

January 25, 2021

## H.G. Infra Engineering Limited: Rating assigned to enhanced limits

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Fund Based – Cash Credit	120.00	140.00	[ICRA]A(Stable); assigned to enhanced limits and outstanding on existing limits
Fund Based – Proposed Cash Credit	10.00	0.00	-
Non-fund Based – Bank Guarantee	912.00	1312.00	[ICRA]A1; assigned to enhanced limits and outstanding on existing limits
Long-term/Short-term Non-fund Based – Bank Guarantee	88.00	88.00	[ICRA]A(Stable)/A1; outstanding
Non-fund Based – Proposed Bank Guarantee	80.00	0.00	-
<b>Total</b>	<b>1,210.00</b>	<b>1,540.00</b>	

\*Instrument details are provided in Annexure-1

### Rationale

ICRA has taken a consolidated view of H.G. Infra Engineering Limited (HGIEL) as well as its special purpose vehicles (SPVs) incorporated to carry out road construction projects, wherein the company has extended unconditional and irrevocable corporate guarantees towards their debt obligations.

The rating action draws comfort from the promoters' long track record of over four decades in the civil construction business, coupled with the company's status as an AA class contractor with the Government of Rajasthan (GoR) and its SS class registration with the Military Engineer Services (MES). The ratings are also supported by the diversified client portfolio consisting of private customers as well as Government and semi-Government agencies, such as the National Highway Authority of India (NHAI), the Rajasthan State Road Development Corporation (RSRDC), the roads and building (R&B) divisions, the municipal corporations of various cities, and irrigation departments, among others. Further, the ratings factor in the company's operating income (OI) growth at a CAGR of 33% during FY2016-FY2020. Though, the revenue moderated in Q1 FY2021 following the lockdown imposed due to COVID-19, the growth is expected to continue in the medium term on the back of a healthy order book position of over Rs. 6,444 crore as on September 30, 2020 (~2.9 times FY2020 OI). ICRA also notes the company's healthy profitability with operating margins of 16%, with high utilisation of owned fleet, resulting in comfortable coverage indicators.

HGIEL's ratings are constrained by its increased working capital intensity, as reflected by NWC/OI of 22% in H1 FY2021 because of stretched receivables from the public works department (PWD) of Rajasthan State. This resulted in incremental working capital requirement to support the growth in the scale of operations and the utilisation of fund-based working capital remained high at ~85% for the fifteen months ended in October-2020. The ratings also factor in the high reliance on mobilisation advances and deposits from sub-contractors to fund the working capital requirements. Hence, any slowdown in such receipts increases HGIEL's reliance on bank borrowings. Further, the ratings factor in the execution related risks towards the completion of the hybrid annuity model (HAM) projects under its SPVs as well as the recently awarded projects that account for over 50% of the existing order book.

ICRA also notes that HGIEL has significant equity obligations of Rs. 370.00 crore towards its four HAM projects upto FY2023, of which it has infused Rs. 195 crore as of September 2020. Given the high investment commitment towards the ongoing HAM projects, any incremental equity commitment towards existing HAM projects or any new ones taken up by the company in the near term would be a key credit monitorable. ICRA also notes the intense competition in the civil construction space as well as the highly concentrated order book with the road sector contributing more than 95%. The ratings also take into account the vulnerability of HGIEL's profitability to fluctuations in input prices, although the presence of a price escalation clause in most of the contracts for major components mitigates the risk to a large extent. ICRA further notes the high off-balance sheet exposure (bank guarantees of over Rs. 785 crore as of September 2020) due to the submission of bid bond, performance and other guarantees.

The Stable outlook on HGIEL's long-term rating indicates ICRA's opinion that HGIEL's FY2021 revenue would remain in line with FY2020 and would show moderate growth in the OI over the next two years (FY2022-FY2023) considering the healthy order book position. Moreover, it would continue to benefit from its established position as an engineering, procurement and construction (EPC) contractor as well as the long-term track record of its promoters in the construction sector.

## Key rating drivers and their description

### Credit strengths

**Long track record of promoters; AA class contractor** – The promoters have an experience and track record of over four decades in the civil construction segment. Further, the presence of experienced professionals ensures adequate in-house project planning and execution capabilities. HGIEL's long track record and adequate infrastructure (equipment and skilled manpower), coupled with its AA class certification from the GoR and SS class certification from the MES, ensure that it meets the financial and technical criteria of most of the tenders floated.

**Reputed and diversified customer profile** – HGIEL's customer base includes Government and semi-Government bodies, and private entities (like NHAI, RSRDC, MES and IRB Infrastructure Developers Limited). It has also executed orders for Public Works Departments, R&B divisions and State Road Project Divisions of various states like Rajasthan, Uttar Pradesh and Maharashtra. The counterparty credit risks remain moderate, given the client profile of Government and semi-Government bodies.

**Strong order book position** – HGIEL's execution of progressively sizeable orders over time has made it eligible to bid for higher-value orders by meeting the stipulated technical and financial eligibility criteria. Accordingly, its order book remains healthy with an unexecuted position of over Rs. 6,444 crore as on September 30, 2020. The ratio of the current pending order book to FY2020's OI was healthy at ~3.1 times, indicating healthy revenue visibility for the next two-three years. Additionally, HGIEL has also been declared L1 (lowest bidder) for one order of Rs. 785 crore in December 2020, pertaining to earthwork for railways.

**Revenue to witness growth over next two years along with healthy profitability** – The order book scale-up and timely execution helped HGIEL boost its revenue, with the OI registering a 9% growth to Rs. 2,196 crore in FY2020. HGIEL reported revenues of Rs. 765 crore in H1 FY2021 against Rs. 1000 crore in H1 FY2020 due to COVID related lockdown impact. For the full fiscal FY2021, revenue would remain in line with FY2020 and would show moderate growth in the OI over the next two years (FY2022-FY2023) considering the healthy order book position. The overall profitability improved to ~15.6% in FY2020 from ~15.1% in FY2019 and improved to 16.5% in H1 FY2021, supported by lower sub-contracting expenses, in line with the expansion of owned fleet. Further, HGIEL benefitted from the lower corporate tax rate announced in September 2019. Consequently, the net margin improved to 7.5% in FY2020 from 6.1% in FY2019.

## Credit challenges

**High equity commitment and execution risks related to HAM projects** – HGIEL is the sponsor of four SPVs, which are executing HAM projects, thereby leading to an equity commitment of ~Rs. 370.0 crore on the part of HGIEL. HGIEL has already contributed Rs. 195 crore as of September 30, 2020. While its track record of execution has been good in the past, HGIEL remains exposed to risks pertaining to the execution of the projects within the stipulated time and cost.

**Increased working capital intensity; high off-balance sheet exposure** – The company's working capital intensity remained in the range of 10-15% over FY2014-FY2017. However, the same increased to 20% in FY2018 and further to 24% in FY2020, primarily due to higher receivable days. This has led to high utilisation of its working capital limits averaging 85% for past fifteen months ended in October 2020. Moreover, HGIEL has high reliance on mobilisation advances and security deposits from sub-contractors to fund its working capital requirements and any slowdown in the same may increase its reliance on bank borrowings. ICRA further notes the high off-balance sheet exposure (bank guarantees of over Rs. 785 crore as of September 2020) due to the submission of bid bond, performance and other guarantees.

**Low sector diversity** – A significant proportion of the orders executed by HGIEL are in the road construction segment. More than 95% of its unexecuted order book, as of September 30, 2020, included roads/highway construction contracts, while the rest were canal construction and irrigation projects. Thus, the company is exposed to any slowdown in new order flow faced by the road sector. However, recently, it has been declared as L1 in one project pertaining to railways.

**Moderate execution risk** – HGIEL's execution risk remains at moderate levels, particularly for the newly awarded projects (which account for over 50% of the current order book), wherein securing all necessary approvals and work completion in a timely manner will be key for achieving growth in the near to medium term. With the recently achieved financial closure of HAM project and capex during the last three years towards enhancing execution capabilities, the company has adequate resources to execute the orders in a timely manner.

**Intense competition; vulnerability to price fluctuations** – HGIEL's growth prospects remain constrained by the intense competition in the civil construction space and the project order-based nature of the business. There is a risk of reduction in the work flow in case of any prolonged downcycle in the road construction sector, which remains the company's major revenue contributor. Besides, the overall profitability remains vulnerable to fluctuations in the input prices, although the presence of a price escalation clause in most of the contracts for major components mitigates the risk to a large extent.

## Liquidity position

HGIEL's average utilisation of fund-based limits during the 15-month period ended October 2020 was high at ~85% due to the high working capital intensity. With improved profitability and moderate capex led to positive free cash flows for FY2020. The company has committed cash outflows of Rs. 112 crore in FY2021 and Rs. 64 crore in FY2022 for its debt repayment along with the equity requirement of ~Rs. 174 crore over next two years towards the HAM projects. Further, HGIEL generated Rs. 241 crore of net cash accruals (NCA) in FY2020 and is expected to generate cash accruals of Rs. 230-240 crore in FY2021, which, in ICRA's opinion, would be adequate for its committed obligations. However, any additional exposure towards new HAM projects or a stretch in the working capital position could adversely impact the liquidity position of the company.

## Rating sensitivities

**Positive triggers** – The ratings may be upgraded if the company continues its growth momentum, while improving its working capital intensity, resulting in an improved liquidity position, thereby improving its overall financial risk profile.

**Negative triggers** – Downward pressure on the ratings could emerge if there is a delay in the execution of the ongoing HAM projects or a delay in meeting the equity commitments towards such projects or significant increase in commitment towards HAM projects. Pressure on the ratings could also materialise if the financial risk profile weakens due to a slowdown in the execution pace, moderation in profitability and sizeable LD claims or if any increase in the working capital cycle leads to a significant increase in the working capital requirement and impacts the cash flows.

## Analytical approach

Analytical Approach	Comments
Applicable Rating Methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">Rating Methodology for Construction Entities</a> <a href="#">Consolidation and Rating Approach</a>
Parent/Group Support	Not applicable
Consolidation/Standalone	For arriving at the ratings, ICRA has consolidated the financials of the various Group entities (as mentioned in Annexure-2), given the close business, financial and managerial linkages among them

## About the company

H.G. Infra Engineering Limited was incorporated in 2003 by Mr. Hodal Singh Choudhary, Mr. Girish Pal Choudhary, Mr. Vijendra Singh Choudhary and Mr. Harendra Singh Choudhary in Jodhpur, Rajasthan. It is primarily involved in infrastructure development and the construction of roads and highways across Rajasthan, Uttar Pradesh, Haryana, Maharashtra and Telangana. In FY2018, the company successfully concluded its IPO. HGIEL is accredited AA class by Public Works Department (PWD) of the Government of Rajasthan (GoR) and is also registered as an SS class contractor by the Military Engineer Services (MES).

## Key financial indicators (audited) - Standalone

	FY2019	FY2020
Operating Income (Rs. crore)	2,010	2,196
PAT (Rs. crore)	124	166
OPBDIT/ OI (%)	15.1%	15.6%
RoCE (%)	24.5%	25.5%
Total Debt/ TNW (times)	0.6	0.4
Total Debt/ OPBDIT (times)	1.3	1.1
Interest Coverage (times)	6.2	6.5

**Status of non-cooperation with previous CRA: Not applicable**

**Any other information: None**

**Rating history for last three years**

	Instrument	Current Rating (FY2021)				Chronology of Rating History for the Past 3 Years				
		Type	Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating		FY2020	FY2019		FY2018
					Jan-25-21	Jan-7-21		Dec-20-19	Mar-1-19	
1	Cash Credit	Long Term	140.00	-	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A- (Positive)
2	Proposed Cash Credit	Long Term	-	-	-	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A (Stable)	[ICRA]A- (Positive)
3	Letter of Credit and Bank Guarantee	Short Term	1312.00	-	[ICRA]A1	[ICRA]A1	[ICRA]A1	[ICRA]A1	[ICRA]A1	[ICRA]A2+
4	Bank Guarantee	Long Term/Short Term	88.00	-	[ICRA]A (Stable)/A1	[ICRA]A (Stable)/A1	[ICRA]A (Stable)/A1	-	-	-
5	Proposed Letter of Credit and Bank Guarantee	Short Term	-	-	-	[ICRA]A1	[ICRA]A1	[ICRA]A1	[ICRA]A1	[ICRA]A2+

### Complexity level of the rated instrument

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website [click here](#)

### Annexure-1: Instrument details

ISIN	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Cash Credit	NA	NA	-	140.00	[ICRA]A(Stable)
NA	Letter of Credit and Bank Guarantee	NA	NA	-	1312.00	[ICRA]A1
NA	Bank Guarantee	NA	NA	-	88.00	[ICRA]A(Stable)/A1

Source: H.G. Infra Engineering Limited

### Annexure-2: List of entities considered for consolidated analysis

Company Name	Ownership	Consolidation Approach
Gurgaon Sohna Highway Private Limited	100.00%	Full Consolidation
H.G. Ateli Narnaul Highway Private Limited	100.00%	Full Consolidation
H.G. Rewari Bypass Private Limited	100.00%	Full Consolidation
HGIEPL - Ranjit JV	30.00%	Proportionate Consolidation
HGIEPL - MGCPJ JV	30.00%	Proportionate Consolidation
HGIEPL - RPS JV	51.00%	Proportionate Consolidation
TPL - HGIEPL JV	26.00%	Equity Method

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