

KEC International

Performance Highlights

₹ cr	3QFY12	3QFY11	% chg (yoy)	3QFY12	% chg (qoq)
Revenue	1,460	1,071	36.3	1,263	15.6
EBITDA	112.3	124.6	(9.9)	90.6	24.0
EBITDA margin (%)	7.7	11.6	(394)bp	7.2	52bp
Adj.PAT	43.0	58.0	(25.9)	21.7	97.8

Source: Company, Angel Research

KEC International (KEC) posted a mixed set of numbers for 3QFY2012. The top line posted a robust growth; however, the continual stress on operating margins led to weak bottom-line (adjusted for the exceptional income). On the other hand, strong order intake for the quarter totaling ₹2,500cr (OB stands at ₹9,200cr as on 3QFY2012) and improvement in the balance sheet (easing of working capital) came as a positive surprise. The robust order book, coupled with solid execution skills provides a strong growth trajectory to the company. Given this we raise our revenues estimates by 4.5%/10.7% and lower our EBITDA margin estimate marginally for FY2012E/FY2013E. **Due to sharp run up in the stock price we remain Neutral on the stock.**

Strong execution continues; margin contraction a surprise: Consolidated revenue grew by 36.3% yoy to ₹1,460cr (₹1,071cr), much higher than ours and street's estimates. On the EBITDAM front, KEC witnessed a steep contraction of 394bp yoy to 7.7%, marginally higher than our estimates, mainly due execution of low margin projects. Reported PAT was aided by an extraordinary income to the tune ₹53.0cr, thus masking a growth of 39.0% yoy to ₹80.6cr (₹58cr). Adjusting for this gain, the PAT de-grew by 25.9% yoy to ₹43.0cr, 16.6% higher than our estimates.

Outlook and valuation: KEC has geographically diversified business model which insulates itself from slowdown in any particular region. Further, the company has also ventured in new businesses of railway and water, which have fared well and order inflows as well revenues have picking up at measurable pace. Amidst strong order wins the stock has witnessed a substantial rally, gaining ~50% in past few days. Further, at the CMP, the stock trades at reasonable PE multiple of 5.7x FY2013E EPS given the sector is plagued with heightened competition and company is facing margin pressures. **Hence, we remain Neutral on the stock.**

Key financials (Consolidated)

Y/E March (₹ cr)	FY2010	FY2011	FY2012E	FY2013E
Net sales	3,907	4,473	5,648	6,865
% chg	13.9	14.5	26.3	21.6
Adj. PAT	190.7	205.3	170.3	250.1
% chg	60.3	7.7	(17.1)	46.9
EBITDA (%)	10.4	10.3	8.0	8.5
EPS (₹)	7.7	8.0	6.6	9.7
P/E (x)	7.1	6.9	8.3	5.7
P/BV (x)	1.9	1.6	1.3	1.1
RoE (%)	44.4	34.7	23.9	27.6
RoCE (%)	32.3	24.1	17.0	19.0
EV/Sales (x)	0.5	0.6	0.6	0.5
EV/EBITDA (x)	5.1	5.8	6.9	5.5

Source: Company, Angel Research

Please refer to important disclosures at the end of this report

NEUTRAL

CMP	₹ 55
Target Price	-

Investment Period	-
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Stock Info

Sector	Capital Goods
Market Cap (₹ cr)	1,418
Beta	0.7
52 Week High / Low	95/32
Avg. Daily Volume	271,737
Face Value (₹)	2.0
BSE Sensex	17,301
Nifty	5,236
Reuters Code	KECL.BO
Bloomberg Code	KECI IN

Shareholding Pattern (%)

Promoters	42.0
MF / Banks / Indian FIs	43.4
FII / NRIs / OCBs	2.8
Indian Public / Others	11.8

Abs. (%)	3m	1yr	3yr
Sensex	(1.0)	(4.0)	(5.2)
KEC	(1.6)	(35.4)	(60.7)

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Exhibit 1: Quarterly performance (Consolidated)

(` cr)	3QFY12	3QFY11	% chg (yoy)	2QFY12	% chg (qoq)	9MFY12	9MHFY11	% chg (yoy)
Net Sales	1,459	1,071	36.3	1,263	15.5	3,744	2,917	28.4
Other operating income	0.8	0.3	159.4	-	-	1.4	1.0	-
Total income	1,460	1,071	36.3	1,263	15.6	3,746	2,918	28.4
Stock adjustments	(3.4)	(19.8)		(21.6)		(54.7)	(125.3)	
Raw Material	769.5	553.1	39.1	699.0	10.1	1,974	1,593	23.9
(% of total income)	52.5	49.8		53.6		51.2	50.3	
Erection and sub cont.exp.	317.1	211.2	50.1	230.8	37.4	789.9	609.8	29.5
(% of total income)	21.7	19.7		18.3		21.1	20.9	
Employee Cost	111.0	86.3	28.7	107.8	3.0	316.0	192.7	64.0
(% of total income)	7.6	8.1		8.5		8.4	6.6	
Other Expenses	153.1	115.6	32.5	156.6	(2.2)	421.7	337.4	25.0
(% of total income)	10.5	10.8		12.4		11.3	11.6	
Total Expenditure	1,347	946.4	42.4	1,173		3,447	2,608	32.2
EBITDA	112.3	124.6	(9.9)	90.6	24.0	298.9	309.9	(3.6)
(EBITDA %)	7.7	11.6		7.2		8.0	10.6	
Interest	37.2	28.7	29.7	37.6	(1.1)	108.0	75.5	43.1
Depreciation	12.6	11.3	11.0	12.1	3.5	36.4	28.9	25.7
Other Income	53.8	0.0		0		53.8	0.0	-
PBT	116.3	84.6	37.4	40.8	184.9	208.2	205.5	1.3
(% of total income)	8.0	7.9		3.2		5.6	7.0	
Total Tax	35.7	26.7	33.8	18.6	91.5	72	70	3.4
(% of PBT)	30.7	31.5		45.6		34.7	34.0	2.1
Reported PAT	80.6	58.0	39.0	21.2	280.0	134.9	127.1	6.2
PAT Margin (%)	2.9	5.4		1.7		6.8	8.0	
Extra ordinary (exp)/inc	37.6	-		(1.0)		36.6	(8.5)	
Adj PAT	43.0	58.0	(25.9)	21.7	97.8	97.8	132.8	(26.4)
Adj EPS (`)	1.7	2.3	(25.9)	0.8	97.8	3.8	5.2	(26.4)

Source: Company, Angel Research

Exhibit 2: Actual vs. estimates

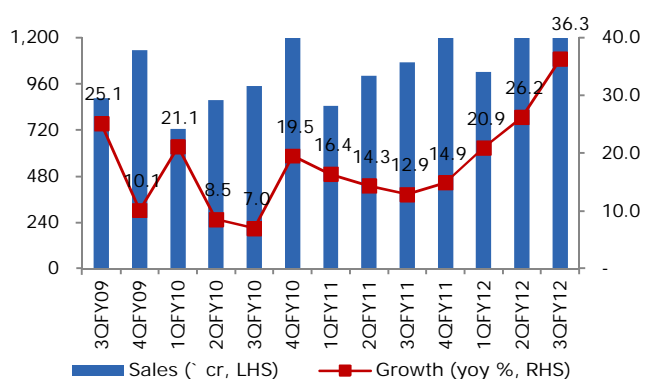
(` cr)	Actual	Estimates	Var (%)
Revenue	1,460	1,266	15.3
EBITDA	112.3	107.6	4.3
Interest	37.2	40.3	(7.6)
Tax	35.7	17.7	100.9
PAT	43.0	36.9	16.6

Source: Company, Angel Research

Execution picks up but remains under pressure: Consolidated revenue grew by 36.3% yoy to `1,460cr (`1,071cr). The upside in growth was largely aided by strong revenues in the domestic transmission business of 57.6% yoy to `402.0cr. SAE towers also posted a robust 76.5% yoy to `263.0cr. In addition, the Cables segment also reported a healthy growth of 30.0% yoy to `156.0cr.

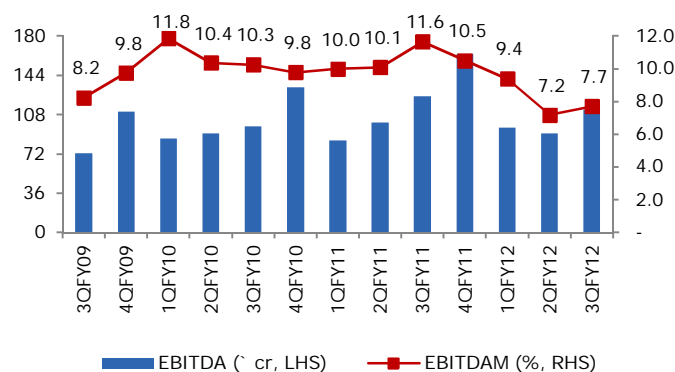
Nonetheless, margins continued to remain under pressure – consolidated EBITDAM for the quarter contracted by 394 yoy to 7.2% mainly due to execution of some thin margin orders and slower project execution in MENA regions (Egypt and Libya). In addition, new businesses of cable, telecom and water currently operate at low margins, which exerted additional pressure on the company's operating margin. As indicated by the management, high margins of SAE towers (~13%), which has cushioned the EBITDAM since last one year, is also expected to compress as competition is high in all the geographies and it is not expected to cool down in the near future. In-line of competitive pressures, management has guided a consolidated EBITDAM of 9.0%.

Exhibit 3: Top line remains buoyant...



Source: Company, Angel Research

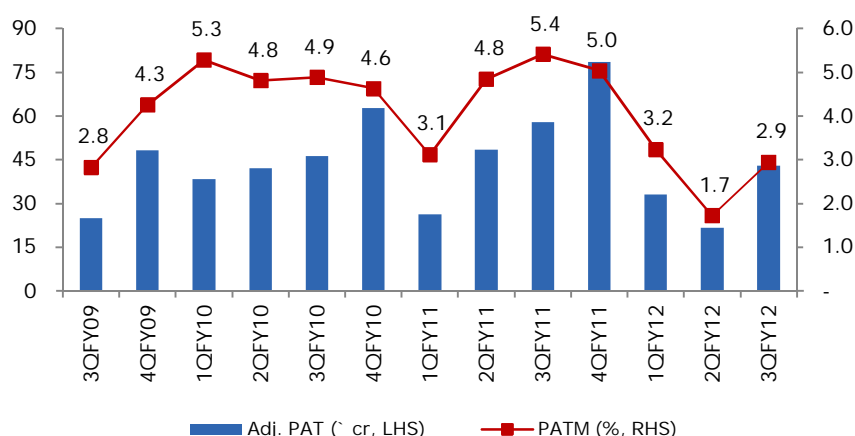
Exhibit 4: ...but margin pressures continue



Source: Company, Angel Research

Bottom line largely remains weak: PAT during the quarter was aided by an extraordinary income to the tune of `53.0cr, thus masking a growth of 39.0% yoy to `80.6cr (`58.0cr). Adjusting for this gain, the PAT de-grew by 25.9% yoy to `43.0cr, 16.6% higher than our estimates estimate of `36.9cr.

Exhibit 5: Trend in PAT (Consolidated)



Source: Company, Angel Research

Robust order book: Order intake during the quarter totaled ₹ 2,500cr, the highest-ever for last many quarters. The orders were diversified across all of its operating segments (transmission, power systems, water, cables, and railways) as well as geographies (Philippines, Americas, Middle East, Kenya etc.)

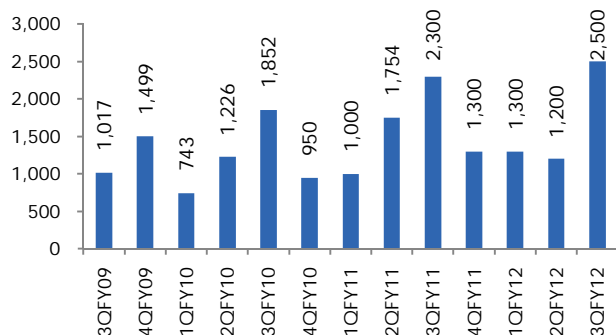
Key orders during the quarter include:

- ₹ 616cr of order from Saudi Arabia – consists of two large orders
- ₹ 340 cr of order from Sterlite Technologies
- ₹ 328cr orders from PGCIL

The strong order accretion led to a robust order backlog of 9,200cr (2.0x FY2011 revenues) split across transmission (67.2%), power systems (22.9%), railways (4.4%), cables (1.5%) and telecom and waters (4.1%). Geographically, order backlog is spread across South Asia (43.2%), MENA (17.8%), Americas, (17.3%) and Central Asia and Africa (18.6%) and others 3.1%.

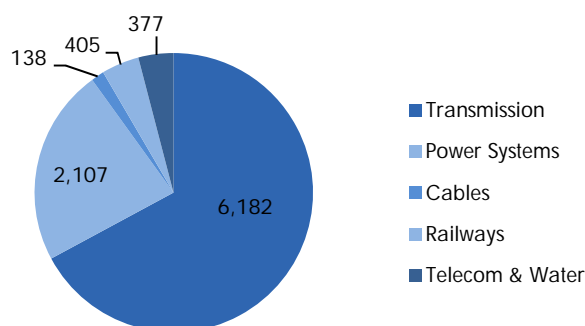
Apart from international orders, we expect a healthy ordering from the domestic markets in coming months, especially from PGCIL (4Q has been the seasonally strongest quarter). Coupled with management guidance, we estimate order inflows and backlog to the tune of ₹ 6,735cr and ₹ 9,150cr, respectively for FY2012E.

Exhibit 6: Order inflow (₹ cr)



Source: Company, Angel Research

Exhibit 7: Order backlog – Segment wise (₹ cr)



Source: Company, Angel Research

Key takeaways from the conference call:

- Net working capital as on 3QFY2012 is ₹ 1,511cr, decreasing from ₹ 1,587cr as on 1HFY2012.
- Work on Baroda plant is progressing on track and will start trial production during 1QFY2013. The capacity of the plant is 3000 cable km/annum of HT Cable/EHV cables up to 220 kv & 400 kv.

Investment arguments:

Growth opportunity on cards: Globally the thumb rule entails that for every rupee invested in generation, an equivalent amount is to be invested in T&D; however, India has spent only 50%, thus creating a huge opportunity for players in the T&D space. PGCIL has envisaged T&D capex of ~` 1 lakh cr for the 12th plan, 55% of which is estimated to be transmission and sub-station capex, thus providing a number of opportunities to the company, given its strong presence in the domestic T&D market.

Outlook and valuation: KEC has geographically diversified business model which insulates itself from slowdown in any particular region. Further, the company has also ventured in new businesses of railway and water, which have fared well and order inflows as well revenues have picking up at measurable pace. Amidst strong order wins the stock has witnessed a substantial rally, gaining ~50% in past few days. Further, at the CMP, the stock trades at reasonable PE multiple of 5.7x FY2013E EPS given the sector is plagued with heightened competition and company is facing margin pressures. **Hence, we remain Neutral on the stock.**

Change in estimates: We raise our revenue growth estimates by 4.5%/10.7% for FY2012E and FY2013E, respectively, factoring in strong execution and strong order intake. This has lead to earnings revision of 9.2% for FY2013E (despite factoring in margin contraction of ~50bps).

Exhibit 8: Change in estimates

(` cr)	FY2012E			FY2013E		
	Earlier estimates	Revised estimates	Var. (%)	Earlier estimates	Revised estimates	Var. (%)
Revenue	5,407	5,648	4.5	6,204	6,865	10.7
EBITDA	462.0	452.6	(2.0)	561.0	586.3	4.5
EBITDA (%)	8.5	8.0	(53)bp	9.0	8.5	(50)bp
Adj. PAT	173.0	170.3	(1.6)	229.0	250.1	9.2
EPS (`)	6.7	6.6	(1.1)	8.9	9.7	9.3
Order Inflows	5,500	6,735	22.5	6,500	7,072	8.8

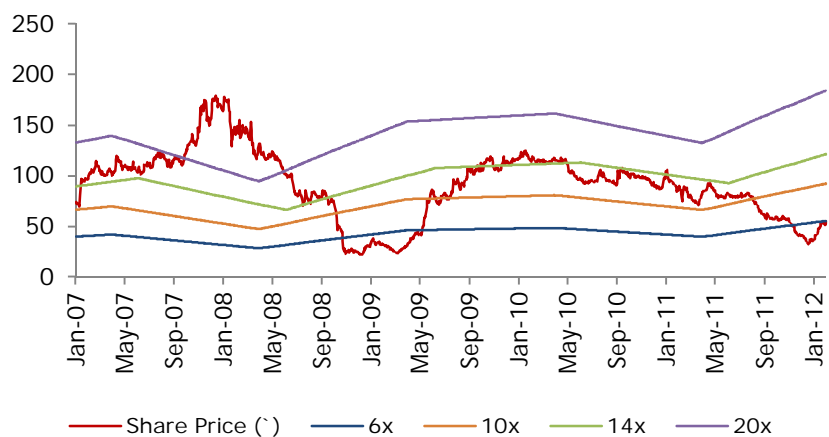
Source: Company, Angel Research

Exhibit 9: Angel EPS forecast

	Angel	B'berg	Var
FY2012E	6.6	7.0	(4.7)
FY2013E	9.7	8.9	9.3

Source: Company, Angel Research

Exhibit 10: One-year forward P/E band



Source: Company, Angel Research

Exhibit 11: Peer comparison

Company	Reco.	CMP (₹)	Tgt. price (₹)	Upside/ (Downside) (%)	P/BV(x)		P/E(x)		FY2011-13E		RoCE (%)		RoE (%)	
					FY12E	FY13E	FY12E	FY13E	EPS	CAGR	FY12E	FY13E	FY12E	FY13E
ABB*	Sell	820	427	(47.9)	6.8	6.0	92.3	46.1	144.2	11.4	20.2	7.6	13.9	
BHEL	Neutral	255	-	-	2.5	2.1	9.0	10.8	(2.4)	39.5	26.5	30.6	21.1	
BGR Energy	Neutral	238	-	-	1.5	1.3	6.6	7.1	(13.4)	14.2	10.6	25.0	23.4	
Crompton Greaves	Accum.	144	152	5.6	2.6	2.3	21.8	13.3	(13.3)	13.7	19.5	12.5	20.1	
JSL	Buy	48	54	12.9	0.6	0.5	4.0	4.4	(5.3)	21.7	18.2	15.8	12.7	
KEC International	Neutral	55	-	-	1.3	1.1	8.3	5.7	10.4	17.0	19.0	23.9	27.6	
Thermax	Neutral	488	-	-	3.6	3.0	14.1	15.0	0.9	32.8	26.0	28.0	21.9	

Source: Company, Angel Research. Note: *December year ending

Profit & Loss Statement (Consolidated)

Y/E March (` cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Operating income	2,818	3,430	3,907	4,473	5,648	6,865
% chg	38.0	21.7	13.9	14.5	26.3	21.6
Total Expenditure	2,460	3,128	3,501	4,011	5,195	6,279
Raw Materials	1,415	1,976	2,013	2,255	2,881	3,576
Mfg costs	618	575	958	981	1,285	1,513
Personnel Costs	121	142	169	283	386	446
Other Costs	306	435	362	493	643	744
EBITDA	358	302	406	462	453	586
% chg	41.2	(15.7)	34.6	13.8	(2.1)	29.5
(% of Net Sales)	12.7	8.8	10.4	10.3	8.0	8.5
Depreciation & Amortisation	25	23	27	41	50	58
EBIT	333	279	379	421	403	528
% chg	51.2	(16.3)	36.0	11.2	(4.4)	31.1
(% of Net Sales)	11.8	8.1	9.7	9.4	7.1	7.7
Interest & other Charges	68	100	86	108	147	158
Other Income	-	2	2	3	57	4
(% of PBT)	0.1	1.1	0.6	0.8	18.3	0.9
Recurring PBT	266	181	294	316	314	373
% chg	64.3	(31.9)	62.9	7.5	(0.9)	19.1
Extraordinary Expense/(Inc.)	-	-	-	-	0	0
PBT (reported)	266	181	294	316	314	373
Tax	90	62	104	111	107	123
(% of PBT)	33.8	34.2	35.2	35.1	34.0	33.0
PAT (reported)	176	119	191	205	207	250
Add: Share of earnings of asso.	-	-	-	-	0	0
Less: Minority interest (MI)	-	-	-	-	0	0
Prior period items	-	-	-	-	0	0
PAT after MI (reported)	176	119	191	205	207	250
ADJ. PAT	176	119	191	205	170	250
% chg	65.3	(32.4)	60.3	7.7	(17.1)	46.9
(% of Net Sales)	6.2	3.5	4.9	4.6	3.0	3.6
Basic EPS (`)	7.1	4.8	7.7	8.0	6.6	9.7
Fully Diluted EPS (`)	7.1	4.8	7.7	8.0	6.6	9.7
% chg	26.2	(32.4)	60.3	3.3	(17.1)	46.9

Balance Sheet (Consolidated)

Y/E March (` cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
SOURCES OF FUNDS						
Equity Share Capital	60	49	49	51	51	51
Preference Capital	10	-	-	-	-	-
Reserves & Surplus	435	509	736	895	1,066	1,280
Shareholders' Funds	506	558	785	947	1,117	1,331
Minority Interest	-	-	-	-	-	-
Total Loans	592	622	787	1,432	1,782	1,882
Deferred Tax Liability	20	30	46	50	50	50
Total Liabilities	1,107	1,210	1,620	2,428	2,949	3,263
APPLICATION OF FUNDS						
Gross Block	521	632	836	1,038	1,213	1,413
Less: Acc. Depreciation	90	125	157	237	286	344
Net Block	431	507	679	802	927	1,069
Capital Work-in-Progress	19	51	38	39	40	35
Goodwill	-	-	-	281	281	281
Investments	-	-	-	-	-	-
Deferred Tax Asset	-	-	-	-	-	-
Current Assets	1,973	2,539	2,680	3,587	4,594	5,335
Cash	68	144	73	161	63	104
Loans & Advances	270	303	396	472	757	725
Inventories	205	226	250	336	524	575
Debtors	1,430	1,866	1,962	2,618	3,249	3,932
Others	-	-	-	-	-	-
Current liabilities	1,317	1,888	1,778	2,281	2,893	3,457
Net Current Assets	656	651	903	1,306	1,701	1,878
Mis. Exp. not written off	-	-	-	-	-	-
Total Assets	1,107	1,210	1,620	2,428	2,949	3,263

Cash flow statement (Consolidated)

Y/E March (` cr)	FY2008	FY2009	FY2010	FY2011	FY2012E	FY2013E
Profit before tax	266	181	294	316	314	373
Depreciation	25	23	27	41	50	58
(Inc)/Dec in Working Capital	(353)	81	(323)	(315)	(493)	(136)
Less: Other income	(0.3)	(2)	(2)	(3)	(57)	(4)
Direct taxes paid	(90)	(62)	(104)	(111)	(107)	(123)
Cash Flow from Operations	(152)	221	(107)	(71)	(293)	168
(Inc.)/Dec.in Fixed Assets	(75)	(147)	(201)	(211)	(176)	(195)
(Inc.)/Dec. in Investments	20	-	-	-	-	-
Other income	0.3	2	2	3	57	4
Cash Flow from Investing	(55)	(144)	(199)	(208)	(118)	(192)
Issue of Equity	9.1	(10.4)	-	2.1	-	-
Inc./(Dec.) in loans	205	30	165	645	350	100
Dividend Paid (Incl. Tax)	(29)	(29)	(36)	(36)	(36)	(36)
Others	68	9	106	(243)	-	-
Cash Flow from Financing	186	(9)	129	611	314	64
Inc./(Dec.) in Cash	47	76	(71)	89	(98)	41
Opening Cash balances	21	68	144	73	161	63
Closing Cash balances	68	144	73	161	63	104

Key Ratios

Y/E March	FY2008	FY2009	FY2010	FY2011E	FY2012E	FY2013E
Valuation Ratio (x)						
P/E (on FDEPS)	7.7	11.4	7.1	6.9	8.3	5.7
P/CEPS	6.8	9.6	6.2	5.8	6.4	4.6
P/BV	3.3	2.7	1.9	1.6	1.3	1.1
Dividend yield (%)	1.8	1.8	2.2	2.2	2.2	2.2
EV/Sales	0.7	0.5	0.5	0.6	0.6	0.5
EV/EBITDA	5.3	6.1	5.1	5.8	6.9	5.5
EV / Total Assets	2.3	1.9	1.5	1.3	1.2	1.1
OB/Sales	1.5	1.5	1.4	1.7	1.7	1.4
Per Share Data (₹)						
EPS (Basic)	7.1	4.8	7.7	8.0	6.6	9.7
EPS (fully diluted)	7.1	4.8	7.7	8.0	6.6	9.7
Cash EPS	8.1	5.8	8.8	9.6	8.6	12.0
DPS	1.0	1.0	1.2	1.2	1.2	1.2
Book Value	16.7	20.1	29.8	35.4	42.0	50.3
DuPont Analysis (%)						
EBIT margin	11.8	8.1	9.7	9.4	7.1	7.7
Tax retention ratio (%)	66.2	65.8	64.8	64.9	66.0	67.0
Asset turnover (x)	4.5	4.0	3.5	2.7	2.5	2.5
RoIC (Pre-tax)	52.8	32.7	33.8	25.1	17.6	19.3
RoIC (Post-tax)	35.0	21.5	21.9	16.3	11.6	12.9
Cost of Debt (Post Tax)	9.2	10.8	8.0	6.3	6.0	5.8
Leverage (x)	3.6	2.0	1.4	1.7	2.1	1.9
Operating ROE	128.1	42.4	41.3	33.1	23.2	26.7
Returns (%)						
RoCE (Pre-tax)	51.3	31.3	32.3	24.1	17.0	19.0
Angel RoIC (Pre-tax)	53.8	34.1	35.2	25.7	17.9	19.5
RoE	142.7	46.7	44.4	34.7	23.9	27.6
Turnover ratios (x)						
Asset Turnover (Gross Block) (X)	5.7	6.0	5.3	5.6	6.7	6.7
Inventory / Sales (days)	23	23	22	24	28	29
Receivables (days)	151	175	179	187	190	191
Payables (days)	164	181	186	180	174	175
WC cycle (ex-cash) (days)	53	58	62	81	90	91
Solvency ratios (x)						
Net debt to Equity	6.8	9.6	6.2	5.8	6.4	4.6
Net debt to EBITDA	3.3	2.7	1.9	1.6	1.3	1.1
Interest Coverage	1.8	1.8	2.2	2.2	2.2	2.2

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Disclosure of Interest Statement	KEC International
1. Analyst ownership of the stock	No
2. Angel and its Group companies ownership of the stock	No
3. Angel and its Group companies' Directors ownership of the stock	No
4. Broking relationship with company covered	No

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Ratings (Returns):	Buy (> 15%) Reduce (-5% to 15%)	Accumulate (5% to 15%) Sell (< -15%)	Neutral (-5 to 5%)
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