:** On back of strong order book we expect net sales to grow by CAGR of 44.6% to Rs21,505 mn over FY10-12E. We expect net profit to grow by 57.2% CAGR to Rs1,230 mn over FY10-12E. We had recommended investment in Pratibha on May'09 at price of Rs143, since then the stock has given 163% return till date. The stock is trading attractively even at current price of Rs375, at 9.4x FY11E EPS of Rs40.1 and 6.6x FY12E EPS of Rs56.7. Historically, the stock has traded in the range of 10-15x with four year median of 9x. It is trading at 5.9x and 5.0x FY11E and FY12E EBIDTA respectively. Based on 10x average EPS of FY11-12E we maintain BUY with revised price target of Rs484 (29% upside).

Sensex	17711		
Nifty	5303		
Stock Data			
BSE Code	532718		
NSE Code	PRATIBHA		
Bloomberg	PRIL.IN		
Reuters	PRTI.BO		
Share Issued (mn)	16.73		
Market Cap (Rs mn)	6,265		
52 Wk H/L (Rs)	386/70		
Face Value (Rs)	10		
Avg. daily vol. (12M)	64,790		
Return (%)	1m	3m	12m
Absolute	17.4	27.2	401.9
Rel. to Sensex	9.6	25.5	325.6
Key Financials			
	FY10E	FY11E	FY12E
Net sales (Rs mn)	10,279	15,650	21,505
Opm (%)	13.1	13.0	12.7
Adj PAT (Rs mn)	498	870	1,230
Adj EPS (Rs)	29.8	40.1	56.7
P/E (x)	12.6	9.4	6.6
EV/EBIDTA (x)	6.9	5.9	5.0
RoNW (%)	20.1	21.1	20.1

## About the company

Pratibha Industries (PIL) is one of the industry leaders in water infrastructure management. PIL is also engaged in constructing buildings and infrastructure development projects. It designs and constructs integrated water transmission including treatment, re-cyclanation, storage and distribution projects, water treatment plants, elevated and underground reservoirs, mass housing including real estate projects, commercial complexes, precast design and construction and road construction services. Gradually, the company desires to diversify itself and play a role of full-fledged infrastructure development company, with presence across water management, roads, urban infra, airports, tunneling, high rises, Oil & Gas EPC, irrigation etc segments.

PIL was established in 1982, by Mr. Ajit B. Kulkarni for manufacturing of SFRC manhole covers & frames, which were designed & introduced as a replacement to the conventional cast iron manholes cover & frames. Substantial saving on costs and elimination of theft vis-à-vis the conventional cast iron product ensured huge acceptability with practically all government clients throughout the country. Success in launch of the initial product saw the then partnership firm graduate from strength to strength, by developing and marketing various other pre-cast products.

Until the early ninety's the firm was focusing only on pre-cast products. In 1992, the firm decided to extend its presence in the civil construction industry and started participating in bids and received its first order worth Rs125 mn for mass-housing project from CIDCO. Timely implementation of this project provided the company opportunities and subsequent orders from IRWO (Indian Railway Welfare Organization), AWHO (Army Welfare Housing Organization) and such reputed clients.

In 1994, the company realized that water supply projects hold great potential. To get technical know how and experience, it formed strategic alliance with Coromandal Prescrete Ltd, a Hyderabad based Contractor. The Joint Venture successfully bid and was awarded one package from the prestigious Hitawne Water Supply Scheme. Thus, started the journey of PIL in water supply projects, a segment from which the company derives more than 70% of its revenues.

The next challenge for the company was to consolidate and strengthen its engineering department to make its presence felt in more complex and integrated water supply projects, as also to form alliances with fellow contractors of repute to ensure fulfillment of this goal. The company started working towards this by establishing a design department and bidding for projects of complex nature, which also involved designing, in Joint Venture with reputed contractors like Petron Civil Engineering and Unity Infra Projects. The efforts bore fruits in 2003, when the company was awarded multi-million projects by Mumbai Municipal Corporation, Gujarat Water Supply & Sewerage Board, and Delhi Jal Board, along with other Governmental Agencies.

By 2005, the company had established an inherent expertise in design, construction, operation and maintenance of reasonably sized complex water supply projects, water treatment plants and distribution systems, as also in the other segments in which it was operating. In order to increase its net worth (a key parameter for qualification from Government clients), fund long term working capital requirements, and set up HSaw pipe manufacturing plant, PIL went public in 2006.

In 2007 and 2008 Pratibha Industries strengthened their buildings division and bagged many unique & prestigious buildings projects in India. Building division has been working with the top most clients and the most renowned architects and consultants. Today PIL has specialized themselves with methodology and the concept of tall buildings. As on date PIL is constructing more than 6 skyscrapers in Mumbai and one of them being the tallest structural steel commercial building in India with a height of more than 195 mtrs.

### **Backward integration - HSaw pipe division**

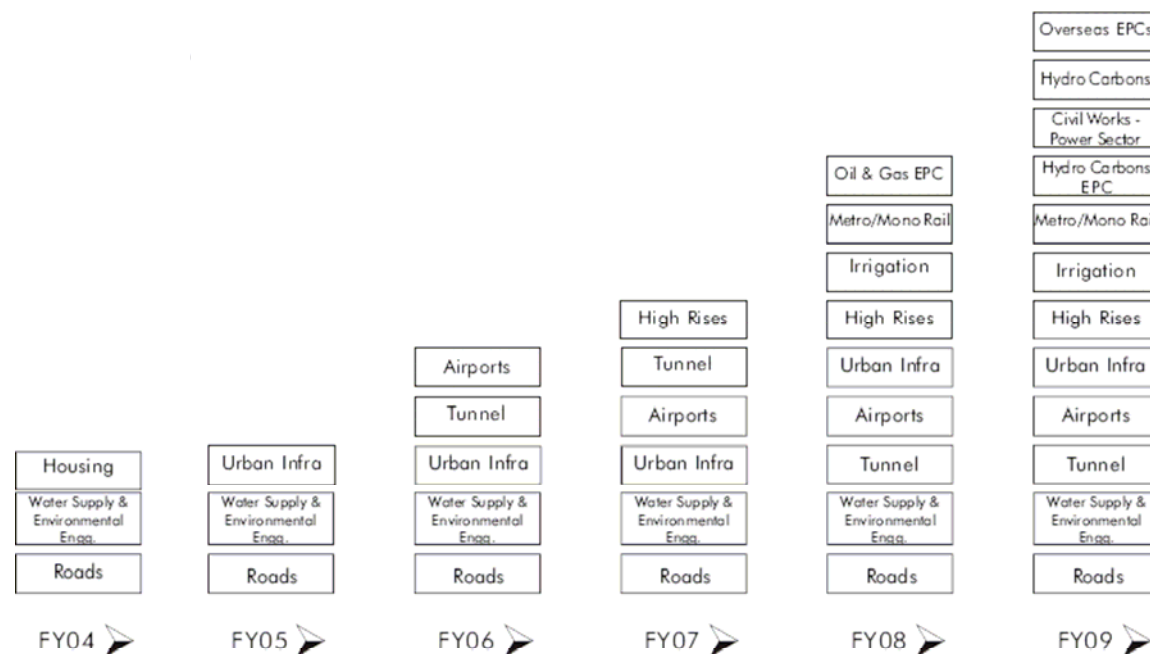
Pratibha is the only water management company, which has backward integration of Saw pipe division. As a result the company is able to get higher margins compared to its peers. The company commissioned 92,000 TPA HSaw pipe capacity in Q2FY08 at a capital outlay of Rs811 mn. PIL received API accreditation for this plant in Dec'07. It also set up 1.7 mn sqr mtr coating plant in Aug'08. This would help the company to foray into the lucrative oil & gas EPC segment. The company is planning to increase its pipe capacity to 150,000 TPA at cost of Rs400 mn, which should get operation by end of FY11.

## Expansion of verticals

The company is exploring various options to expand its base of activities. Accordingly, in recent past, the company has aggressively and consciously ventured into relatively new segments i.e. building and modernization of airports, tunneling, construction of high rises, shopping malls, development of urban infrastructure etc. In pursuit of this, the company is executing two major airport projects, Amritsar airport and Ahmedabad airport, two tunnel projects for the Municipal Corporation, Mumbai. The efforts for diversifying activities would enable company to execute more extreme engineering projects in future. The company, despite increasing its base and diversifying activities, has maintained its edge and efficiency in niche water segments.

### Future initiatives

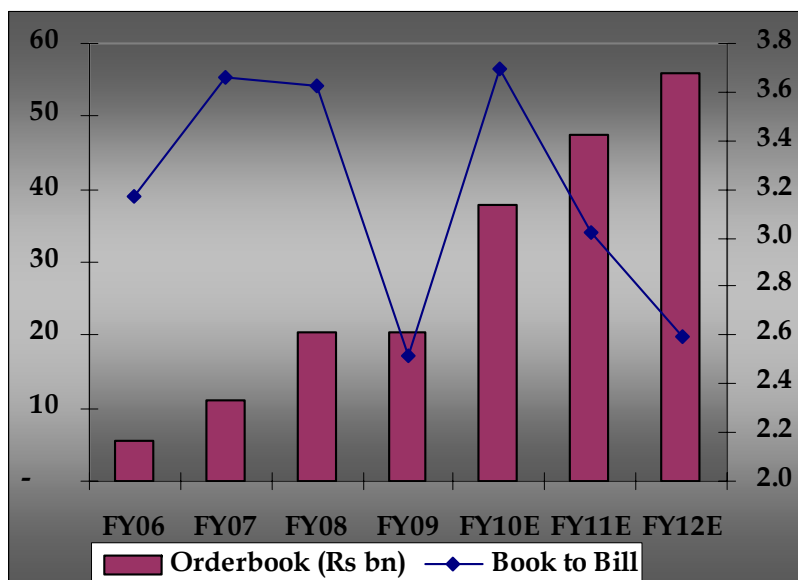
- Tunneling
  - Certain water supply projects, especially in high-density urban areas require underground tunneling.
  - MRT / Road projects also require tunneling
  - PIL has tied up with OSTU-STETTIN, an Austrian-German firm to jointly bid for such projects, on an exclusive basis in India.
- Car Parks
- Oil & Gas EPC
  - Supply / Export of pipes to third party pipeline developers
  - Turnkey services in construction of pipelines for Oil & Gas majors



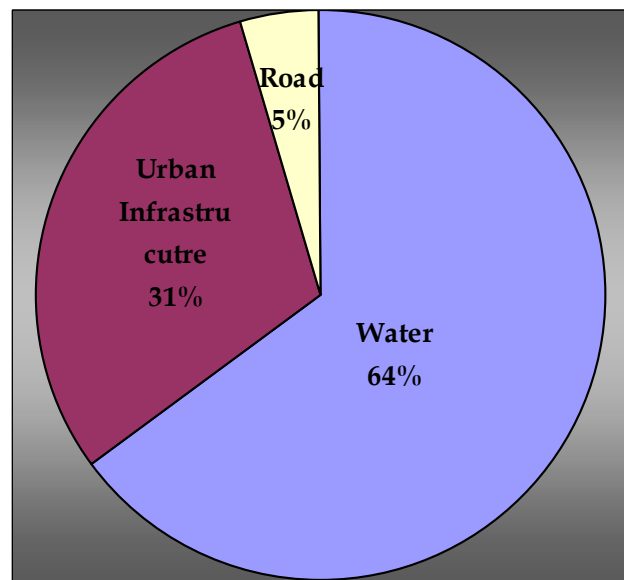
## Strong order book

The company has grown its order book at robust pace of 54.4% CAGR to Rs20,263 mn over FY06-09. The company has registered order inflow of Rs15.1 bn in FY08 and Rs7.8bn in FY09. PIL has received order worth Rs22 bn as against sales of Rs6.6 bn in 9mFY10. As on Dec'09, the company is having strong order book of Rs35,372 mn, 3.4x FY10E revenue of Rs10,279 mn. In addition, the company has bid for projects worth Rs30 bn. Of total order book, water and environmental engineering contributes 64%, urban infra contributes 31%, and road contributes 5%. Gradually the company is moving towards high value segments like hydrocarbon, irrigation projects from plain vanilla road construction. Historically orders were concentrated in Maharashtra. The company has taken many initiative to penetrate other states and become pan India player. As result, dependence on Maharashtra has come down to 45%, and increase its reach to 10 states like, Delhi (15%), Bihar (14%), Karnataka (10%), UP (8%), MP (4%), Rajasthan (2%), Gujarat (1%), J&K and Assam (1%).

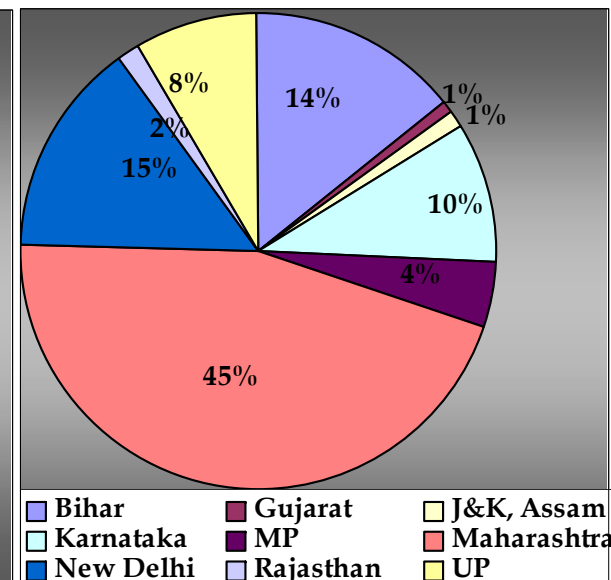
**Highest book to bill ratio**



**Segmental Orderbook Break up (%)**



**Geographic Orderbook Break up (%)**



## Government thrust on JNNURM scheme to benefit PIL

### Higher allocation towards JNNURM scheme

Jawaharlal Nehru National Urban Renewal Mission (JNNURM) contributes 40-45% of the total order book of PIL. The company would benefit most from the government thrust into JNNURM scheme. Budget 2008 increased allocation to JNNURM scheme by 25.2% and by 87.7% to Rs128.9 bn in 2009

The Central Government, in 2005-06, has launched “Jawaharlal Nehru National Urban Renewal Mission” for urban infrastructure development. This scheme ensures and encourages public-private participation in the areas where it is feasible. Under the scheme, the highest priority has been accorded to sectors namely water supply, sanitation and storm water drainage etc. A total investment of Rs33,535 bn has been envisaged for the development of these urban services. The sectors and projects eligible for JNNURM assistance would be as follows:

- Urban renewal, that is, redevelopment of inner (old) city areas [including widening of narrow streets, shifting of industrial and commercial establishments from non-conforming (inner city) areas to conforming (outer city) areas to reduce congestion, replacement of old and worn out pipes by new and higher capacity ones, renewal of the sewerage, drainage, and solid waste disposal system etc.]
- Water supply (including desalination plants) and sanitation.
- Sewerage and solid waste management.
- Construction and improvement of drains and storm water drains.
- Urban transportation including roads, highways, expressways, MRTS, and metro projects.
- Parking lots and spaces on PPP basis.
- Development of heritage areas
- Prevention and rehabilitation of soil erosion and landslides only in cases of special category States where such problems are common; and
- Preservation of water bodies.

## Buoyant opportunity

In the past few years, the Indian government's focus has been directed towards improvement of road, housing infrastructure, urban water supply & sanitation and development of airports. As per the estimates of the Planning Commission, about \$500 bn needs to be spent over the 11<sup>th</sup> Five Year Plan period of 2007-08 to 2011-12 on building India's infrastructure. The Government has increased allocations for power, road, water etc, which would augur good times for construction companies in terms of healthy order book growth and better revenues. CRISIL Research estimate suggest that these allocations would translate into construction investments of Rs290.8 bn in the segments of roads, urban infrastructure and irrigation.

It is estimated that about 115,000 metric tonnes of municipal solid waste is generated daily in the country. Out of the total waste generated in the million plus cities, hardly 30% is treated before disposal. The Eleventh Plan aims to cover 100% of the urban population for drinking water, sanitation and waste management. The Planning Commission estimates total investments of Rs2,343 bn in water supply and sanitation sector over five years. Of this, around Rs1,438 bn has been earmarked for water supply and the rest for the sanitation sector.

We expect the country's water supply and sanitation market would report better-than-ever returns supported by two emerging realities, 1- the need to provide access to water and sanitation to the rural population. 2- most of the urban water and sanitation systems are over a century old and require replacement with an investment of over Rs1,400 bn over decade. PIL is ideally placed to benefit from the opportunity in this segment.



## Leveraging tie-ups to scale up in value chain

At present the company has relatively small balance sheet and lack expertise in many areas. In order to overcome these barriers the company has tied up with companies who have strong balance sheet and execution capabilities. Water tunneling is a huge opportunity in India especially in the metros and Tier 2 and Tier 3 cities. PIL is looking at entering the water-tunneling segment in big way, for that purpose it has entered into 50:50 JV with Ostu Stettin, Austria who has necessary experience in the field and has specialized tunnel boring machines. Tunneling projects worth Rs20 bn are to be executed in Mumbai alone in the next 5 years. Further, micro tunneling is required in all Hydropower projects. Similarly it has entered into JV with Kirloksar Brother for pumping stations etc. These tie-up would help to gain expertise in respective areas and gain necessary qualification over a period of time.

Sr No	Name of Partner	Segment
1	Ostu Stettin JV, Austria	Tunnels & Urban Infrastructure
2	ITD, Bangkok	Airports
3	China State	Urban Infrastructure
4	Huamei, China	Urban Infrastructure
5	Zhuhai, China	Sewerage
6	Kirloskar Brothers Limited	Pumping Station
7	KJI GIN - Grandfos	Pumping Station
8	UNEGA, Ukraine	Hydrocarbons
9	Chirkeigesstroy, Russia	Hydropower
10	Naringidroenergostroy, Kyrgyzstan	Hydropower
11	Aydinar, Turkey	Hydropower

## Growth trajectory of infra players

We view PIL to be at a similar stage as Simplex Infrastructure and Patel Engineering were in FY05 and as IVRCL was in FY04. In fact PIL is currently much better placed in terms of equity capital, net worth, leverage and return ratio compared to these players when they were of similar size of Pratibha. Simplex and Patel have grown at CAGR of 47% and 36% over FY05-09 to Rs46,948 mn and Rs24,598 mn respectively. Even IVRCL has grown at CAGR of 45% CAGR over FY04-09. Although PIL's execution ability, perceived to be limited will not be a constraint in its future growth, as the transition from a small player to a significant one, is a trajectory plotted by some of the now well-entrenched players like IVRCL Infrastructure, Simplex Infrastructure, Patel Engineering etc. We expect the company would need equity funding to achieve its ambitious growth target but equity dilution should be limited to 30-40% as compared to 35.5% and 151.4% done by Simplex and IVRCL respectively.

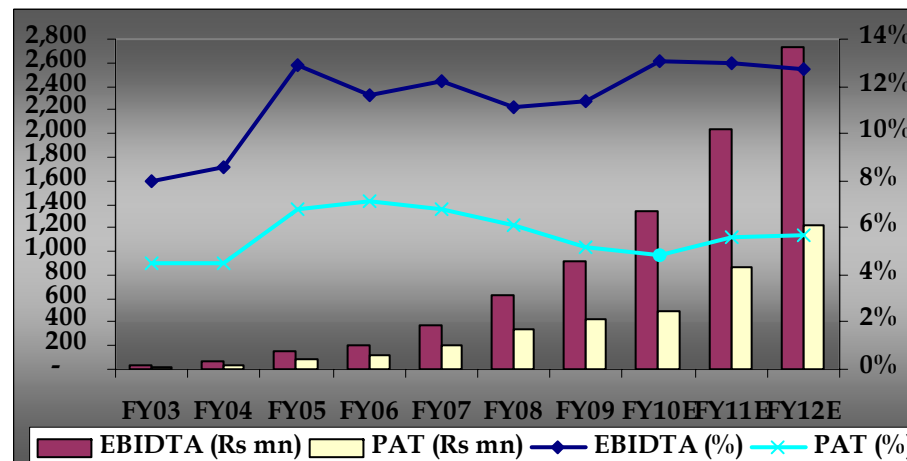
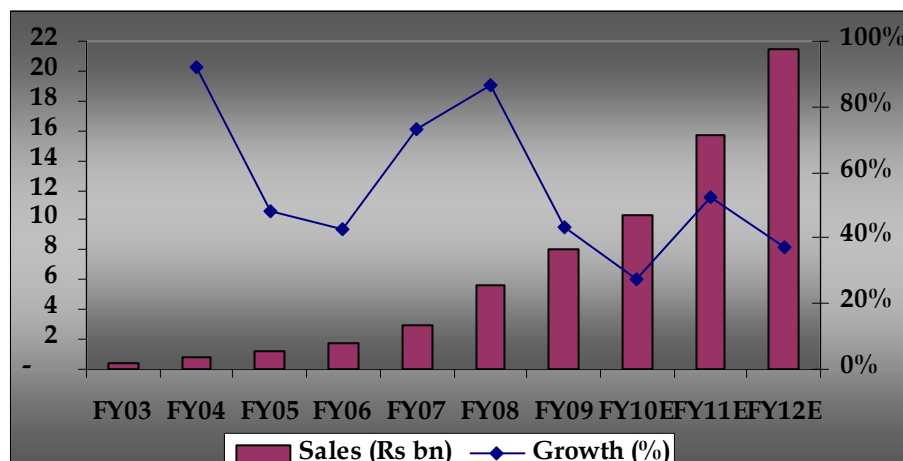
(Rs mn)	PIL FY09	Simplex FY05	IVRCL FY04	Patel FY05	Simplex FY09*	IVRCL FY09*	Patel FY09*	PIL FY13
Net Sales	8,058	9,990	7,735	7,122	46,627	48,819	24,598	25,000 - 35,000
PAT	420	252	392	411	1,208	2,260	1,805	1,250 - 1,750
Equity	167	73	106	49	99	267	60	217 - 250
<b>Net worth</b>	<b>2,247</b>	<b>1,064</b>	<b>1,354</b>	<b>1,331</b>	<b>9,023</b>	<b>18,106</b>	<b>10,172</b>	<b>7,500 - 9,500</b>
Total Asset	4,793	4,712	3,150	5,774	21,806	32,203	28,003	15,500 - 17,500
Gross Block	1,683	1,894	964	3,168	6,761	6,624	8,038	7,000 - 8,000
D/E	1.11	3.33	1.27	2.98	1.35	0.78	1.72	
<b>Market Cap</b>	<b>1,314</b>	<b>3,728</b>	<b>5,935</b>	<b>10,170</b>	<b>22,228</b>	<b>43,534</b>	<b>32,187</b>	
<b>P/E (Forward)</b>	<b>2.6</b>	<b>10.4</b>	<b>5.9</b>	<b>14.4</b>	<b>13.9</b>	<b>15.8</b>	<b>14.3</b>	
EV/EBIDTA (Forward)	2.3	6.0	7.3	10.2	6.4	9.5	7.3	
RoCE (%)	21.40	17.41	18.06	10.91	14.65	12.69	11.10	18 - 20
<b>Cumulative Dilution (%)</b>					<b>35.5</b>	<b>151.4</b>	<b>22.8</b>	<b>30 - 45</b>

Note: \* Recent data for Market Cap, P/E (forward), EV/EBIDTA (forward)

PIL has consistently increased its top line at healthy pace, historically net sales has grown by 53.3% CAGR to Rs10,279 mn on consolidated basis over FY05-10E. On consolidated basis, net profit increased by 43.2% CAGR to Rs498 mn over same period. In nine months the company has reported net sales of Rs6,630 up by 22.9%. Major portion of the order books is from public departments and on account of pressure on utilizing their year end budget, we expect execution to pick up in Q4 for the PIL, as a result we expect PIL to grow its net sales by 27.6% for FY10. As on Dec'09, the company is having strong order book of Rs35,372 mn, 3.4x FY10E revenue of Rs10,279 mn executable over two years. In addition, the company has bid for the projects worth Rs30 bn. On back of strong order book and buoyant opportunity, we expect net sales to grow by 44.6% CAGR to Rs21,505 mn over FY10-12E. Its EBIDTA margin improved by 201bps to 13.7% in 9mFY10. The company is planning to further enhance its presence in Road segment by participating with consortiums for BOT projects. The intention being to secure the cash contract for such BOT projects and later subcontract it to small players. These may provide healthy growth in top line but may put pressure on consolidated margins.

In order to continue healthy growth rate and carry out BOT projects, we expect company to raise ~Rs2,000 mn through equity route. We have factored fund raising at Rs400 per share, which should result in equity dilution of ~30%. Earlier, the company used to claim section 80IA benefit for tax purpose, as a result tax rate was lower in FY09. However, we have taken full tax rate for FY10-12. We expect net profit to grow by 57.2% CAGR to Rs1,230 mn over FY10-12E.

## Trend in sales & margins



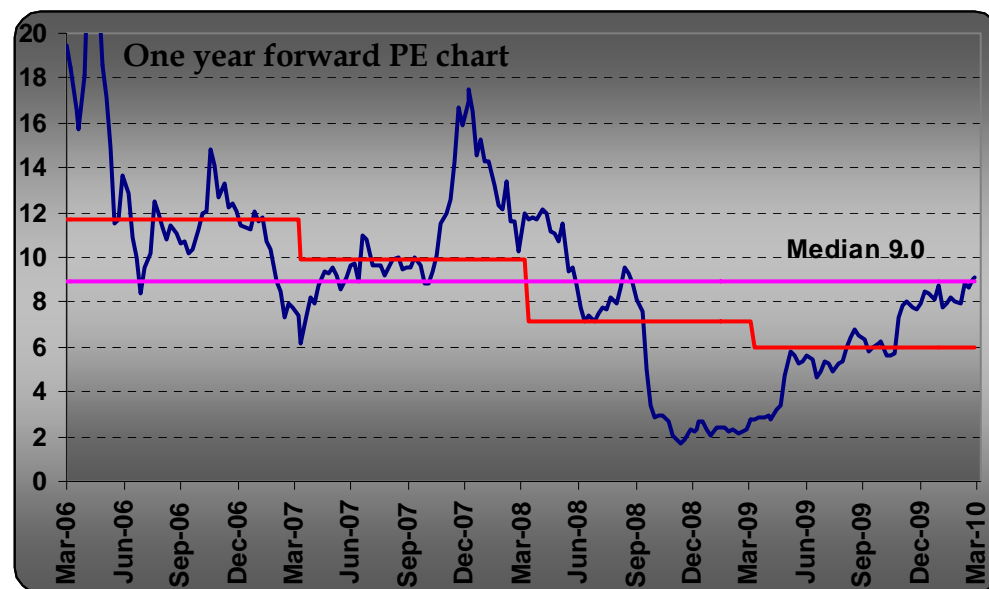
## Risk & Concerns

- The company has Income tax dues of Rs43mn mainly due to disallowance of Section 80IA in the Union Budget.
- To sustain high growth, the company will require funds for its working capital and investment in fixed assets. Given high debt level the company need to raise money.
- The company had D/E of 1.1 in FY09, we expect it to increase to 1.4 in FY10E. With interest coverage ratio of 3x and 3.3x in FY11E and FY12E respectively, any tightening of interest rate would have adverse effect on the company's profitability.
- Timely execution of projects is key in construction business, any delay on execution front may reduce our growth foretastes and put pressure on working capital and margins.
- As the company is trying to get into new verticals the risks involved with the business dynamics of those individual verticals may impact its performance.

# Valuations

The company is very small in comparison to players like IVRCL, NCC, Patel Engineering, Simplex Infrastructure, however it is also trading at discount to these players which are trading in range of 13-16x PE. Even it is trading at almost half EV/EBIDTA commanded by IVRCL. We expect these valuation gaps to narrow down as the company achieve size and deliver its execution capability on pan Indian basis.

We have recommended stock on May'09 at price of Rs143, since than the stock has given 163% return till date. Even at current price of Rs375, the stock is trading attractively, at 9.4x FY11E EPS of Rs40.1 and 6.6x FY12E EPS of Rs56.7. Historically, the stock has been traded in the range of 10-15x with four year median of 9x. On account of strong visibility we expect the stock to trade in the rage of 10-13x. It is trading at 5.9x and 5.0x FY11E and FY12E EBIDTA respectively. Based on 10x average EPS of FY11-12E we maintain BUY with price target of Rs484 (29% upside) .



Relative Valuations	Price	Mkt Cap	Book to	EBIDTA (%)	EPS Growth (%)	P/E	EV/EBIDTA	D/E	RoCE (%)	RoE (%)
Companies	(Rs)	(Rs mn)	Bill	FY11E FY12E	FY11E FY12E	FY11E FY12E	FY11E FY12E	FY11E FY12E	FY11E FY12E	FY11E FY12E
IVRCL	163	43,534	3.3	9.7 9.5	24.1 17.3	15.8 13.5	9.5 8.7	1.1 1.0	13.3 13.6	12.9 13.5
Patel Engineering *	461	32,187	2.2	17.8 17.7	17.2 22.8	14.3 11.6	7.3 6.4	1.2 1.1	12.7 13.7	13.5 14.3
Simplex Infrastructure	448	22,228	2.3	10.0 10.1	19.2 28.2	13.9 10.9	6.4 5.5	1.2 1.1	14.4 15.7	14.5 16.1
Sadbhav Engineering	115	16,053	6.4	10.7 10.7	32.8 29.5	20.4 15.7	10.5 8.4	0.5 0.5	17.4 18.9	15.2 16.9
Unity Infra	599	8,879	2.3	12.6 12.6	22.0 30.2	8.7 6.7	6.7 5.8	1.4 1.5	17.2 17.8	18.8 20.4
<b>Pratibha Industries</b>	<b>375</b>	<b>6,265</b>	<b>4.0</b>	<b>13.0 12.7</b>	<b>34.5 41.3</b>	<b>9.4 6.6</b>	<b>5.9 5.0</b>	<b>0.9 0.8</b>	<b>21.7 21.7</b>	<b>21.1 20.1</b>
J Kumar Infra	202	5,618	2.2	14.8 14.3	28.8 42.2	6.5 4.6	3.5 2.5	0.3 0.4	32.2 34.3	26.1 28.6
Gayatri Projects	381	4,226	4.8	11.4 11.5	31.9 25.9	6.6 5.3	4.1 3.8	1.5 1.4	20.0 20.5	21.2 21.8

**Note:** Consolidated numbers for Patel Engineering, Standalone numbers for others, Book to Bill on TTM basis

Source: MF Global PCG Research, Company, C line

## Profit & Loss and Balance Sheet – Consolidated – Rs mn

Income Statement	FY08	FY09	FY10E	FY11E	FY12E	Balance Sheet	FY08	FY09	FY10E	FY11E	FY12E
<b>Net Sales</b>	<b>5,614</b>	<b>8,058</b>	<b>10,279</b>	<b>15,650</b>	<b>21,505</b>	<b>Equity capital</b>	<b>167</b>	<b>167</b>	<b>167</b>	<b>217</b>	<b>217</b>
Raw materials	4,459	6,153	7,668	11,691	16,129	Reserves	1,672	2,080	2,539	5,309	6,485
Employee expenses	173	346	442	673	925	<b>Networth</b>	<b>1,839</b>	<b>2,247</b>	<b>2,706</b>	<b>5,526</b>	<b>6,702</b>
Other Exp	356	643	822	1,252	1,720	Total debt	1,328	2,485	3,679	5,179	5,679
<b>Op profit</b>	<b>625</b>	<b>916</b>	<b>1,347</b>	<b>2,035</b>	<b>2,731</b>	Deferred tax	18	62	193	422	745
Opm(%)	<b>11.1</b>	<b>11.4</b>	<b>13.1</b>	<b>13.0</b>	<b>12.7</b>	<b>Total liabilities</b>	<b>3,185</b>	<b>4,793</b>	<b>6,578</b>	<b>11,127</b>	<b>13,127</b>
Other income	39	50	51	78	108						
Depreciation	36	71	126	184	229						
Interest	225	341	524	620	760	<b>Gross fixed assets</b>	<b>990</b>	<b>1,683</b>	<b>2,791</b>	<b>4,091</b>	<b>5,091</b>
<b>PBT</b>	<b>403</b>	<b>554</b>	<b>748</b>	<b>1,309</b>	<b>1,849</b>	Less: Cum depreciation	69	139	265	449	678
Tax	61	107	251	438	620	Net fixed assets	921	1,544	2,526	3,642	4,413
<b>PAT</b>	<b>343</b>	<b>447</b>	<b>498</b>	<b>870</b>	<b>1,230</b>	Capital WIP	315	608	300	400	400
Extraordinary item	-	28	-	-	-	Investments	853	1	1	1	1
<b>Adj PAT</b>	<b>343</b>	<b>420</b>	<b>498</b>	<b>870</b>	<b>1,230</b>	Net current assets	1,095	2,641	3,751	7,084	8,314
Npm(%)	<b>6.1</b>	<b>5.2</b>	<b>4.8</b>	<b>5.6</b>	<b>5.7</b>	<b>Total assets</b>	<b>3,185</b>	<b>4,793</b>	<b>6,578</b>	<b>11,127</b>	<b>13,127</b>

## Cash Flow and Ratios – Consolidated – Rs mn

Cash flow	FY08	FY09	FY10E	FY11E	FY12E	Ratios	FY08	FY09	FY10E	FY11E	FY12E
						<b>Growth(%)</b>					
PBT & extraord. Items	402	554	748	1,309	1,849	Net Sales	86.9	43.5	27.6	52.3	37.4
Add: Int. depn. & oth. Exp.	260	378	650	804	989	Adj PAT	67.7	22.5	18.6	74.8	41.3
<b>Cash flow from op.</b>	<b>661</b>	<b>932</b>	<b>1,398</b>	<b>2,113</b>	<b>2,839</b>	Adj EPS	43.6	22.5	18.6	34.5	41.3
Net chg in w/c, tax, int.	813	(1,456)	(1,286)	(2,958)	(2,491)	<b>Per share data (Rs.)</b>					
<b>Net cash flow frm op.</b>	<b>1,474</b>	<b>(524)</b>	<b>112</b>	<b>(846)</b>	<b>347</b>	Adj EPS	20.5	25.1	29.8	40.1	56.7
Capital expenditure	(779)	(986)	(800)	(1,400)	(1,000)	Book value	110.2	134.6	162.1	254.8	309.0
Sale/ purchase of inv	(825)	886	-	-	-	DPS	2.0	2.0	2.0	2.0	2.1
<b>Net cash from inv.</b>	<b>(1,604)</b>	<b>(100)</b>	<b>(800)</b>	<b>(1,400)</b>	<b>(1,000)</b>	<b>Valuation(x)</b>					
Issue of eq/pref sh/warr.	328	810	671	2,880	(260)	P/E	18.3	14.9	12.6	9.4	6.6
Dividend paid	(33)	(33)	(39)	(51)	(53)	P/BV	3.4	2.8	2.3	1.5	1.2
<b>Net cash from financing</b>	<b>295</b>	<b>777</b>	<b>632</b>	<b>2,829</b>	<b>(313)</b>	EV/EBIDTA	9.9	8.8	6.9	5.9	5.0
Net chg in cash	165	153	(56)	584	(966)	<b>Performance(%)</b>					
Op. cash bal	403	568	722	665	1,249	RoCE	21.5	21.4	22.0	21.7	21.7
Cl. Cash bal	568	722	665	1,249	283	RoNW	24.6	20.5	20.1	21.1	20.1

## Status of work in Hand – Rs mn – 31<sup>st</sup> Dec'09

Sr No	Nature of work	Value of order	Balance work	Schedule Completion
1	Civil & Structural work for Proposed Shopping Mall at Mulund (West), Mumbai	649	355	Mar-11
2	Widening and Construction of Andheri-Kurla Link Road (Saki Naka to LBS Road and Jari Mari Road) Part of works of works of Original Package No. 2 of ASIDE Road.	233	173	Mar-10
3	Work of construction of inlet facilities, Raw water pumping, Raw Water reservoir, filter plant, Clear Water Reservoir, Clear water pipe line up to Nagaur, Intermediate pumping station, CWR and pumping Station at Nagaur with allied electrical, instrumentation	3,316	555	May-10
4	Construction of New International Terminal Building at SVPI Airport, Ahmedabad	1,221	348	Mar-10
5	IV Mumbai water supply project, construction of intake at Modak Sagar, , Tunnel from Modak Sagar to Bell Nallah and Pipeline from Bell Nallah to WYE-Branch.	2,225	2,061	Jul-11
6	Construction of tunnel from Malabar Hill to Cross Maidan, shafts and allied works.	1,567	1,005	Jan-11
7	Improvement of Nishat Doodhganga Water Supply Scheme for J & K Economic Reconstruction Agency	197	99	Jul-10
8	Providing, Laying, Jointing, Testing & Commissioning of Clear Water Rising Mains and Feeder Mains at Jabalpur	264	65	Jan-10
9	Urban Water Supply And Environmental Improvement Project In Madhya Pradesh Package 13 & 17	978	62	Jul-10
10	Construction of Pilot Corridor on A.B.Road (Niranjanpur to Rajiv Gandhi Square) under Bus Rapid Transit System, Indore.	1,377	1,098	Jul-10
11	Construction of Link Road MR-9 (MR-10 to Bye-Pass Via Electronics Complex) Indore, M.P. (Under Jawaharlal Nehru National Urban Renewal Mission)"	374	227	Jul-10
12	Construction of cement concrete Link Road from White Church to Bye-Pass including shifting of utilities, electric pole, storm water drainage, water pipeline, services etc. (Under JNNUR Mission)	195	118	Jul-10
13	Providing & laying 3000 mm. internal diameter M.S.Above ground water main including cement mortar lining from inside and allied works Sec I : From Aghai to Jamboli	2,737	419	Mar-11
14	Providing & laying 3000 mm. internal diameter M.S.Above ground water main including cement mortar lining from inside and allied works. Sec III : From Pogaon to Gundavali	1,611	471	Mar-11
15	Construction of "Imperial Heights" at Oshiwara embracing podium up to 4th Floor above G.L. and 4 towers of 44 flowers above podium P1 to P4 & Deck Level P 5	589	156	Jul-10



Sr No	Nature of work	Value of order	Balance work	Schedule Completion
16	Replacement of worn out rising mains and laying of new rising mains and gravity mains in various part of Jammu City (Strengthening of existing system Phase – III).	495	131	Jul-10
17	Construction of IRLA Pumping Station for BMC	771	383	Mar-10
18	Construction/Expansion of Domestic Arrival Terminal Building for Delhi International Airport (P) Ltd., Delhi	414	59	Dec-09
19	Civil, Mechanical & Electrical Works for 900 MLD capacity Water Pumping Station at Bhandup Complex. Contract: MVP-7, MVP-8(M) & MVP-9 (E)	538	312	Oct-10
20	Prposed high rise Commercial Building known as 'SUNSHINE TOWARS' on plot bearing F. P. No.: 616 (Part), of TPS - IV Mahim Div Situated at Senapati Bapat Road, Dadar (W) Mumbai - 13	370	12	Jan-10
21	Design-Build unified MS clear water transmission main between Laxmi Nagar crossing to Rajiv Gandhi Smriti Van	448	103	Mar-10
22	Design, Construction, supplying, Laying & Joining, Testing and Commissioning Successfully, 1 year DLP and 5 yr. O & M of minimum 1500 min dia (approx pipe laying 22 KM) MS raw water twin mains with internal lining and external coating i/c appurtenances	1,560	1,222	Jul-10
23	Construction of Substructure (Basement except Ground Floor Level Slab) of C - 70 at Brandra Kurla Complex, Bandra (E), Mumbai	1,110	533	Apr-10
24	Civil work for Construction of Institutional Building at plot no.: 59, sector no. 29, Vashi Navi Mumbai	340	70	Dec-10
25	Civil, Structural, Architectural & Electrical Works for Construction of Administrative Block and Associated Facilities for Brahmaputra Petrochemical Complex of M/S Brahmaputra Cracker and Polymer Limited at Lepetkata, Assam	305	129	Jan-10
26	Supply Installation and maintenance of AMR water meters of various sizes as per the specifications given by the MCGM for a total "Post-Installation period" of 5 (five) years and for recording monthly readings of such installed meters in the City area of M	1,611	471	Mar-11
27	RCC Structural & Civil works, Masonry, Waterproofing and plastering	589	156	Jul-10
28	2 Basement + 3 podium + 41 Upper floors and club house, Drivers Rooms Etc.	495	131	Jul-10
29	Construction of Residential tower at Vasukamal, Bandra(W)	771	383	Mar-10
30	Construction of ESIC Medical College, Comprising of Hospital Building, Medical College, Hostel, Residential Complex, including allied services at Bihta (Patna)	414	59	Dec-09

Sr No	Nature of work	Value of order	Balance work	Schedule Completion
31	Replacement of two Nos. 1800 mm dia existing riveted Tansa mains from Tansa to Tarali by One No. 2750 mm dia. M. S. all welded pipe line in the H. E.'s outside city division from Tansa Dam to Jamboli	4,061	3,895	May-13
32	Survey, Design, Supply of all materials, Labor and construction, Erection, Commissioning, Testing, Trial run of Water Treatment Plant (100MLD) at Meerut on Turnkey Basis, for Meerut Water Supply project under JNNURM	2,943	2,943	Oct-11
33	CW and Make up Water System Civil Works package for Mauda Super Thermal Power Project (2x500 MW)	588	588	July-11
34	Bangalore Water Supply & Sewerage Project (II) - Contract W5e:- Procurement, Fabrication and Laying of clear Water Main from Vajarahalli to HBR on East of Bangalore	3,095	3,095	Jan-12
35	Comprehensive Water Supply scheme to Guledgudda town with Almatti Reservoir as source - Laying Raw water pipe Line , construction RCC GLSR and Pump House, construction 10 lakh liters capacity RCC and Design Construction Supply Installation , testing and Commissioning of 13.84 MLD Capicity WTP including all civil mechanical and electrical works at kamatagi	304	304	
36	Designing, Constructing, Testing, Commissioning of Water works at Chadu Budhera, Gurgaon,. Automated Water treatment Plant, and all other work contingent there to complete in all respects on turn key basis	1,299	1,299	
37	Constuction of conventional underground multi - level Car Parking New Friends Colony, Jangpura and Kalkaji in Central Zone	1,042	1,042	15 months
38	Augmentation of Water Supply Network in Navi Mumbai Municipal Corporation area under JNNURM Project	1,625	1,625	Aug-11
39	Bokarpada Waterpurification center with Construction of New SUMPS & PUMPHOUSE and installation of Pumping Machine	344	344	Oct-11
40	Construction of Multilevel parking with Commercial Development at New delhi Railway Station - Cum - Airport Terminal of Airport Express line	1,500	1,500	Feb-11
41	Other projects on the verge of total completion		470	
	<b>Total (Rs mn)</b>		<b>35,372</b>	

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