

## **Company Flash**

31 January 2008 | 6 pages

## Nagarjuna Construction (NGCN.BO)

## **Buy: Execution Woes Plague Growth**

- In-line PAT Nagarjuna posted recurring PAT of Rs396mn, up 5% YoY, and largely in-line with our expectations of Rs389mn for Q308. While margins were in-line with estimates, revenue growth of 11% YoY was well below our estimate of 21% growth. PAT was boosted by lower-than-expected interest costs and taxes and higher-than-expected other income.
- **Execution problems plagued revenue growth** Revenues grew by only 11% YoY. This was mainly due to 1) land acquisition problems faced by NHAI for road projects in UP, and 2) delay in allocating land for a building project in Karnataka.
- Management guides down FY08E revenues— The company mentioned that the land delays were resolved and the projects were back on track, but revised down its revenue guidance by 8% from Rs37.5bn to Rs34.5bn. Management maintained that it will clock top-line growth of at least 30%-35% CAGR for the next 2 years.
- Order backlog of Rs97.5bn Order booking has continued at a steady pace Nagarjuna has won Rs15bn worth of orders in Q308 and has guided for an order backlog of Rs100bn for FY08E. The company has bid for construction contracts in the oil and gas space and is looking to bid for more road BOT projects. Nagarjuna is also exploring an MOU with a Chinese company for EPC of power plants.

| Buy/Medium Risk             | 1 M        |
|-----------------------------|------------|
| Price (31 Jan 08)           | Rs266.15   |
| Target price                | Rs336.00   |
| Expected share price return | 26.2%      |
| Expected dividend yield     | 0.5%       |
| Expected total return       | 26.7%      |
| Market Cap                  | Rs60,888M  |
|                             | US\$1,549M |
|                             |            |

#### Price Performance (RIC: NGCN.BO, BB: NJCC IN)



#### **Statistical Abstract**

| Year to | Net Profit Diluted EF |       | EPS growth | P/E  | P/B | ROE  | Yield |
|---------|-----------------------|-------|------------|------|-----|------|-------|
| 31 Mar  | (RsM)                 | (Rs)  | (%)        | (x)  | (x) | (%)  | (%)   |
| 2006A   | 1,039                 | 4.97  | 45.8       | 53.5 | 5.8 | 16.4 | 0.3   |
| 2007A   | 1,303                 | 6.25  | 25.7       | 42.6 | 5.3 | 13.2 | 0.4   |
| 2008E   | 1,945                 | 8.17  | 30.8       | 32.6 | 3.8 | 14.7 | 0.5   |
| 2009E   | 3,112                 | 13.08 | 60.0       | 20.4 | 2.9 | 16.8 | 0.5   |
| 2010E   | 3,895                 | 16.37 | 25.2       | 16.3 | 2.5 | 17.2 | 0.6   |

Source: Powered by dataCentral

See Appendix A-1 for Analyst Certification and important disclosures.

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#### Figure 1. Nagarjuna Q308 results

|                                      | Q307    | Q308    |     | Q308E   |
|--------------------------------------|---------|---------|-----|---|
| Net Sales                            | 6,998   | 7,795   | 11% | 8,500 Lower than expected due to land acquisition problems.                     |
| Growth YoY%                          | 48%     |         |     | 21%   |
|                                      | 83%     | 82%     |     |   |
| Increase)/Decrease in Stock in Trade | (21)    | 687     |     |   |
| Consumtion of Raw materials          | (2,076) | (2,639) |     | (2,805)   |
| s a % of net sales                   | 30%     | 25%     |     | 33%   |
| Other Construction expenses          | (3,044) | (3,646) |     | (3,400)   |
| as a % of net sales                  | 44%     | 47%     |     | 40%   |
| abour                                | (659)   | (767)   |     | (765)   |
| s a % of net sales                   | 9%      | 10%     |     | 9%  |
| taff Cost                            | (225)   | (369)   |     | (425)   |
| as a % of net sales                  | 3.2%    | 4.7%    |     | 5.0%  |
| Other Expenses                       | (171)   | (199)   |     | (170)   |
| as a % of net sales                  | 2%      | 3%      |     | 2%  |
| Total Expenditure                    | (6,195) | (6,933) |     | (7,565)   |
| BITDA                                | 802     | 862     | 7%  | 935   |
| BITDA margin%                        | 11.46%  | 11.06%  |     | 11.00%  |
| hange YoY (bps)                      | 179     | (40)    |     | (46)  |
| epreciation                          | (76)    | (123)   | 62% | (117)   |
| rowth YoY%                           | 43%     |         |     | 54%   |
| BIT                                  | 726     | 740     | 2%  | 818   |
| BIT margin%                          | 10.4%   | 9.5%    |     | 9.6%  |
| nterest                              | (185)   | (167)   |     | (233) Lower than expected interest costs  |
| )ther Income                         | 5       | 11      |     | 5 Higher than expected  |
| BT                                   | 546     | 584     | 7%  | 590   |
| 'BT margin%                          | 7.8%    | 7.5%    |     | 6.9%  |
| ах                                   | (168)   | (187)   |     | (200) Lower than expected   |
| ffective Tax Rate%                   | 31%     | 32%     |     | 34%   |
| Recurring PAT                        | 378     | 396     | 5%  | 389 Inline. PAT lower due to higher tax rates due to removal of<br>Section 80IA |
| Recurring PAT margin%                | 5.4%    | 5.1%    |     | 4.6%  |

Source: Citi Investment Research

## **Nagarjuna Construction**

### **Company description**

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Nagarjuna Construction Company (NJCC), with a controlling shareholders' stake of 26%, was established more than 27 years ago. It is one of the fastest growing construction companies in India. NJCC is a diversified player, and has executed projects across sectors and is well-positioned to capitalize on capex opportunities in areas such as transportation, power, and irrigation.

#### Investment strategy

We rate Nagarjuna Construction shares Buy / Medium Risk (1M) with a target price of Rs336. We forecast a FD EPS CAGR of 38% for FY07-10E and an ROE of ~16-17%, and expect order backlog growth of 24% during this period. Entry into verticals like E&C for metals and oil and gas sectors should bolster order inflows.

#### Valuation

Our sum-of-the-parts-based target price for NJCC of Rs336 per share is based on its four distinct parts: cash contract business, BOT projects, real estate projects, and landbank. We value the core construction business at a P/E of 19x Sept09E FD EPS to derive a value of Rs280 per share. We value its BOT projects at Rs34 per share, using the P/BV method to value its share in these projects. We then value its real estate projects at Rs19 per share based on DCF. Finally, we value its landbank at Rs3 per share, using management's estimates of its current market value.

#### Risks

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We rate NJCC shares Medium Risk. This differs from the High Risk rating suggested by our quantitative risk rating system, which tracks 260-day historical share price volatility. This is primarily because NJCC's order book of over Rs90bn implies sales coverage of 3x FY07 sales and provides good earnings visibility over the medium term. Risks to the shares reaching our target price include: rising material prices, project risks, commercial risks associated with BOT projects, equity dilution and a shortage of skilled manpower. It also faces risk from exposure to government-funded projects.

# Appendix A-1

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