

Gearing up for a strong FY27!

About the stock: PNC Infratech has established itself as a strong executor in roads and water infra segments.

- The order book stood at ₹18,094 crore as of Q4FY26 (3.9x book to bill).

Q4FY26 Performance: PNC Infra reported a muted performance in Q4FY26 with standalone revenue at ₹1458 crore, was up 3% YoY, affected by a sluggish execution. EBITDA margin at 12.1%, was flat YoY. PAT was reported at ₹103 crore, down 15.3% YoY. For FY26, revenue was reported at ₹4634 crore, down 16% YoY. EBITDA margin at 12.6% was down 645 bps YoY. PAT was reported at ₹344 crore, down 51.2% YoY.

Investment Rationale

- Management optimism backed by robust orderbook:** As of Q4, the unexecuted order book stood at ₹18,094 crore, implying a 3.9x book-to-bill ratio. The company has already secured highway orders worth ₹4,000 crore in FY27 and is targeting ₹15,000 crore in total order inflows for the year. This target is supported by a ₹14,000 crore bid pipeline across 15 EPC projects and one HAM project, with bid openings expected between May and June. **Management has guided for 30% standalone revenue growth in FY27 to around ₹6,000 crore, followed by another 25% growth in FY28 to ₹7,500 crore.** This growth will be driven by the ramp-up of delayed HAM projects, the Pune Ring Road and Jalna-Nanded projects, as well as mining and solar execution. **We conservatively expect revenue CAGR of 22.2% over FY26-28E to ₹6,922 crore.**
- Cautious margins guidance, given the macro instability; Well placed to fund HAM equity:** Management maintained its FY27 EBITDA margin guidance at ~12% despite near-term bitumen and commodity inflation, expecting stabilization in H2FY27 if geopolitical tensions and input volatility ease. **We Bake in EBITDA margins at 11.8%/12% in FY27/FY28 vs. 12.6% in FY26.** This will translate into earnings CAGR of 26.1% over FY26-FY28. The company has residual HAM equity commitment of ~₹542 crore to be invested over the next two years. Of this, ~₹350 crore is expected to be infused in FY27 and the balance in FY28, which we believe will be internal accrual funded

Rating and Target Price

- We expect PNC to be a key beneficiary in the bidding process of MoRTH and NHAI given the healthy pipeline of orders ahead coupled with strong balance sheet
- We, maintain our BUY rating with target price of ₹270 on SoTP basis, valuing the construction business at 10x FY28E P/E.**

Key Financial Summary

| ₹ crore | FY24 | FY25 | FY26 | 5 yr CAGR (FY21-26) | FY27E | FY28E | 2 yr CAGR (FY26-28E) |
|-------------------|-------|-------|-------|---------------------|-------|-------|----------------------|
| Net Sales | 7,699 | 5,513 | 4,633 | -1.2% | 5,847 | 6,922 | 22.2% |
| EBITDA | 1,277 | 1,049 | 583 | -2.9% | 688 | 829 | 19.2% |
| EBITDA Margin (%) | 16.6 | 19.0 | 12.6 | | 11.8 | 12.0 | |
| Reported PAT | 850 | 706 | 344 | | 435 | 548 | |
| Adjusted PAT | 628 | 423 | 344 | -1.0% | 435 | 548 | 26.1% |
| EPS (₹) | 33.1 | 27.5 | 13.4 | | 16.9 | 21.3 | |
| P/E (x) | 6.7 | 8.1 | 16.5 | | 13.1 | 10.4 | |
| EV/EBITDA (x) | 4.2 | 5.0 | 8.9 | | 6.9 | 5.6 | |
| RoNW (%) | 13.1 | 7.7 | 5.9 | | 7.0 | 8.1 | |
| RoCE (%) | 23.3 | 17.5 | 8.6 | | 9.8 | 11.1 | |

Source: Company, ICICI Direct Research



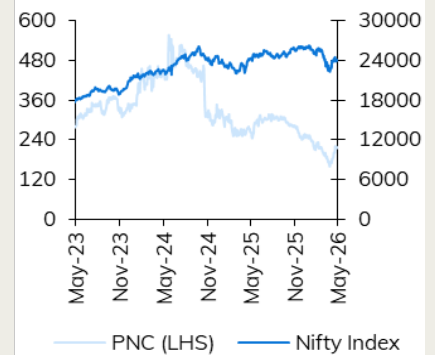
Particulars

| Particular | ₹ crore |
|-----------------|----------|
| Market Cap | 5,695 |
| Debt - FY26 | 741 |
| Cash - FY26 | 610 |
| EV (₹ crore) | 5,826 |
| 52 week H/L (₹) | 331/ 158 |
| Equity capital | 51.3 |
| Face value (₹) | 2.0 |

Shareholding pattern

| | Jun-25 | Sep-25 | Dec-25 | Mar-26 |
|-----------|--------|--------|--------|--------|
| Promoters | 56.1 | 56.1 | 56.1 | 56.1 |
| FII's | 7.1 | 7.0 | 7.0 | 7.2 |
| DII | 25.9 | 26.5 | 26.2 | 24.6 |
| Other | 10.9 | 10.4 | 10.8 | 12.2 |

Price Chart



Key risks

- Lower order inflows
- Heightened competitive intensity impacting margins

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Performance highlights and outlook

- **Orderbook:** As of Q4, the **unexecuted order book stood at ~₹18,094 crore (excluding the renewable energy project worth ₹2,000 crore), ~3.9x book to bill. As of May, an unexecuted order book stands at ~₹22,000 crore.** The management indicated that in Q1FY27 it secured L1 projects worth ~₹3,957 crore comprising two HAM projects (~₹3,483 crore), the Lucknow flyover EPC project (~₹194.4 crore) and a bridge project in JV (~₹559 crore). It further noted that it has already secured highway orders worth ~₹4,000 crore in FY27 and is targeting ~₹15,000 crore of order inflows in FY27, supported by a bid pipeline of ~₹14,000 crore across 15 EPC projects and 1 HAM project, with bid openings expected over May-June. **Management expects 60-70% of incremental inflows from highways, while highlighting easing competition in HAM and BOT projects versus continued aggressive bidding in EPC.**

The consolidated order book breakdown is as follows:

- The **Roads segment** is worth ~₹11,400 crore (63% of total order book).
 - The **Water/Canal segment** is worth ~₹3,257 crore (18% of total order book).
 - The **Mining / MDO segment** is worth ~₹2,895 crore (16% of total order book).
 - The **Railway segment** is worth ~₹362 crore (2% of total order book).
 - The **Airport Runway segment** is worth ~₹362 crore (2% of total order book).
- **Guidance:** The management **guided for ~30% standalone revenue growth in FY27 to ~₹6,000 crore, followed by another ~25% growth in FY28 to ~₹7,500 crore, driven by ramp-up in delayed HAM projects, Pune Ring Road, Jalna-Nanded projects, mining and solar execution.** Management maintained FY27 EBITDA margin guidance at ~12%, despite near-term pressure from bitumen and commodity inflation, while indicating **margins could stabilize in H2FY27 if geopolitical tensions and input cost volatility ease.**
 - **Project Level Updates:**
 - **Varanasi-Kolkata HAM packages:** Project execution is now in full swing with no major hurdles, positioned to deliver ~₹1,600-1,800 crore in FY27.
 - **Pune Ring Road and Jalna-Nanded Expressway projects:** Completed land acquisition sets projects to contribute ₹1,500-1,600 crore to the FY27 topline.
 - **Western Bhopal Bypass HAM project (worth ₹1,091 crore):** Physical execution is expected to commence in Q3FY27, awaiting the appointed date due to alignment revisions and land/environment approvals.
 - **Mining project are** guided to deliver revenues of ~₹400 crore in FY27 and ~₹600 crore in FY28.
 - **Haryana Orbital Rail project:** Progress remains slow due to land acquisition and NCR construction restrictions, though over 53% of the work (worth ₹400 crore) is completed with the balance execution expected by FY28.
 - **Andhra Pradesh irrigation project:** has completed ~₹380 crore worth of work, with ~₹700 crore pending; FY27 execution guidance stands at ~₹200 crore, subject to payment releases from the state government.
 - **Tolling:** The company generated a total toll collection of ~₹48 crore, comprising ~₹32 crore from Raebareli, ~₹13.3 crore from MP highways, and ~₹2.7 crore from DSII DC Narela.
 - **Arbitration Award:** The company signed a one-time settlement with NHAI on 12 May 2026 under the Vivad-se-Vishwas III

scheme. It secures a payment of ₹235 crore from NHAI for the Agra Bypass EPC project.

- **Other JJM Projects:** The company received ~₹300 crore payments from state governments, with more receipts expected in Q1FY27. It targeting ₹750 crore revenue in FY27 from this segment.
- **Solar/BESS project:** The management expects **execution to begin in Q3 FY27 following land and connectivity approvals, targeting revenues of ~₹600 crore in FY27 and ~₹1,400 crore in FY28.** The total required equity investment stands at ~₹400 crore, with ~₹120 crore planned for FY27.
- **Asset Monetization:** In Q4FY26, the company completed its divestment program for 12 road assets by selling its stakes in PNC Challakerah Highway Private Limited to Vertis Infrastructure Trust. Receiving nearly all transaction proceeds has boosted liquidity for future HAM and BOT investments, generating a standalone net cash surplus of ~₹327 crore at the end of FY26. While management stated that future monetization plans are in the early stages without fixed timelines, the company is already evaluating its next medium-term pipeline, which consists of 5 HAM assets that have achieved PCOD/COD milestones.
- **HAM equity requirement:** The management stated that **the total equity requirement for its HAM portfolio stands at ~₹1,623 crore, excluding the two recently secured HAM projects for which LOAs are still awaited. The company had already infused ~₹1,081 crore by Q4FY26, leaving a residual equity commitment of ~₹542 crore to be invested over the next two years. Of this, ~₹350 crore is expected to be infused in FY27 and the balance in FY28.** The management plans to fund all of these commitments primarily through internal accruals and existing cash reserves.
- **Debt Position:** On a standalone basis, **the company reported total debt of ~₹741 crore, (D/E of 0.13x). Total cash and current investments stood at ~₹1,068 crore.** On a consolidated basis total debt of ~₹5,151 crore (D/E of 0.76x). while cash and current investments were ~₹2,856 crore. Management also indicated that interest costs increased in Q4FY26 due to higher working capital utilization and machinery loans, but expects quarterly interest costs to decline by ~₹3-4 crore in FY27.
- **Capex:** PNC Infratech **has outlined its upcoming capital allocation strategy, guiding for a standalone Capex of approximately ₹150 crore in FY27 to fund construction equipment and execution support.** For its coal mining operations, the company has already deployed around ₹250 crore in FY26 against a total projected equipment investment of ₹350 crore.
- **Working Capital:** As of Q3FY26, the company reported total standalone debtors of ~₹1,660 crore, of which water sector receivables accounted for ~₹868 crore and HAM-related debtors stood at ~₹372 crore, reflecting continued pressure from state-funded projects and irrigation exposure. Unbilled revenue stood at ~₹475 crore, while retention money was ~₹264 crore and mobilization advance stood at ~₹155 crore.

Exhibit 1: Quarter Performance

| Particulars | Q4FY26 | Q4FY25 | YoY (%) | Q3FY26 | QoQ (%) | Comments |
|---------------------------|--------|--------|---------|--------|---------|--|
| Total Operating Income | 1458.6 | 1414.6 | 3.1 | 1056.4 | 38.1 | Lower execution given the delays in receipt of AD of the project from MPRDC. |
| Other Income | 22.5 | 28.9 | -22.2 | 22.2 | 1.3 | |
| Net Raw material consumed | 1062.1 | 1071.5 | -0.9 | 756.6 | 40.4 | |
| Employee benefit expenses | 82.2 | 91.1 | -9.7 | 77.1 | 6.7 | |
| Other Expenses | 138.1 | 76.1 | 81.4 | 91.8 | 50.5 | |
| EBITDA | 176.2 | 175.8 | 0.2 | 130.9 | 34.5 | |
| EBITDA Margin(%) | 12.1 | 12.4 | -35 bps | 12.4 | -32 bps | |
| Depreciation | 29.0 | 22.3 | 30.0 | 25.9 | 12.2 | |
| Interest | 30.4 | 26.6 | 14.6 | 21.6 | 40.9 | |
| PBT | 139.2 | 155.8 | -10.7 | 105.7 | 31.7 | |
| Taxes | 37.7 | 34.8 | 8.3 | 28.2 | 33.6 | |
| PAT | 102.5 | 121.0 | -15.3 | 81.4 | 25.9 | |

Source: Company, ICICI Direct Research

Exhibit 2: Change in estimates

| ₹ Crore) | FY27E | | | FY28E | | | Comments |
|-------------------|---------|---------|----------|---------|---------|----------|---------------------|
| | Old | New | % Change | Old | New | % Change | |
| Revenue | 6,028.5 | 5,847.0 | -3.0 | 6,775.0 | 6,921.8 | 2.2 | Realigned estimates |
| EBITDA | 754 | 688 | -8.7 | 880.7 | 829 | -5.9 | |
| EBITDA Margin (%) | 12.5 | 11.8 | -73 bps | 13.0 | 12.0 | -103 bps | |
| PAT | 468.8 | 434.7 | -7.3 | 555.4 | 547.6 | -1.4 | |
| Diluted EPS (₹) | 18.3 | 16.9 | -7.4 | 21.7 | 21.3 | -1.6 | |

Source: Company, ICICI Direct Research

Exhibit 3: SoTP Valuation

| Entity | ₹ crore | Per share (₹) | Comment |
|---|---------|---------------|--------------|
| Construction Business | 5,476 | 213 | 10x FY28 P/E |
| BOT & HAM Projects | 1,334 | 52 | |
| BOT Projects | 253 | 10 | |
| Amount invested in remaining HAM projects | 1,081 | 42 | |
| Target Price | 6,810 | 265 | |
| Rounded off target price | | 270 | |

Source: Company, ICICI Direct Research

Financial Summary

Exhibit 4: Profit and loss statement

| (₹ Crore) | FY25 | FY26 | FY27E | FY28E |
|----------------------------|----------------|----------------|----------------|----------------|
| Net Sales | 5,513.1 | 4,633.5 | 5,847.0 | 6,921.8 |
| Other op. income | - | - | - | - |
| Other income | 66.3 | 73.8 | 85.0 | 100.0 |
| Total Revenues | 5,579.5 | 4,707.3 | 5,932.0 | 7,021.8 |
| Raw Material Exp | 3,792.1 | 3,318.5 | 4,256.6 | 5,039.1 |
| Employee exp | 349.5 | 325.6 | 410.9 | 486.4 |
| Other Expenses | 322.6 | 406.5 | 491.1 | 567.6 |
| Total Operating Exp | 4,464.3 | 4,050.6 | 5,158.6 | 6,093.0 |
| EBITDA | 1,048.9 | 582.9 | 688.4 | 828.8 |
| Interest | 76.3 | 95.3 | 74.4 | 67.5 |
| Depreciation | 90.0 | 95.1 | 111.5 | 121.2 |
| PBT | 948.9 | 466.4 | 587.5 | 740.0 |
| Total Tax | 243.3 | 126.8 | 152.7 | 192.4 |
| Reported PAT | 705.6 | 344.1 | 434.7 | 547.6 |
| Adjusted PAT | 422.9 | 344.1 | 434.7 | 547.6 |
| EPS (Diluted) | 27.5 | 13.4 | 16.9 | 21.3 |

Source: Company, ICICI Direct Research

Exhibit 5: Cash flow statement

| ₹ crore | FY25 | FY26 | FY27E | FY28E |
|------------------------------------|----------------|---------------|---------------|--------------|
| Profit after Tax | 705.6 | 344.1 | 434.7 | 547.6 |
| Depreciation | 90.0 | 95.1 | 111.5 | 121.2 |
| Other Income | -66.3 | -73.8 | -85.0 | -100.0 |
| CF before WC changes | 1,048.9 | 587.4 | 688.4 | 828.8 |
| Net Inc. in Current Assets | -439.7 | 727.7 | -84.0 | -765.5 |
| Net Inc. in Current Liabilities | 143.4 | -582.3 | 153.5 | 330.5 |
| Net CF from Op. Activities | 509.3 | 606.0 | 605.1 | 201.3 |
| (Purchase)/Sale of FA | -24.2 | -318.3 | -150.0 | -150.0 |
| Purchase of Investment | -115.7 | -370.2 | -511.3 | -671.4 |
| Other Income | 38.3 | 27.8 | 66.3 | 73.8 |
| Net CF from Inv. Activities | -469.1 | -915.8 | -65.0 | -50.0 |
| Proceeds from share capital | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest Paid | -76.3 | -95.3 | -74.4 | -67.5 |
| Increase/Decrease in Debt | 17.7 | 340.9 | -240.7 | 0.0 |
| Dividend Paid | -15.4 | -15.4 | -15.4 | -15.4 |
| Net CF from Fin. Activities | -70.5 | 237.7 | -330.5 | -82.9 |
| Net Cash flow | -30.4 | -72.0 | 209.6 | 68.4 |
| Opening Cash/ Cash Equiv. | 712.6 | 682.2 | 610.2 | 819.8 |
| Closing Cash/ Cash Equiv. | 682.2 | 610.2 | 819.8 | 888.2 |

Source: Company, ICICI Direct Research

Exhibit 6: Balance Sheet

| (₹ Crore) | FY25 | FY26 | FY27E | FY28E |
|----------------------------------|----------------|----------------|----------------|----------------|
| Liabilities | | | | |
| Share Capital | 51.3 | 51.3 | 51.3 | 51.3 |
| Reserves & Surplus | 5,423.7 | 5,759.9 | 6,179.3 | 6,711.5 |
| Networth | 5,475.0 | 5,811.2 | 6,230.6 | 6,762.8 |
| Secured Loan | 399.8 | 740.7 | 500.0 | 500.0 |
| Unsecured Loan | - | - | - | - |
| Total Debt | 399.8 | 740.7 | 500.0 | 500.0 |
| Deferred Tax Liability | - | - | - | - |
| Total Liabilities | 5,874.8 | 6,551.9 | 6,730.6 | 7,262.8 |
| Assets | | | | |
| Gross Block | 1,249.8 | 1,565.1 | 1,715.1 | 1,865.1 |
| Net Block | 405.4 | 625.7 | 664.2 | 693.0 |
| Capital WIP | 0.3 | 3.8 | 3.8 | 3.8 |
| Non-current Investments | 2,048.4 | 2,247.0 | 2,247.0 | 2,247.0 |
| Current Assets | | | | |
| Inventories | 861.1 | 761.3 | 960.6 | 1,137.2 |
| Sundry Debtors | 1,729.2 | 1,660.4 | 1,922.3 | 2,275.7 |
| Loans and Advances | 593.2 | 697.0 | 961.2 | 1,137.8 |
| Other Current Assets | 1,624.8 | 961.9 | 320.4 | 379.3 |
| Cash | 682.2 | 610.2 | 819.8 | 888.2 |
| Total Current Assets | 5,644.9 | 5,317.9 | 5,611.5 | 6,445.4 |
| Creditors | 908.3 | 785.1 | 801.0 | 948.2 |
| Provisions | 18.6 | 16.4 | 20.7 | 24.5 |
| Other Current Liabilities | 563.8 | 412.0 | 432.5 | 512.0 |
| Other Long Term Liabilities | 735.9 | 430.9 | 543.7 | 643.6 |
| Total Current Liabilities | 2,226.7 | 1,644.4 | 1,797.9 | 2,128.4 |
| Net Current Assets | 3,418.2 | 3,673.5 | 3,813.6 | 4,317.1 |
| Total Assets | 5,874.8 | 6,551.9 | 6,730.6 | 7,262.8 |

Source: Company, ICICI Direct Research

Exhibit 7: Key ratios

| (Year-end March) | FY25 | FY26 | FY27E | FY28E |
|-------------------------|------------|------------|------------|------------|
| Per Share Data | | | | |
| EPS (Fully Diluted) | 27.5 | 13.4 | 16.9 | 21.3 |
| Cash EPS | 31.0 | 17.1 | 21.3 | 26.1 |
| BV | 213.4 | 226.5 | 242.9 | 263.6 |
| Dividend per share | 0.6 | 0.6 | 0.6 | 0.6 |
| Operating Ratios | | | | |
| EBITDA / Net Sales | 19.0 | 12.6 | 11.8 | 12.0 |
| PAT / Net Sales | 7.7 | 7.4 | 7.4 | 7.9 |
| Inventory Days | 57.0 | 60.0 | 60.0 | 60.0 |
| Debtor Days | 114.5 | 130.8 | 120.0 | 120.0 |
| Creditor Days | 60.1 | 61.8 | 50.0 | 50.0 |
| Return Ratios | | | | |
| RoE | 7.7 | 5.9 | 7.0 | 8.1 |
| RoCE | 17.5 | 8.6 | 9.8 | 11.1 |
| RoIC | 19.0 | 9.2 | 10.9 | 12.3 |
| Valuation Ratios | | | | |
| EV / EBITDA | 4.8 | 8.6 | 6.6 | 5.4 |
| P/E | 7.8 | 16.0 | 12.6 | 10.0 |
| EV / Net Sales | 0.9 | 1.1 | 0.8 | 0.6 |
| Market Cap / Sales | 1.0 | 1.2 | 0.9 | 0.8 |
| Price to Book Value | 1.0 | 0.9 | 0.9 | 0.8 |
| Turnover Ratios | | | | |
| Asset turnover | 0.9 | 0.7 | 0.9 | 1.0 |
| Gross Block Turnover | 4.4 | 2.9 | 3.4 | 3.7 |
| Solvency Ratios | | | | |
| Debt / Equity | 0.1 | 0.1 | 0.1 | 0.1 |
| Current Ratio | 2.2 | 2.5 | 2.3 | 2.3 |
| Debt / EBITDA | 0.4 | 1.3 | 0.7 | 0.6 |
| Quick Ratio | 1.8 | 2.0 | 1.8 | 1.8 |

Source: Company, ICICI Direct Research

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