Hindustan Construction Company Ltd — FY 2023 Annual Report Analysis

Annual Report Analysis (Consolidated)

Investor Snapshot

#	Analytical point	Sentiment
1	The business maintains a robust order backlog of ₹14,772 Cr, providing 30–36 months of revenue visibility, though execution remains hampered by cyclicality and legacy financial distress.	Neutral
2	***Revenue declined 22.48% YoY to ₹8,270 Cr, driven by strategic asset divestments and persistent execution delays across major infrastructure projects.***	Negative
3	***Operating margins are under severe pressure as ROCE collapsed from 50% to 16%, with the Swiss subsidiary Steiner AG contributing a significant ₹375 Cr loss to consolidated results.***	Negative
4	***The company is technically insolvent with a fully eroded net worth of -₹715 Cr and reserves at -₹866 Cr, resulting in a qualified "Going Concern" audit opinion.***	Negative
5	***Financial health is critical with total debt at ₹5,512 Cr and an interest coverage ratio of 0.91x, meaning operating profits are insufficient to service interest obligations.***	Negative
6	***Cash Flow from Operations (CFO) plummeted to a negligible ₹16 Cr, failing to cover even 7% of annual capex and representing near-zero EBITDA-to-cash conversion.***	Negative
7	***Capital expenditure is being funded through asset stripping, including the disposal of core plant and machinery and the sale of profitable SPVs like BFHL for ₹1,323 Cr.***	Negative
8	***Earnings quality is exceptionally poor, characterized by aggressive revenue recognition with unbilled WIP (₹3,442 Cr) exceeding trade receivables and ₹3,127 Cr in assets tied to fair-valued legal claims.***	Negative
9	***Governance risks are high: KMP compensation for two family members reached ₹52.15 Cr (3.25x total CFO) while 85.31% of the promoter holding remains pledged.***	Negative
10	***The balance sheet functions as a "legal lottery," with 40% of receivables (₹1,122 Cr) disputed in court and liquidity entirely dependent on favorable arbitration outcomes.***	Negative
11	Outlook depends on the successful monetization of arbitration claims and the stabilization of operations under the newly appointed professional MD & CEO.	Neutral
12	***Investment View: Avoid; the entity is a distressed asset where equity value is speculative, requiring a positive net worth and CFO/EBITDA >0.5x before re-evaluation.***	Negative

1. Business overview (In Bullet Points)

- **Business Segments:** HCC is a legacy Indian infrastructure major specializing in complex engineering, procurement, and construction (EPC) projects across hydro power, nuclear power, expressways, tunnels, and bridges.
- **Revenue Drivers:** Primary revenue is driven by the execution of a ₹14,772 Cr order book. Standalone revenue grew by 11.9% in FY23, reflecting improved execution momentum.
- **Cost Drivers:** The cost structure is heavily weighted toward construction materials and subcontracting. Standalone EBITDA margins compressed by 330 bps to 13.6% due to inflationary pressures and tail-end execution of older, lower-margin contracts.

- **Industry Position:** Maintains a dominant position in high-barrier-to-entry segments like nuclear and underground tunneling; currently executing landmark projects like the Mumbai Coastal Road and Mumbai Metro packages.
- **Expansion & Strategy:** Transitioning from a promoter-led executive structure to a professionalized management model. Strategic pivot toward exiting the "Build-Operate-Transfer" (BOT) space to focus on core EPC.
- **Acquisitions & Divestments:** Completed the divestment of Baharampore-Farakka Highways Ltd (BFHL) to Cube Highways for an enterprise value of ₹1,323 Cr to recycle capital and manage liquidity.
- **International Performance:** Steiner AG (Swiss subsidiary) saw a significant revenue contraction to CHF 528.5 million (₹4,684 Cr) and reported a loss of ₹375 Cr, acting as a drag on consolidated profitability.
- **Geographical Presence:** Strong domestic presence across India (Maharashtra, Mizoram, etc.) and international presence in Switzerland through Steiner AG.

2. Management commentary & outlook

- Management has initiated a significant governance shift, transitioning Mr. Ajit Gulabchand to Non-Executive Chairman and appointing Mr. Jaspreet Bhullar as MD & CEO to professionalize operations.
- The strategic focus has shifted from "survival mode" and balance sheet repair to "operational efficiency" and timely project delivery.
- Management remains optimistic about the Mumbai Coastal Road completion by the next financial year, despite technical complexities in the sea link connector design.
- Steiner AG is being pivoted toward a "Digital Platform" model (Steiner Digital) and high-quality residential developments to move away from pure construction toward higher-margin development.
- The domestic outlook is viewed as highly favorable, supported by the ₹111 lakh crore National Infrastructure Pipeline (NIP) and "PM GatiShakti" initiatives.
- Management highlights massive opportunities in "Future Ready" railway systems, roads, and nuclear power as core growth drivers.
- There is a cautious undertone regarding global inflation and tightening monetary policy, which may impact credit growth and input costs.
- The company continues to rely on Joint Ventures for large-scale projects to pool technical expertise and financial bidding capacity.
- The successful conclusion of the BFHL sale to Cube Highways is cited as evidence of management's ability to execute complex secondary market transactions.
- **Management Tone:** The management tone is **cautiously optimistic and transitionary**. There is a clear shift from debt distress to execution mode, with a triumphant narrative regarding debt resolution. However, the commentary on Steiner AG is sober, acknowledging the financial hit. The transition to professional management is a high-signal move intended to restore investor confidence, though the gap between standalone recovery and consolidated losses suggests the international portfolio remains a work in progress.

3. Financial analysis

3.1 Financial statements

P&L statement (□Cr)

Line item	Mar 2023	Mar 2022
Sales	8,270	10,668
Sales Growth %	-22.48	29.34
Expenses	7,722	9,480
Material Cost %	12	0
Raw material cost	1,010	0
Change in inventory	-11	-17
Manufacturing Cost %	67	76
Employee Cost %	9	9
Other Cost %	5	4
Operating Profit	548	1,188
OPM %	7	11
Other Income	497	615
Exceptional items	437	454
Other income normal	60	161
Interest	1,012	1,036
Depreciation	128	138
Profit before tax	-94	628
Tax %	-71	10
Net Profit	-28	563
Profit from Associates	0	0
Minority share	0	0
Exceptional items AT	408	415
Profit excl Excep	-436	148
Profit for PE	-436	148
Profit for EPS	-28	563
Profit Growth %	-395	142
EPS (□)	-0.12	2.33
Dividend Payout %	0	0

Balance sheet (□Cr)

Line item	Mar 2023	Mar 2022
Equity Capital	151	151
Reserves	-866	-810
Borrowings	5,512	2,018
Long term Borrowings	4,851	1,178
Short term Borrowings	443	613
Lease Liabilities	217	227
Preference Capital	0	0
Other Borrowings	0	0
Other Liabilities	8,381	12,835
Non controlling int	0	0
Trade Payables	2,991	3,059
Advance from Customers	1,316	1,563
Other liability items	4,074	8,214
Total Liabilities	13,178	14,194
Fixed Assets	623	723
Land	36	38
Building	419	420
Plant Machinery	801	812
Ships Vessels	1	1
Equipments	0	0
Computers	8	8
Furniture n fittings	89	91
Vehicles	53	58
Intangible Assets	3	3
Other fixed assets	129	106
Gross Block	1,540	1,539
Accumulated Depreciation	917	816
CWIP	0	1
Investments	79	59
Other Assets	12,475	13,411
Inventories	491	485
Trade receivables	2,698	2,091
Receivables over 6m	2,168	0
Receivables under 6m	564	2,091
Prov for Doubtful	-33	0
Cash Equivalents	1,154	1,542

Line item	Mar 2023	Mar 2022
Loans n Advances	92	-254
Other asset items	8,042	9,547
Total Assets	13,178	14,194

Cash flow statement (□Cr)

Line item	Mar 2023	Mar 2022
Cash from Operating Activity	16	947
Profit from operations	329	1,629
Receivables	-240	-38
Inventory	-6	-5
Payables	-218	-653
Loans Advances	0	0
Other WC items	145	97
Working capital changes	-318	-598
Direct taxes	5	-84
Cash from Investing Activity	448	-208
Fixed assets purchased	-214	-89
Fixed assets sold	9	34
Investments purchased	0	0
Investments sold	6	0
Interest received	26	30
Dividends received	5	1
Redemp n Canc of Shares	374	0
Acquisition of companies	-30	0
Other investing items	272	-184
Cash from Financing Activity	-603	-660
Proceeds from shares	0	0
Proceeds from borrowings	0	519
Repayment of borrowings	-201	-734
Investment subsidy	0	0
Interest paid fin	-392	-426
Dividends paid	0	0
Financial liabilities	-10	-19
Other financing items	0	0
Net Cash Flow	-139	79
Free Cash Flow	-189	892
CFO/OP	2	87

Key ratios

Line item	Mar 2023	Mar 2022
Debtor Days	119	72
Inventory Days	179	0
Days Payable	1,093	0
Cash Conversion Cycle	-795	72
Working Capital Days	-24	-40
ROCE %	16	50

3.2 Financial analysis summary

- **Revenue** from operations declined sharply by 22.48% to □8,270.00 Cr, primarily impacted by the sale of Baharampore Farakka Highways Limited (BFHL) and the recognition of interest on arbitration awards as "Other Operating Revenue," which inflates Revenue with non-cash income based on legal expectations rather than physical construction progress.
- **Operating Profit** margins (OPM) compressed from 11% to 7%, as Expenses remained sticky; the EBITDA Margin of 6.63% was insufficient to cover the massive Finance Cost of □1,012.00 Cr, leading to an Interest Coverage ratio of 0.91, signaling that the company is not generating enough operating earnings to service its debt.
- The **Net Profit** of -□28.00 Cr was only supported by Exceptional items of □437.00 Cr; without these, the Profit excl Excep would have been a loss of □436.00 Cr, highlighting a severe reliance on one-time gains and "Fair Value Gains" on arbitration awards to mask deep operational losses.
- **Total Debt** surged to □5,512.00 Cr from □2,018.00 Cr, largely due to a complex restructuring where □2,855.69 Cr of debt was novated to a subsidiary (PRPL) in exchange for beneficial interest in arbitration awards; remaining Borrowings include Optionally Convertible Debentures (OCDs) with a high 11.50% yield-to-maturity.
- **Net Worth** remains fully eroded at -□715.00 Cr, forcing auditors to issue a Going Concern warning; the company's survival is entirely dependent on the "Resolution Plan" and asset monetization as the Debt/Equity ratio is technically negative and meaningless.
- **Working Capital** is a major cash trap, with Trade Receivables of □2,698.00 Cr and Unbilled Work-in-Progress (Contract Assets) of □3,442.44 Cr; combined, these "paper assets" exceed □6,100 Cr, representing nearly 75% of annual Revenue, with □1,122.25 Cr stuck in legal battles.
- **Cash from Operating Activity (CFO)** plummeted to □16.00 Cr from □947.00 Cr, a dismal CFO/EBITDA conversion of just 0.03, driven by Working capital changes of -□318.00 Cr where rising Receivables and a reduction in Trade Payables drained liquidity.
- **Free Cash Flow (FCF)** turned negative at -□189.00 Cr, forcing the company into "asset stripping" to survive; Cash from Investing Activity was positive at □448.00 Cr only because of the Redemp n Canc of Shares (□374.00 Cr) and asset sales, including Plant Machinery disposals.
- **ROCE** deteriorated from 50% to 16%, reflecting falling margins and a Balance Sheet where Total Assets of □13,178.00 Cr are dominated by "Other asset items" (□8,042.00 Cr), primarily consisting of □3,127.97 Cr in legal claims held at fair value.
- **Other Assets** are dominated by "Awards and Claims" at fair value (□3,127.97 Cr), making solvency entirely tied to the legal system; Other Liabilities include □3,378.69 Cr in "Advance against awards," indicating the company has already spent cash from awards not yet legally won.

- **Other Expenses** include a ₹0.68 Cr write-off of CWIP related to an abandoned sewage project, signaling wasted capital on stalled initiatives.
- **Cross-statement Red Flag:** While **Net Profit** appears near-break-even, Total Debt rose by over ₹3,400 Cr and CFO nearly vanished; Days Payable of 1,093 suggests the company is stretching vendors to the absolute limit.
- HCC Ltd is currently navigating a state of technical insolvency characterized by a 22.48% decline in **Revenue**, a total erosion of Net Worth, and a critical dependence on the legal monetization of ₹6,100 Cr in Trade Receivables and unbilled claims to service a restructured Total Debt of ₹5,512.00 Cr.

3.3 Contingent liabilities & commitments

- **Litigation:** ₹1,122.25 Cr in arbitration awards have been challenged by customers in court, representing nearly 40% of the receivable book.
- **Tax Disputes:** The company relies heavily on legal opinions to avoid provisioning for claims against it; adverse rulings pose a systemic threat to liquidity.
- **Guarantees:** Chairman Ajit Gulabchand has provided personal guarantees for the company's restructured debt.
- **Capital Commitments:** Note 3C shows a write-off of ₹0.68 Cr for an abandoned project; plant and machinery disposals of ₹12.69 Cr suggest a lack of new capital commitment to core assets.

3.9 Earnings quality & forensic checks

#	Check	Impact	Status	Notes detail
1	PAT vs CFO trend	Profit ↑ — non-cash arbitration gains and unbilled WIP inflate earnings relative to cash.	—	Note 2.1.xxiii.d: Fair value gains on claims recognized without cash inflow.
2	Receivables & channel-stuffing signal	Revenue ↑↓ — receivables rising 29% despite 22% sales drop suggests aggressive revenue recognition.	—	Note 7.1: 40% of receivables (□1,122 Cr) are stuck in protracted legal battles.
3	Revenue timing (unbilled / contract assets)	Revenue ↑ — unbilled WIP exceeding trade receivables indicates revenue recognized before billing milestones.	—	Note 16: High contract assets suggest revenue booking ahead of client billing.
4	Revenue from related parties %	Neutral — limited evidence of significant revenue concentration from related parties in current year.	—	Note 8: Focus is on loans/investments rather than direct revenue from affiliates.
5	Inventory vs revenue growth	Profit ↑ — inventory holding steady while sales plunge suggests potential overvaluation of stock.	—	Note 12: Includes □319.73 Cr in non-core land and development rights.
6	Inventory valuation method change	Neutral — consistent application of percentage-of-completion method for construction work-in-progress and inventory.	—	Note 2.1.xxiii: Revenue and WIP measured via percentage-of-completion method (POCM).
7	Exceptional items in operating profit	Profit ↑ — exceptional gains of □437 Cr mask underlying operational losses of □436 Cr.	—	P&L Statement: Exceptional items are the primary driver of the reported PAT.
8	Depreciation rate vs useful life policy	Profit ↑↓ — inconsistent depreciation methods across asset classes complicates year-on-year operational margin comparisons.	—	Note 2.1.xii: Uses WDV for buildings but SLM for all other assets.
9	Provision reversals boosting PAT	Profit ↑ — under-provisioning for aged receivables over three years inflates the current bottom line.	—	Note 7.4: Undisputed receivables >3 years (□198 Cr) lack adequate credit loss provisions.
10	Tax rate consistency + cash tax vs P&L tax	Profit ↑ — negative tax rate and deferred tax recognition boost PAT despite pre-tax losses.	—	P&L Statement: Tax credit significantly reduces the reported net loss for FY23.
11	CWIP age and stalling projects	Profit ↓ — write-off of abandoned sewage project CWIP signals capital loss on stalled initiatives.	—	Note 3C: Capital Work-in-Progress write-off related to a specific abandoned project.
12	Deferred tax asset recognition adequacy	Profit ↑ — recognition of □741 Cr DTA assumes future profits despite current net worth erosion.	—	Note 10.1: Recoverability is highly subjective given the history of recurring losses.
13	RPT quantum and trend	Neutral — capital diversion to related parties continues despite the company's severe liquidity crisis.	—	Note 6 & 8: Capital allocation to associates while undergoing debt restructuring.
14	Dividend paid vs FCF adequacy	Neutral — zero dividend payout is appropriate given negative free cash flow and insolvency.	—	Cash Flow Statement: Negative FCF precludes any sustainable dividend distribution to shareholders.
15	Auditor Going Concern Warning	Neutral — Auditor flagged total erosion of net worth and significant debt defaults.	—	KAM: Survival dependent on future arbitration outcomes to service restructured debt.
16	Non-Cash Revenue Recognition	Revenue ↑ — Interest on arbitration awards recognized as "Other Operating Revenue."	—	Inflates top line based on legal expectations rather than physical construction progress.
17			—	

#	Check	Impact	Status	Notes detail
	Asset Stripping Signal	Neutral — Sale of profitable SPVs (BFHL) and core machinery to meet liquidity needs.		Disposal of ₹12.69 Cr in Plant Machinery and sale of BFHL to Cube Highways.

4. Management & governance

A. Auditor report & key audit matters

- **Audit Opinion Type:** Qualified (implied by "full erosion of net worth" and "Going Concern" risks).
- **KAM - Going Concern:** Auditor flagged the total erosion of net worth and significant debt defaults. Management responded by implementing a "Resolution Plan," including the novation of ₹2,855.69 Cr debt to a subsidiary (PRPL) and asset monetization.
- **KAM - Revenue Recognition:** Focus on the complexity of the Percentage-of-Completion Method (POCM) and "Variable Consideration" (claims). Auditor concern centers on aggressive recognition of cost-overrun claims before legal certainty.
- **KAM - Recoverability of Claims:** Auditor highlighted ₹1,122.25 Cr of arbitration awards challenged in court. Management relies on legal opinions to avoid provisioning, but adverse rulings pose a systemic threat.
- **Emphasis of Matter:** Significant focus on the "Resolution Plan" and the dependence on future arbitration outcomes to service restructured debt.

B. Related party transactions

Party	Relationship	Nature	Amount (₹Cr)	Concern
Related Parties (Unspecified)	Affiliates	Loans Given	36.58 Cr	***Cash leakage during liquidity crisis***
Hegias AG	Associate	Investment	27.19 Cr	***Capital diversion despite debt distress***
Highbar Technocrat	Associate	Investment	20.49 Cr	Informational

- **RPT Risk Checks:** Loans to RPs (₹36.58 Cr) represent **228.63% of total CFO**, a critical flag indicating that loans to related parties exceed total cash generated from operations.

C. Shareholding

- **Promoter Holding:** 18.59%
- **Promoter Pledge:** 85.31% of the promoter holding is pledged (15.86% of total capital), indicating extreme vulnerability to margin calls.
- **Public Holding:** 55.07%

D. Board composition + KMP compensation

- **Board:** 8 Directors; 50% Independent; 1 Woman Director.
- **KMP Compensation:**
  - **Ajit Gulabchand (Chairman):** ₹26.50 Cr (includes ₹21 Cr arrears).
  - **Arjun Dhawan (Exec. Vice Chairman):** ₹25.65 Cr (includes ₹20.65 Cr arrears).
- **Family Correlation:** Ajit Gulabchand and Arjun Dhawan are related (Father-in-law and Son-in-law).
- **Analysis:** Total KMP compensation for the top two executives reached ₹52.15 Cr, which is **325% of the total Consolidated CFO (₹16 Cr)**. This payout occurred in a year where EBITDA crashed by 53.87%.

F. Capital allocation & capex

Action	FY current (□Cr)	FY prior (□Cr)	% of CFO	Signal
Interest Payments	1,012.00 Cr	1,036.00 Cr	6,325.00%	—
Capex	214.00 Cr	89.00 Cr	1,337.50%	—
Net Debt Change	3,494.00 Cr	-215.00 Cr	21,837.50%	—
Asset Sales (BFHL)	1,323.00 Cr	0.00 Cr	8,268.75%	—

- **CAPEX Analytical Notes:**
  - **CFO Coverage:** CFO/Capex ratio is a dismal **0.07**.
  - **Nature:** Primarily maintenance; Note 3A shows **□12.69 Cr of plant disposals**, suggesting asset stripping.
  - **Efficiency:** Revenue fell 22.48% despite a 140% increase in capex spending, signaling severe execution delays.

H. Risks

- **Litigation (High):** □1,122.25 Cr in awards challenged; potential for immediate write-down of 40% of receivables.
- **Solvency (High):** Full erosion of net worth; survival dependent on "Resolution Plan" success.
- **Revenue Concentration (High):** Contract Assets (□3,442.44 Cr) exceed Trade Receivables, signaling cash flow mismatch.
- **Asset Stripping (Medium):** Sale of profitable SPVs (BFHL) to pay current debt.
- **Market Risk (Medium):** Steiner AG exposure to Swiss property volatility and CHF/INR fluctuations.

5. Scorecard & verdict

Part a: scorecard

Dimension	Rating (1–5)	Delta	Key evidence	One-line rationale
Business quality	3	→	Order book □14,772 Cr; Revenue -22.48%	Strong legacy moat in complex infra but high cyclicality and execution delays.
Financial health	1	↓	D/E Negative; Interest Coverage 0.91x	Technically insolvent with full erosion of net worth and massive interest burden.
Earnings quality	1	↓	CFO □16 Cr vs PAT -□28 Cr; 40% receivables disputed	Profits are non-cash, driven by legal claim revaluations and unbilled WIP.
Management & governance	2	→	KMP Pay = 325% of CFO; 85% Promoter Pledge	Professionalization is underway, but high RPTs and disproportionate KMP pay are major red flags.
Capital allocation & earnings visibility	2	↓	ROCE 16% (from 50%); CFO/Capex 0.07	Value-destructive; interest costs dwarf operating profit; capex funded by asset sales.

Business positives (for this company this year) * **Debt Resolution:** Successfully novated □2,855.69 Cr of debt to an SPV, significantly reducing standalone finance costs. * **Order Book Visibility:** Maintains a robust order backlog of □14,772 Cr, providing revenue visibility for 30-36 months. * **Strategic Divestment:** Completed the sale of BFHL for an enterprise value of □1,323 Cr to recycle capital. * **Professionalization:** Transitioned to a professional MD & CEO model to distance operations from legacy financial issues.

Business negatives / concerns (for this company this year) * **Technical Insolvency:** Full erosion of net worth with Reserves at -₹866.00 Cr and a qualified "Going Concern" audit opinion. * **Cash Flow Stress:** CFO plummeted to ₹16.00 Cr, covering only 7% of the year's capex requirements. * **Earnings Quality:** ₹3,127.97 Cr of assets are "legal claims" held at fair value; 40% of receivables are stuck in court. * **Governance Red Flag:** KMP compensation (including arrears) for two family members reached ₹52.15 Cr, exceeding CFO by 3.25x. * **Asset Stripping:** Disposed of ₹12.69 Cr in core plant and machinery and sold profitable SPVs to service legacy debt.

Overall scorecard summary HCC is in a state of technical insolvency, where its survival is entirely decoupled from engineering performance and tethered to the legal monetization of arbitration claims. While the debt restructuring has provided a temporary reprieve, the company's earnings quality is exceptionally poor, characterized by non-cash "fair value gains" and unbilled WIP. Governance remains a critical concern due to disproportionate KMP payouts and high promoter pledging. The business is on a **stable but high-risk trajectory**, where any adverse legal ruling on its ₹1,122 Cr disputed receivables could trigger a liquidity collapse.

Part b: governance check matrix

#	Check	Status
1	Audit opinion clean?	—
2	Promoter pledge = 0?	—
3	KMP pay < 5% of PAT?	—
4	RPT quantum < 5% of revenue?	—
5	Board > 50% independent?	—
6	At least 1 woman director?	—
7	No statutory dues outstanding?	—
8	No fraud reported?	—
9	Audit trail enabled?	—
10	Frequent Auditor change	—

Total: 5/10 — Governance Rating: 2

Part c: investor verdict

Thesis: HCC is a "legal lottery" play on infrastructure arbitration claims, currently operating under technical insolvency with professionalized management attempting a turnaround. **Overall stance:** Avoid **Rationale:** The total erosion of net worth and the reliance on non-cash legal gains make the equity value highly speculative and prone to total loss. **Re-evaluate when:** Net Worth turns positive and CFO/EBITDA exceeds 0.5x for two consecutive years. **BULL CASE:** Rapid settlement of ₹3,127 Cr in arbitration claims leads to a massive debt reduction and equity infusion. **BEAR CASE:** Adverse court rulings on the ₹1,122 Cr disputed receivables book trigger a default on restructured OCDs. **Key monitorable:** Unbilled WIP to Revenue ratio: Current 41% → Watch threshold > 50%.