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# Infrastructure

# Improved construction activity; EXIM growth slows

Q2FY22 saw an improvement in both ordering and execution for the industry. However, order inflow trend for the listed space was not uniform with only a handful of companies reporting improvement. Execution recovery after the 2<sup>nd</sup> wave impact has been swift though will remain capped by monsoons in Q2FY22. We expect GR Infra, PNC, Ahluwalia Contracts, HG Infra and NCC (on low base) to report strong YoY execution growth. Margins are likely to remain stable or improve due to improved execution. Payment cycles remain stable QoQ though with delays persisting in known pockets of Telangana irrigation, AP and rural electrification. Port cargo volumes weakened due to lower coal and iron ore cargo as well as slower container cargo. PNC, HG Infra, G R Infra and Ahluwalia Contracts are our top result picks.

#### Tendering and ordering activity improved materially in Q2FY22

We have seen a strong revival in ordering/tendering activity in Q2FY22 after a weak quarter (impacted by Covid 2<sup>nd</sup> wave). Order awards grew 27.5% QoQ to Rs927bn (up 14.6% YoY) in Q2FY22. Major beneficiaries in our coverage universe are L&T (Rs88bn) and NCC (Rs22bn). Tenders grew sharply by 55% QoQ to Rs2.1tn (up 22% YoY) led by Highways (up 57% QoQ) and Buildings (up 35% QoQ). Major tender issuing authorities were NHAI (Rs287bn, up 82% QoQ) and Bharat Broadband (Rs294bn).

#### Strong execution across the sector; working capital/leverage largely stable

Execution recovered well during the quarter with normal labour availability but will also remain capped owing to monsoons. EBITDA margins are likely to remain stable or improve QoQ due to improved execution. Margin pressure for KEC is likely to continue due to continued losses in SAE. With timely payments from most clients, we expect the working capital/debt levels to remain largely stable QoQ. Delays persist in Telangana (irrigation), AP and UP/Jharkhand electrification contracts.

#### Order inflows improved after weak Q1 but ask rate for H2 remains high

We saw improved order wins in Q2FY22 after the lull in Q1 though the recovery was not uniform across companies. Ashoka Buildcon, NCC and HG Infra reported good order wins while KEC, GR Infra and Ahluwalia reported moderate order intake. Order inflow was weak for L&T while PNC is yet to win any orders in FY22. We expect awarding momentum to strengthen in H2 which is also a seasonally strong period. Order backlogs of construction companies were moderate to strong (2-4x TTM revenues) as on June-21 with HG Infra/GR Infra specifically in need of a rather quick accretion.

#### L&T: Order inflows weak, but execution set to show strong recovery

Led by weak order announcements of Rs88bn (average of range) in Q2FY22, we expect E&C order inflows to grow by 7% YoY to Rs185bn on a low base (we assume some. Consolidated order inflows are likely to grow 7.7% YoY to Rs302bn. Key drivers are Infrastructure and Hydrocarbons segments. We build in 17% YoY growth (on a relatively impacted base) in E&C revenue, led by strong backlog and normalcy in execution. We expect E&C margins to improve 90bp YoY to 9%. We expect consolidated revenue to grow 15.4% YoY to Rs358bn, EBITDA to grow 17.2% YoY to Rs39.1bn, with EBITDA margin expanding 20bp YoY to 10.9%. We estimate PAT of Rs17.9bn.

#### Ports: Cargo momentum weakens for APSEZ; GPPL volumes likely to remain impacted

Adani Ports & SEZ's (APSEZ) cargo (ex-Gangavaram) declined sharply by 9.8% QoQ to 68.2mt in Q2FY22 mainly on account of weak coal and iron ore cargo. Container cargo declined by 2.9% QoQ to 2.02mn TEUs in Q2FY22. We expect the consolidated EBITDA is to decline by 2.3% YoY to Rs22.5bn (PY included FX MTM gain of Rs4.5bn/ gain of only Rs295mn in Q2FY22E). PAT is likely to decline by 11.5% YoY to Rs12.3bn.

GPPL's cargo is likely to grow by only 7.8% QoQ on a low base (Q1FY22 impacted by cyclone) to 3mt in Q2FY22 (down 8.6% YoY). Container cargo is likely to grow 6% QoQ to 160k TEUs (down 5.5% YoY). We expect GPPL's revenue to decline by 4.5% YoY to Rs1.7bn and EBITDA to decline by 6.3% YoY to Rs964mn, with EBITDA at Rs317/MT (up 2.5% YoY due to impact of tariff hike). PAT is likely to decline by 10.7% YoY to Rs468mn.

Please see Appendix for analyst certifications and all other important disclosures.

Q2FY22 Earnings Preview

India I Infrastructure 7 October 2021

BSE Sensex: 59677

#### Nifty 50 vs. Nifty Infra



#### Stock price performance (%)\*

Company Name	1 Mth	3 Mth	6 Mth	1 Yr
Adani Ports	(3.6)	1.9	(1.7)	99.5
Ashoka Buildcon	(2.4)	(11.5)	(1.3)	51.1
Gujarat Pipavav	7.0	(5.8)	6.7	22.9
KEC International	4.9	4.6	7.2	31.4
Larsen & Toubro	0.1	14.1	17.3	89.9
NCC Ltd	5.4	(7.5)	2.7	143.9
PNC Infratech	0.8	24.8	41.1	120.1
KNR Constructions	(10.1)	21.3	35.8	124.2
HG Infra	18.4	69.5	134.9	277.6
Ahluwalia Contracts	(10.1)	(12.5)	17.0	50.4
G R Infraprojects	16.3	NA	NA	NA
Nifty	1.5	12.2	18.7	51.3

Source: Bloomberg; \*as on  $6^{th}$  October 2021

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#### Fig 1: Q2FY22 earnings expectations

D	Revenue			EBITDA		EBITDA Margin (%)		Adjusted PAT			Reported PAT			
Rsmn	Q2FY22E	2FY22E Q2FY21 YoY (%)			Q2FY21	YoY (%)	Q2FY22E	Q2FY21	Q2FY22E	Q2FY21	YoY (%)	Q2FY22E	Q2FY21	YoY (%)
Construction & Infrastructure														
Ahluwalia Contracts	5,500	4,345	26.6	640	342	87.2	11.6	7.9	367	180	104.5	367	180	104.5
Ashoka Buildcon	9,250	8,775	5.4	1,107	1,309	-15.5	12.0	14.9	918	1,047	-12.3	918	1,047	-12.3
GR Infraprojects	19,000	11,683	62.6	3,225	2,567	25.6	17.0	22.0	1,837	1,411	30.2	1,837	1,411	30.2
HG Infra Engineering	6,750	4,674	44.4	1,080	769	40.3	16.0	16.5	576	327	76.3	576	327	76.3
KEC International	35,507	32,577	9.0	2,347	2,931	-19.9	6.6	9.0	962	1,426	-32.5	962	1,426	-32.5
KNR Constructions	6,250	6,012	4.0	1,154	1,240	-7.0	18.5	20.6	532	611	-12.9	532	498	6.8
Larsen & Toubro	3,58,250	3,10,347	15.4	39,079	33,348	17.2	10.9	10.7	17,913	11,066	61.9	17,913	55,203	-67.6
NCC	22,000	15,408	42.8	2,380	2,098	13.4	10.8	13.6	800	584	36.9	800	584	36.9
PNC Infratech	14,000	10,535	32.9	1,960	1,421	37.9	14.0	13.5	1,137	693	64.1	1,137	693	64.1
						Ports								
Adani Ports & SEZ*	34,948	29,025	20.4	22,461	22,986	-2.3	64.3	79.2	12,270	13,870	-11.5	12,270	13,870	-11.5
Gujarat Pipavav Port	1,744	1,827	-4.5	964	1,029	-6.3	55.3	56.3	468	524	-10.7	468	524	-10.7

Source: Company data, Centrum Broking \*: Q2FY22 is 4<sup>th</sup> quarter of KPCL consolidation, so numbers are not strictly comparable on a yoy basis ^Fx MTM gain of Rs295mn in Q2FY22E vs. Fx MTM gain of Rs4.5bn in Q2FY21.

#### Fig 2: Summary of Q2FY22 preview

Company	Key points to monitor
Ahluwalia Contracts	Recovery in margins would be monitored closely as execution levels have picked up and provisions/ write-offs have largely been completed in FY20/21.
Ashoka Buildcon	Recovery of rural electrification receivables and status of ACL monetization deal will be the key areas to monitor.
HG Infra Engineering	Progress in order inflow guidance would be closely monitored.
KEC International	EBITDA margins to remain under pressure owing to higher commodity prices and continued SAE losses.
KNR Constructions	Telangana irrigation receivables remain high. Progress of deal with Cube for 3 HAM assets would be closely monitored.
Larsen & Toubro	Guidance on order inflows and margins would be closely monitored given H1 inflows have been weak.
NCC Ltd	Commentary on recovery of AP receivables and status on monetization of land parcel in Vizag.
PNC Infratech	Commentary on status of monetization of Ghaziabad-Aligarh project would be closely monitored.
Adani Ports & SEZ	Management view on volume guidance for FY22 given the weak cargo performance in Q2FY22.
Gujarat Pipavav Port	Container volumes likely to remain weak in Q2FY22. We would monitor the volume addition in containers from two new service additions.

Source: Company data, Centrum Broking

### Fig 3: Order backlogs remain moderate to strong; order inflows show some recovery

Rsmn	Order backlog (June-21)	OB to bill (x) (June-21)	Q2FY22 Order inflows	H1FY22 Order inflows
Ahluwalia Contracts	71,150	3.1	11,190	11,190
Ashoka Buildcon	1,20,707	2.8	18,496	48,301
GR Infraprojects	1,50,584	1.9	18,673	18,673
HG Infra Engineering	61,438	2.0	13,930	13,930
KEC International	2,04,340	1.5	11,990	56,000
KNR Constructions	1,16,789	3.9	3,128	10,728
Larsen & Toubro	32,37,210	3.2	3,02,000*	5,67,570
NCC Ltd	3,74,840	4.7	22,050	53,760
PNC Infratech	1,55,220	2.9	-	-

Source: Company data, Centrum Broking \*: our consolidated order inflow estimate (E&C order inflow est of Rs185bn)

Rsmn	Q2FY22E	Q2FY21	yoy (%)
Cargo volumes	68.2*	56.2#	21.3
Port revenue	30,008	24,315	23.4
Non-Port revenue	4,940	4,710	4.9
Total revenue	34,948	29,025	20.4
Port EBITDA	21,164	21,666	(2.3)
Port EBITDA ex of MTM Fx gain/loss	20,869	17,190	21.4
Non-port EBITDA	1,296	1,320	(1.8)
Total EBITDA	22,461	22,986	(2.3)
Port EBITDA margin (ex of MTM Fx gain/loss)	69.5	70.7	
Non-port EBITDA margin	26.2	28.0	
Total EBITDA margin	64.3	79.2	
Total EBITDA margin (ex of MTM Fx gain/ loss)	63.4	63.8	

Source: Company, Centrum Broking; \*: ex-Gangavaram volumes; #: does not include Krishnapatnam volumes

## Fig 5: GPPL – Volume performance

Volumes	Q2FY22E	Q2FY21	YoY	Q1FY22	QoQ
Container (TEUs)	1,58,773	1,68,051	5.8%	1,49,952	5.9%
Bulk (mt)	0.8	0.9	21.6%	0.7	13.6%
Liquid (mt)	0.2	0.1	-0.7%	0.1	7.1%
Total (mt)	3.0	3.3	9.4%	2.8	7.8%

Source: Company, Centrum Broking

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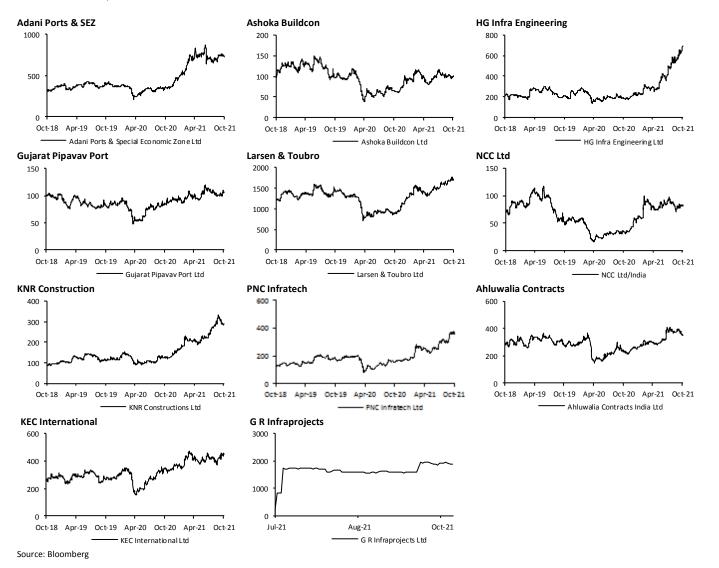
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