Quarterly Update/Target price change

PSP Projects

India | Infrastructure



Going strength to strength

In-line performance for 2QFY19

PSP Projects (PSPPL) revenues grew 50% YoY to INR 2.1bn, led by healthy execution on 35 projects under construction including Surat Diamond Bourse (SDB) which contributed INR 560mn (27% of revenue). SDB project is progressing satisfactorily and has been completed to the extent of 12% of total project cost of INR 15.75bn. EBITDA margin & earnings too stood along expectations at 14% and INR 176mn (+39% YoY).

Maintains INR 10bn order addition target for FY19

Order accretion for FY19 YTD stood at INR 4.3bn, including prestigious wins from clients like MRF, Zydus Cadila and Torrent Pharmaceuticals. With healthy tender pipeline, management is confident of achieving orders in excess of INR 10bn in FY19 and we concur.

Execution to propel; expect sales CAGR of 35% over FY18-20E

Pending order backlog of INR 26bn provides 2.9x revenue visibility. Post a seasonally weak 2Q, execution on SDB is likely to gain strength taking the current monthly billing run-rate from ~INR 250-300mn to ~INR 400mn+ in 2HFY19. Ex-SDB orderbook of INR 12bn has an average construction period of 18 months which would also contribute to near term execution. Incremental employee addition of 174 in 1H is a testimony to management's focus on completing projects on time. Management believes even post completion of SDB, 15% execution growth will sustain, led by a pickup in order inflows and ability to take higher ticket size projects.

Valuation: Buy with revised target price of INR 478

Healthy execution for the quarter helps us retain our revenue CAGR of ~35% over FY18-20E with contribution from SDB at INR 5bn in FY19. Order accretion is as per expectations, and given buoyancy & strong tender pipeline in factories & buildings segment, new order additions are unlikely to disappoint in near term. We expect inflows of ~INR 15bn for FY19E and ~INR 20bn for FY20E. We upward revise EBITDA margins estimates for FY19E & FY20E taking cognizance of healthy operational performance in 1H. Retain **Buy** with revised TP of INR 478, core construction valued at INR 472 on 15x FY20E P/E (from earlier 20x owing to perceived liquidity risks in the sector) & value of investments in subsidiaries at INR 6 on BV. We believe PSPPL would continue get premium valuations on healthy balance sheet & superior return ratios.

Rating: Buy

Target Price: INR 478

Upside: 26%

CMP: INR 379 (as on 5 November 2018)

| Key data | |
|-------------------------------|------------------|
| Bloomberg / Reuters Code | PSPPL IN/PSPP.BO |
| Current /Dil. Shares O/S (mn) | 36/36 |
| Mkt Cap (INR bn/USD mn) | 14/186 |
| Daily Volume (3M NSE Avg) | 4,499 |
| Face Value (INR) | 10 |

1 USD = INR 73.1

Note: * as on 5 November 2018; Source: Bloomberg

Price & volume



Source: Bloomberg

| Shareholding (%) | Q3FY18 | Q4FY18 | Q1FY19 | Q2FY19 |
|-------------------------|--------|--------|--------|--------|
| Promoter | 72.0 | 72.1 | 72.4 | 73.0 |
| Institutional Investors | 10.8 | 9.4 | 9.6 | 9.6 |
| Other Investors | 9.4 | 8.8 | 7.1 | 6.9 |
| General Public | 7.8 | 9.6 | 10.8 | 10.6 |
| Source: BSE | | | | |
| D : 6 | 10/1 | 21.4 | (11 | 1214 |

| Price performance (%) | 3M | 6M | 12M |
|-----------------------|--------|--------|--------|
| Sensex | (6.9) | 0.1 | 3.8 |
| PSP Projects | (20.1) | (31.6) | (10.5) |
| NCC | (13.6) | (39.9) | (26.8) |

Source: Bloomberg

| YE March (INR mn) | Q2FY19 | Q2FY18 | YoY (%) | Q1FY19 | QoQ (%) | Q2FY19E | Variance (%) |
|------------------------|--------|--------|---------|--------|---------|---------|--------------|
| Net sales | 2,099 | 1,396 | 50.4 | 2,347 | (10.6) | 2,112 | (0.6) |
| Operating Expenses | 1,806 | 1,209 | 49.3 | 2,017 | (10.5) | 1,817 | (0.6) |
| % of Sales | 86.0 | 86.6 | | 85.9 | | 86.0 | |
| EBITDA | 294 | 186 | 57.6 | 330 | (11.0) | 296 | (0.7) |
| EBITDA Margins (%) | 14.0 | 13.4 | | 14.1 | | 14.0 | |
| Other income | 54 | 52 | 4.7 | 61 | (10.8) | 50 | - |
| Interest | 23 | 20 | 13.0 | 15 | 56.0 | 20 | 13.6 |
| Depreciation | 58 | 23 | 153.4 | 48 | 20.3 | 48 | 20.3 |
| PBT | 267 | 195 | 37.0 | 328 | (18.5) | 278 | (3.6) |
| Tax | 92 | 69 | 33.8 | 117 | (21.6) | 92 | 0.3 |
| Effective Tax Rate (%) | 34.4 | 35.2 | | 35.7 | | 33.0 | |
| PAT | 176 | 127 | 38.7 | 211 | (16.7) | 186 | (5.6) |
| NPM (%) | 8.4 | 9.1 | | 9.0 | | 8.8 | |
| EPS | 4.9 | 3.5 | 38.7 | 5.9 | (16.7) | 5.2 | (5.6) |

| YE | Revenue | YoY | EBITDA | EBITDA | Adj PAT | YoY | Fully DEPS | RoE | RoCE | EV/EBITDA |
|-------|----------|--------|----------|------------|----------|------|------------|------|------|-----------|
| March | (INR mn) | (%) | (INR mn) | margin (%) | (INR mn) | (%) | (INR) | (%) | (%) | (x) |
| FY17 | 4,008 | (12.5) | 658 | 16.4 | 413 | 64.4 | 11.5 | 47.5 | 49.6 | 19.8 |
| FY18 | 7,298 | 82.1 | 1,014 | 13.9 | 644 | 55.8 | 17.9 | 31.4 | 43.4 | 11.4 |
| FY19E | 9,828 | 34.7 | 1,282 | 13.0 | 856 | 33.0 | 23.8 | 25.6 | 34.6 | 9.9 |
| FY20E | 13,365 | 36.0 | 1,740 | 13.0 | 1,132 | 32.2 | 31.4 | 27.4 | 35.1 | 7.2 |

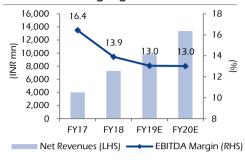


Standalone Financials (YE March)

| Stariuaione Financiais |) (IE N | nai Ci | (1) | |
|---|--|--|---|---|
| Income Statement (INR mn) | FY17 | FY18 | FY19E | FY20E |
| Net Revenues | 4,008 | 7,298 | 9,828 | 13,365 |
| EBITDA | 658 | 1,014 | 1,282 | 1,740 |
| Add:- Non operating Income | 132 | 184 | 174 | 166 |
| OPBIDTA | 790 | 1,198 | 1,456 | 1,905 |
| Less: - Depreciation & Amortization | 76 | 112 | 145 | 184 |
| EBIT | 715 | 1,086 | 1,311 | 1,721 |
| Less:- Interest Expenses | 75 | 87 | 88 | 104 |
| Less:- Exceptional item | 0 | 0 | 0 | 0 |
| PBT | 639 | 999 | 1,223 | 1,617 |
| Less :- Taxes | 226 | 355 | 367 | 485 |
| Reported PAT | 413 | 644 | 856 | 1,132 |
| Adjusted PAT | 413 | 644 | 856 | 1,132 |
| Balance Sheet (INR mn) | FY17 | FY18 | FY19E | FY20E |
| Share Capital | 288 | 360 | 360 | 360 |
| • | | | | |
| Reserves | 788 | 2,667 | 3,308 | 4,223 |
| Net worth | 1,076 | 3,027 | 3,668 | 4,583 |
| Borrowings | 677 | 216 | 667 | 876 |
| Deferred Tax (Net) | (12) | (18) | (18) | (18) |
| Other liabilities | 9 | 0 | 0 | 0 |
| Total Liabilities | 1,751 | 3,225 | 4,317 | 5,441 |
| Gross Block | 836 | 1,196 | 1,596 | 2,021 |
| Less:- Accumulated Depreciation | 318 | 425 | 493 | 593 |
| Net Block | 518 | 770 | 1,103 | 1,428 |
| Add:- Capital work in progress | 0 | 18 | 0 | 0 |
| Investments | 76 | 77 | 77 | 77 |
| Cash & bank balances | 1,250 | 2,232 | 1,623 | 1,913 |
| Net Working Capital | (399) | (708) | 697 | 1,184 |
| Other Assets | 307 | 834 | 817 | 849 |
| Total Assets | 1,751 | 3,225 | 4,317 | 5,441 |
| Cash Flow Statement (INR mn) | FY17 | FY18 | FY19E | FY20E |
| Cash profit adjusted for non cash items | 658 | 1,014 | 1,282 | 1,740 |
| Add/Less:- Working Capital changes | (641) | (566) | (1,771) | (973) |
| Operating Cash Flow | 17 | 448 | (489) | 767 |
| Less:- Capex | | 382 | 460 | 509 |
| Free Cash Flow | 71 | 302 | 100 | |
| | 71 (54) | 66 | (949) | 258 |
| Financing Cash Flow | | | | |
| Financing Cash Flow Investing Cash Flow | (54) | 66 | (949) | 258 (81) 133 |
| | (54) 150 | 66 759 | (949) 148 | (81) |
| Investing Cash Flow | (54) 150 90 | 66 759 159 | (949) 148 192 | (81) 133 311 |
| Investing Cash Flow Net change in Cash Ratio Analysis | (54) 150 90 186 | 66 759 159 984 | (949) 148 192 (609) | (81) 133 |
| Investing Cash Flow Net change in Cash Ratio Analysis Income Statement Ratios (%) | (54) 150 90 186 FY17 | 66 759 159 984 FY18 | (949) 148 192 (609) FY19E | (81) 133 311 FY20E |
| Investing Cash Flow Net change in Cash Ratio Analysis Income Statement Ratios (%) Revenue Growth | (54) 150 90 186 FY17 (12.5) | 66 759 159 984 FY18 82.1 | (949) 148 192 (609) FY19E | (81) 133 311 FY20E 36.0 |
| Investing Cash Flow Net change in Cash Ratio Analysis Income Statement Ratios (%) Revenue Growth EBITDA Growth | (54) 150 90 186 FY17 (12.5) 67.7 | 66 759 159 984 FY18 82.1 54.0 | (949) 148 192 (609) FY19E 34.7 26.4 | (81) 133 311 FY20E 36.0 35.7 |
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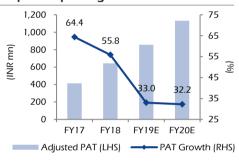
Note: pricing as on 5 November 2018; Source: Company, Elara Securities Estimate

Revenue & margin growth trend



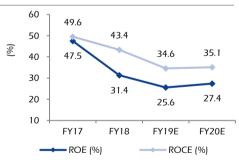
Source: Company, Elara Securities Research

Reported profit growth trend



Source: Company, Elara Securities Research

Return ratios



Source: Company, Elara Securities Research

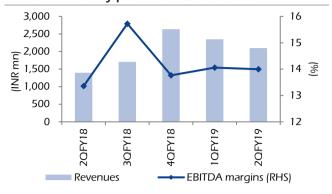
Management guidance

| Particulars | FY19E |
|------------------------|--------|
| SDB execution (INR mn) | 5,000 |
| Revenue growth YoY | 35% |
| EBITDA margin | 12-14% |
| Order inflows (INR bn) | 10 |
| Capex (INR mn) | 500 |

Source: Company, Elara Securities Research

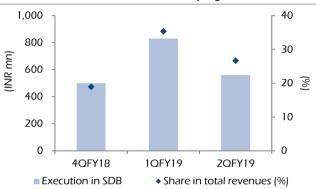


Exhibit 1: Healthy performance continues



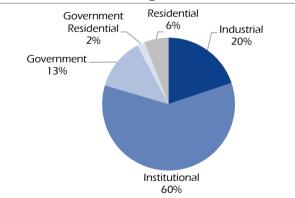
Source: Company, Elara Securities Research

Exhibit 2: Surat Diamond Bourse project on-track



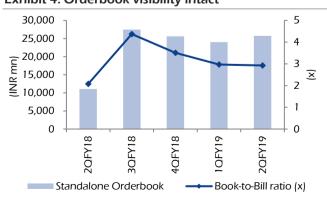
Source: Company, Elara Securities Research

Exhibit 3: Institutional segment leads 2Q revenues



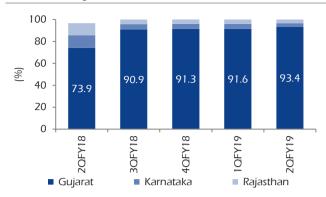
Source: Company, Elara Securities Research

Exhibit 4: Orderbook visibility intact



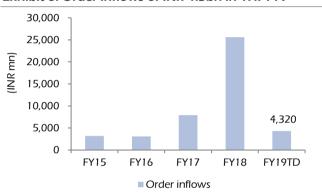
Source: Company, Elara Securities Research

Exhibit 5: Gujarat dominance in orderbook increases



Source: Company, Elara Securities Research

Exhibit 6: Order inflows of INR 4.3bn in 1HFY19



Source: Company, Elara Securities Research

Exhibit 7: Valuation

| (INR mn) | FY20E |
|------------------------------------|--------|
| EPC | |
| PAT | 1,132 |
| Target P/E (x) | 15 |
| Value of construction business (A) | 16,979 |
| Investments in subsidiaries | |
| PSP Projects & Proactive (India) | 37 |
| PSP Projects Inc (US) | 185 |
| Total investment | 222 |
| Target PB multiple | 1 |
| Value of investments (B) | 222 |
| SOTP based value of business | 17,201 |
| No. of shares (mn) | 36 |
| Target price (INR) | 478 |
| Upside (%) | 25 |

Source: Elara Securities Estimate

Exhibit 8: Change in estimates – EBITDA margins revised upwards for healthy operational performance in 1H

| (INID man) | Old | | New | | Change (%) | |
|--------------------|-------|--------|-------|--------|------------|--------|
| (INR mn) | FY19E | FY20E | FY19E | FY20E | FY18E | FY19E |
| Net Sales | 9,828 | 13,365 | 9,828 | 13,365 | 0.0 | 0.0 |
| EBITDA | 1,213 | 1,706 | 1,282 | 1,740 | 5.7 | 2.0 |
| PAT | 807 | 1,108 | 856 | 1,132 | 6.0 | 2.1 |
| Target Price (INR) | | 622 | | 478 | | (23.1) |

Source: Elara Securities Estimate



Coverage History



| | Date | Rating | Target Price | Closing Price |
|---|-------------|------------|--------------|---------------|
| 1 | 12-Dec-2017 | Buy | INR 622 | INR 517 |
| 2 | 10-May-2018 | Accumulate | INR 622 | INR 555 |
| 3 | 9-Aug-2018 | Buy | INR 622 | INR 484 |
| 4 | 5-Nov-2018 | Buy | INR 478 | INR 379 |

Guide to Research Rating

| BUY | Absolute Return >+20% |
|------------|-----------------------------|
| ACCUMULATE | Absolute Return +5% to +20% |
| REDUCE | Absolute Return -5% to +5% |
| SELL | Absolute Return < -5% |



Elara Securities (India) Private Limited

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